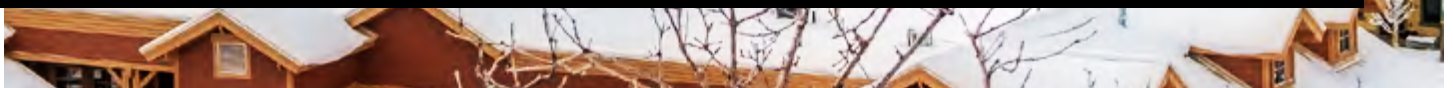




kw PARK CITY
KELLERWILLIAMS. REAL ESTATE

BUYERS CONSULTATION



A Sound Decision



WAYNE LEVINSON

REALTOR®

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www.Park-City.com

Thank you for the opportunity to represent you.

Thank you for the opportunity to introduce myself and share how I can support you in one of life's most exciting and important decisions—buying or selling a home. My name is Wayne Levinson, and I'm proud to be a licensed REALTOR® with Keller Williams, one of the most trusted and innovative brokerages in the industry.

While I am newly affiliated with Keller Williams, my journey in real estate began long before I joined this brokerage. I've personally closed over 100 transactions as a real estate investor, including flips and rental acquisitions in multiple states. I bring to the table not only local market knowledge but also a strategic mindset and negotiating expertise rooted in years of hands-on experience.

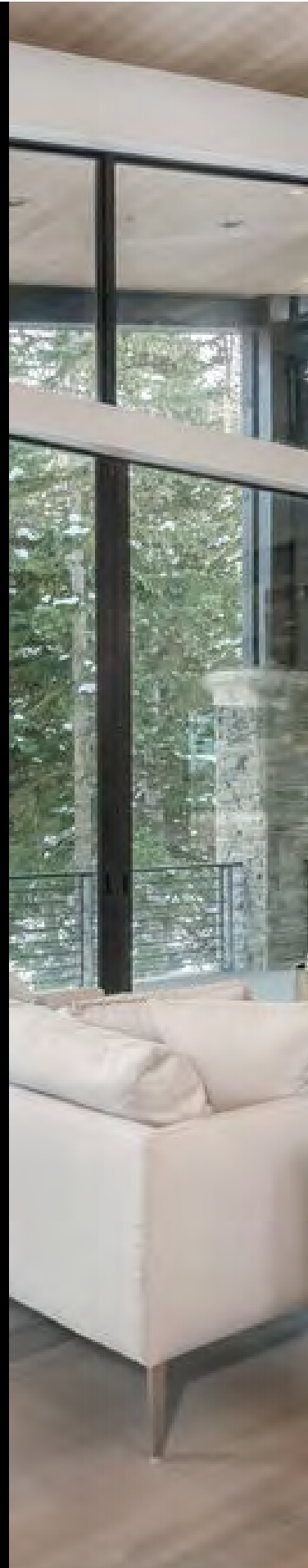
Whether you're relocating, upgrading, downsizing, or investing, I approach each transaction with a deep commitment to transparency, advocacy, and results. As a full-time agent, I prioritize clear communication, data-driven strategies, and tailored guidance from start to finish.

This packet is designed to give you insight into the process, set expectations, and showcase how I work to ensure a smooth, successful experience for my clients. I'd be honored to help you take the next step toward your real estate goals—and to be your trusted resource every step of the way.

If you have any questions after reviewing this information or would like to schedule a consultation, please don't hesitate to reach out.

OUR PERSPECTIVE

A technology company that provides the real estate platform that our agents' buyers and sellers prefer. Keller Williams thinks like a top producer, acts like a trained consultant, and focuses all its activities on service, productivity, and profitability.





