



buying with

Corey & Pierre
REAL ESTATE GROUP

@properties®
REMI

CHRISTIE'S
INTERNATIONAL REAL ESTATE

home is...

Where we make *memories*. Where we *build relationships*. Where we *celebrate milestones*. Where we *laugh*. Where we *love*. Where we *dream*.

It's so much more than a place to live, and finding that special place you want to call home starts with finding an agent who understands that.





see what's inside

1

WHAT IS @PROPERTIES CHRISTIE'S
INTERNATIONAL REAL ESTATE?

2

WHO WE ARE

3

WHAT WE DO

4

THE BUYING PROCESS

5

WHAT OUR CLIENTS ARE SAYING

what is @properties Christie's International Real Estate?

After becoming the #1 brokerage in Chicago and the #8 brokerage in the United States, @properties expanded into the Metro Detroit market. Combining the power, technology, network, and infrastructure of @properties with a smaller, local boutique brokerage in Alexander Real Estate, @properties Birmingham was created and the headquarters office opened in 2021.

@properties completed the acquisition of Christie's International Real Estate to further their stake in the market, increase the services that they can provide their clients, and strengthen their local, national, and global reach. Christie's International Real Estate is one of the leading luxury real estate companies, successfully marketing high-value real estate around the world for more than 30 years. Through its invitation-only affiliate network spanning 48 countries and territories, Christie's International Real Estate offers incomparable services to a global clientele at the luxury end of the residential property market. The company has offices in London, New York City, Hong Kong, Los Angeles and Palm Beach, and its affiliated brokerages have recorded approximately \$500 billion of real estate transactions over the last five years.

Now @properties Christie's International Real Estate, they are one of the nation's most innovative real estate firms. Combining local ownership, unparalleled market knowledge, and the scale and resource of a leading national and international brokerage, @properties Christie's International Real Estate offers the best service, overall experience, and results for buyers and sellers in the market.





who we are

Corey & Pierre are a part of @properties Christie's International Real Estate's Birmingham office and have a large presence on the Woodward Corridor from Bloomfield Hills, Birmingham, Royal Oak, Huntington Woods and into Detroit, but their approach to their clients and marketing strategies allows their business to travel far beyond these cities. Their passion for real estate is driven by the most gratifying part of their job - seeing and helping their clients make positive life changing moves. Their number one focus in every one of their transactions is to not only get the job done for their clients, but to make sure they are blown away by their experience.

Corey & Pierre have spent their years in real estate learning not only what it takes to buy or sell a home, but what their individual client needs are. They understand that every client is different and that every client should be given a personalized plan to fit those individual needs. They use their professionally trained negotiating and sales skills, industry and community contacts, as well as customized marketing strategies to make sure all of your real estate goals are exceeded.



Corey Light

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Corey Light is a dedicated, client focused Realtor who makes sure each and every one of his clients are taken care of as if he was in their shoes. With more than 15 years of real estate experience, he has brought his experience, knowledge and passion for real estate to @properties Christie's International Real Estate and was a part of the Birmingham office launch in 2021. Corey grew up in Metro Detroit, graduating from Oakland University and currently residing in Huntington Woods. In his free time he enjoys traveling, playing basketball, golf, and spending time with his wife Lauren and their children, Brayden and Sophie.



Pierre Binandeh

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Pierre Binandeh has been surrounded by real estate for most of his life. From property investments, to representing his clients, real estate is in his blood. His meticulous and empathetic approach to any deal assures his clients of a smooth experience from their initial meeting all the way through to the closing day. Pierre was born and raised in Metro Detroit and currently resides in West Bloomfield. In his free time he enjoys working out, playing golf, and most of all spending time with his wife, Laura and daughter, Nora.