OUR BELIEF SYSTEM

WIN-WIN: or no deal

INTEGRITY: do the right thing

CUSTOMERS: always come first

COMMITMENT: in all things

COMMUNICATION: seek first to understand

CREATIVITY: ideas before results

TEAMWORK: together everyone achieves more

TRUST: starts with honesty

EQUITY: opportunities for all

SUCCESS: results through people

Table of Contents

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- ▶ Your Home Wish List
- ▶ Buying 101
- ▶ Tools for Getting Your Offer Accepted
- ▶ Financing Your Future Home

My App:

Finding Your Way Home

Has Never

Been Simpler

Guide

When middle-of-the-night questions come up or you want real-time information about the status of your transaction. Guide gives you the tools to anticipate and act on every step of the buying process. Paired with my expertise, you'll have everything you need to light your way home.

Search

Find your dream home in whatever way works best for you. Whether by neighborhood, school district, ZIP code, and more, my app has the tools to flex with your needs, even when your search extends nationally.

Neighborhoods

Get real-time stats on specific communities and go deeper to see what makes them tick. From the locals' favorite coffee shop to the book club that meets once a week, you'll get an idea of what it's like to actually live there.

Collections

Your search results will be filled with homes you want to save ... and some you'd rather forget. My app lets you "favorite" the homes you love and hide the ones you don't. Create Collections to organize your favorites so you can share and find them with ease and discuss with whomever you please.

My app makes achieving your homeownership goals more accessible than ever before!



Ready to
download my app?
Head to app.kw.com/download

Your needs drive how and when we find your next home. From this day forward, everything I do will be motivated by your goals and how you imagine your life taking place in your new home. Once I get an understanding of where you see yourself, finding your dream home will move quickly, and with minimal interruption to your daily life

Your Dream HOME

TO BEGIN

Some questions to consider...

Who will be living in this home? How many adults, children, and pets will inhabit the space?

What are the non-negotiables for your home?

If you had to name your top five non-negotiables, what would they be?

Beyond your top five needs, what is something you really want?

Do you have a preference for the year the house was built?

Do you want a house in move-in condition or are you willing to do some work on it?

When people visit your home, what do you want it to say about you?

Are there any specific features that would make your next house feel instantly like home?

Will you require accessibility options?





YOUR HOME WISH LIST

Some questions
we will discuss...

EXTERIOR

What type of home are you looking for (e.g., single-family, condo, town house, etc.)?

Approximately what square footage would adequately cover your living space?

How many stories do you prefer?

What lot size are you looking for?

What architectural styles are you drawn to?

What type of exterior siding appeals to you?

Do you want a porch, deck, or both?

What are you looking for in terms of a garage [e.g., attached, carport, etc.]?

What type of driveway?

Do you want a swimming pool or a hot tub?

Do you need special outdoor arrangements for pets? [e.g., a dog run, fenced-in yard, etc.]



INTERIOR

What style do you envision for the interior of your home? (e.g. traditional, minimalist, modern, etc.)?

What kind of floor plan do you prefer (e.g. open vs. walls or divided living spaces)?

LIVING ROOM & FAMILY ROOM

What are your general preferences for your living and family room(s)?

What size room(s) do you have in mind?

Do you prefer your living and family room(s) to be separate and intended for different purposes?

Do you want a fireplace?

What other living areas are you looking for? (e.g. .. playroom, studio, mud room)

DINING ROOM

Would you like the dining room to be part of the kitchen configuration?

What size dining room table do you have?

BEDROOMS

How many bedrooms do you need?

How will each of those rooms be used?

What are your preferences for the primary suite?

KITCHEN

What are your general preferences for the kitchen?

What features must your kitchen have (e.g., breakfast nook, types of appliances, etc.)?

What finishes do you like (e.g., countertops, flooring, cupboards, sink, appliances, etc.)?

Will your kitchen need to accommodate anything with custom measurements (beverage cooler, island, farmhouse sink, butcher block countertop)?

BATHROOMS

How many bathrooms do you need?

What are your needs for each of the bathrooms?


Will any bathroom need to serve a specific purpose (powder room, swimming pool access, fit for small children, accessibility specifications)?

Home Buying 101


#1 PARTNER WITH AN AGENT

- 
- Absorb their local insight
 - Get to know neighborhood inventory levels
 - See what's about to hit the market
 - Gain access to off-market properties
 - Review market averages
 - Complete needs assessment

#2 GET PRE-APPROVED FOR A LOAN

- 
- Understand what you can afford
 - Determine your monthly mortgage payment
 - Understand your debt
 - Prepare for escrow
 - Obtain a pre-approval letter

#3 FIND YOUR NEW HOME

- 
- Compare Home and Neighborhood averages, then narrow down the neighborhoods you want to live in
 - Favorite homes and save them to collections
 - Nix homes that don't meet the mark
 - Schedule home tours and plan an itinerary with your agent
 - Decide on your dream home

THE OFFER

WE PRESENT TO THE SELLER

- Real Estate Purchase Contract (REPC)
- Earnest money
- Pre-approval letter, full approval letter or proof of funds

PARTS OF THE REPC

CONTINGENCIES + TIMELINES

- Seller Disclosures Deadline
- Due Diligence Deadline
- Finance and Appraisal Deadline
- Settlement Deadline
- Response Deadline

CONCESSIONS

- Closing costs
- Home warranty
- Included chattel (personal belongings)

"CLEAN" OFFER

- Standard deadlines
- No concessions
- No contingencies

#4 MAKE YOUR OFFER

- Review contract terms and time limit for the offer
- Negotiate purchase price
- Choose a title company
- Shop home insurance options
- Prepare for down payment earnest money
- Choose a target closing date
- Sign the offer
- Deliver escrow check

#5 UNDER CONTRACT

- Secure a home loan
- Acquire home insurance and send proof to your lender. Keller Covered streamlines finding the best insurance to fit your needs
- Request a list of what conveys with the property
- Schedule home inspection and negotiate repairs
- Order an appraisal
- Acquire a property disclosure from the seller
- Neutralize contingencies [input contingencies that may be specific to your area]
- Conduct title search
- Choose your title company
- Schedule your closing
- Solidify both contract effective date and allowable move-in dates
- Certify funds for closing

#6 BEFORE YOU CLOSE

- Transfer funds for closing
- Reserve moving company + set moving date
- Change your address through USPS, your bank, etc
- Set up utilities to be activated or transferred
- Confirm all contingencies are resolved
- Schedule the final property walk-through

#7 CLOSING DAY: WHAT TO BRING

- Connect with your lender to wire down payment funds. You'll need to cover the cost of closing and the down payment. Bring a printed confirmation of your wire transfer
- Government-issued photo ID(s)
- Social Security numbers
- Home addresses from the last 10 years
- Proof of homeowner's insurance
- Your copy of the contract
- Your checkbook

#8 CLOSING DAY

- Sign closing disclosure, promissory note, and all other documentation
- Title transfer
- Deed delivery
- Get your keys - congrats, it's all yours!

TOOLS For Getting YOUR OFFER ACCEPTED

How do we win in TODAY'S MARKET?

What makes a GREAT OFFER?



- Letter to the Seller
- A great Lender
- Deadlines that meet the Seller's needs
- Possession & interim occupancy agreement
- Short due diligence & appraisal period
- No concessions
- Escalation clause
- Cover difference of appraisal & purchase price
- Commitment language in offer
- Significant earnest money
- Non-refundable earnest money
- Backup offers (according to NAR, 24% of all offers accepted between Buyer and Seller fail)
- Multiple offers

Now You Know How to
WIN THE HOME
That Buyers Are Competing For!

FINANCING YOUR FUTURE HOME

HOME LOANS AT A GLANCE

- Get pre-approved for your loan
- Apply for a mortgage
- Get your home appraised
- Your loan goes through underwriting
- You're cleared to close!

HAVE-ON-HAND

- A month's worth of your most recent pay stubs
- Copies of your federal tax returns and W-2's from the last two years
- The names and addresses of your employers over the last two years. compiled into one list
- Last three months of bank statements
- A copy of your real estate agreement
- The names and addresses of your landlords over the past two years
- Divorce/separation decree
- Child support papers
- Bankruptcy, discharge of bankruptcy papers

CONGRATS!

You're Approved for a Loan.

Now follow these tips to protect your loan.

DO:

- ✓ Notify your lender of any address change, whether it's your home address or another listed on your application
- ✓ Notify your lender of any salary or wage changes
- ✓ Be prepared to provide proof of significant bank deposits
- ✓ Acquire homeowner's insurance immediately after going under contract
- ✓ Keep all forms of debt paid and in check

DO NOT:

- ✗ Make large purchases using existing credit without first talking to your lender
- ✗ Apply for or acquire any additional lines of credit
- ✗ Pay off, transfer, or close credit balances unless your lender instructs you to do so
- ✗ Change jobs without first talking to your lender
- ✗ Co-sign for another person seeking to obtain a line of credit or to make a purchase
- ✗ Pay off collections before conferring with your lender

KELLER WILLIAMS OUTPERFORMS THE INDUSTRY AVERAGE

1 in US and WORLDWIDE in 2024

Largest Global Real Estate Franchise

We are the largest independent real estate franchise in the world by agent count with more than 50 regions including US & Canada and more than 170K associates spread over 1,100+ offices and 300+ market centers.

170,000+ AGENTS WORLDWIDE

Source: headquarters.kw.com

#1 in US in Closed Units and Sales Volume

We outperformed the industry again in closed transactions and sales volume. In 2024, KW closed 860,323 transactions and \$384.3 billion in sales volume.

860K+ TRANSACTIONS in 2024

\$384B in Sales Volume in 2024

Source: headquarters.kw.com



1 in UTAH in 2024

1 Sales Volume

1. KW - \$4.06 BILLION

2. Summit Sotheby's - \$3.38 BILLION
3. Equity - \$3.07 BILLION
4. Berkshire Hathaway - \$2.76 BILLION
5. Coldwell Banker - \$2.13 BILLION
6. Real Broker - \$2.04 BILLION
7. RE/MAX - \$1.39 BILLION
8. Century 21 - \$1.39 BILLION

Source: WFRMLS 2024

1 in Transactions

1. KW - 6,348 UNITS SOLD

2. Equity - 5,595 UNITS SOLD
3. Real Broker - 3,644 UNITS SOLD
4. Coldwell Banker - 3,392 UNITS SOLD
5. Berkshire Hathaway - 2,664 UNITS SOLD
6. RE/MAX - 2,588 UNITS SOLD
7. Summit Sotheby's - 2,575 UNITS SOLD
8. Century 21 - 2,557 UNITS SOLD

KELLER WILLIAMS EXCELLENCE

Forbes

2024 BEST OF LIST

World's Best Employers
World's Top Companies for Women
America's Best Large Employers
America's Best Companies for Diversity
America's Best Employers for Women
America's Best Employers for New Grads

KELLERWILLIAMS
Luxury
INTERNATIONAL

Our luxury brand has sold
**MORE LUXURY REAL ESTATE
THAN ANY OTHER BRAND**
in the nation!

Keller Williams agents sold more luxury real estate (defined as the top 10% of any market) by units in a survey of the 24 largest U.S. luxury markets where data was available.

Luxury.kw.com



KW CARES

Our Keller Williams Public Charity

\$66M+ in GRANTS

7,214+ FAMILIES HELPED

kwcares.org

#1 in US

Keller Williams Realty is
#1 in the country in 2024

**AGENT COUNT
CLOSED UNITS
SALES VOLUME**

headquarters.kw.com

BEST of STATE

Real Estate Services in Utah



MY COMPETITIVE ADVANTAGE

Industry Insider

Facilitator. Negotiator. Teacher. Cheerleader. Confidant. A good agent wears all the hats. In my years with Keller Williams, honing these skills has helped me develop relationships of value.

Local Expert

I've become something of an area expert. Aside from knowing this market inside and out, being involved in the community has shown me what makes it unique. The personalities and the places, the new and the established, the good and that-which-has-seen-better days all feed my local knowledge and will help you when decision time comes.

Tech-Enabled

Based on customer and agent feedback gathered from all over the world, we developed a suite of leading edge, customer-centric tools that work in your favor, complementing your experience for faster, best-in-class results. With a massive amount of data at my fingertips, I'm able to foresee even the smallest micro-trend coming down the pike, giving you the full story before you proceed.

Thank You For Your Trust

When you choose to work with me, you're partnering with a trained agent that has the backing of the world's largest real estate company, consisting of 180,000+ associates around the globe. That puts your search in the hands of the largest, most resourceful real estate network. And, by choosing to partner with me and the Keller Williams family, you gain access to a suite of technology that keeps you informed and engaged with what's happening in the neighborhoods you're eyeing. Keller Williams was built on a simple-yet-revolutionary principle: people are what matter most. To help cement this understanding, we've formalized a belief system that guides how we treat each other and how we do business.



5-STAR CLIENT REVIEWS

Wayne was absolutely amazing from start to finish. We are not local and Wayne would go video homes for us with no advance notice. He got to know us well and knew exactly what we were looking for in a dream home. Once we found the right home, he walked us through the process, gave us excellent advice, and went above and beyond so that it was a smooth transition! He is even willing to help us with the home after the sale to get some work done before we arrive to Park City. Thank you WAYNE!!

Wayne was great, we are from Florida, we did not know well the area, he helped us to locate the right area and the right property within our budget supported us with negotiating the price and term, helped us with closing, and then following the closing, he made an extra mile introducing us to contractors to make some upgrades, and stores in the area to fulfill our needs, he was great.

I had the absolute pleasure of working with Wayne Levinson on a recent real estate transaction in Park City, Utah, and I cannot speak highly enough of the experience. From our first conversation to the final closing, Wayne demonstrated exceptional professionalism, deep market knowledge, and a genuine commitment to helping me achieve my goals.


Wayne's expertise in the Park City real estate market is truly impressive. He provided invaluable insights that helped me make informed decisions every step of the way. Whether it was understanding neighborhood trends, evaluating property value, or navigating the negotiation process, Wayne's guidance was always clear, confident, and well-informed.

What really sets Wayne apart is his communication and dedication. He was consistently responsive, detail-oriented, and proactive, making what can often be a stressful process feel smooth and manageable. I always felt like a priority, and it was clear that Wayne truly cared about delivering the best possible outcome.

In short, Wayne Levinson is an outstanding real estate professional. His knowledge, integrity, and commitment made this transaction not only successful but genuinely enjoyable. I would enthusiastically recommend him to anyone looking to buy or sell property in the Park City area.

Wayne did an amazing job helping us purchase our condo. From the moment we met, his quickness to respond exceeded our expectations. He was able to give us insight into the building and area we were looking at. Including, restaurant reviews, which part of the mountain to ski, and information on local events. Working with Wayne and the network he has was very easy. He helped coordinate the entire process, and did a great job explaining each step. There was never a time I did not feel like he was my advocate. Largely, because he took the time to understand what we were looking for, then confirmed our priorities. If you have the chance to work with Wayne, I highly recommend him to help you as your agent.

I had the absolute pleasure of working with Wayne Levinson on the purchase of my home in Park City, Utah, and I can confidently say he is the best real estate agent I've ever worked with. From our very first conversation, it was clear that Wayne possesses an exceptional knowledge of the Park City market, including neighborhood trends, property values, and local amenities. His insights were invaluable in helping me make informed decisions throughout the entire process. Wayne was incredibly responsive, patient, and proactive, always making sure I felt supported and well-informed every step of the way. He took the time to understand exactly what I was looking for and went above and beyond to find the perfect home to meet my needs. His negotiation skills and attention to detail ensured that I got the best possible outcome. Above all, Wayne's professionalism and integrity set him apart. He truly had my best interests at heart, and I never once felt pressured or rushed. Buying a home can be stressful, but with Wayne guiding the process, it was smooth, efficient, and even enjoyable. I can't recommend Wayne Levinson highly enough to anyone looking to buy or sell real estate in Park City. He is an outstanding agent and a trusted advisor who genuinely cares about his clients' success.



OUR OFFICES

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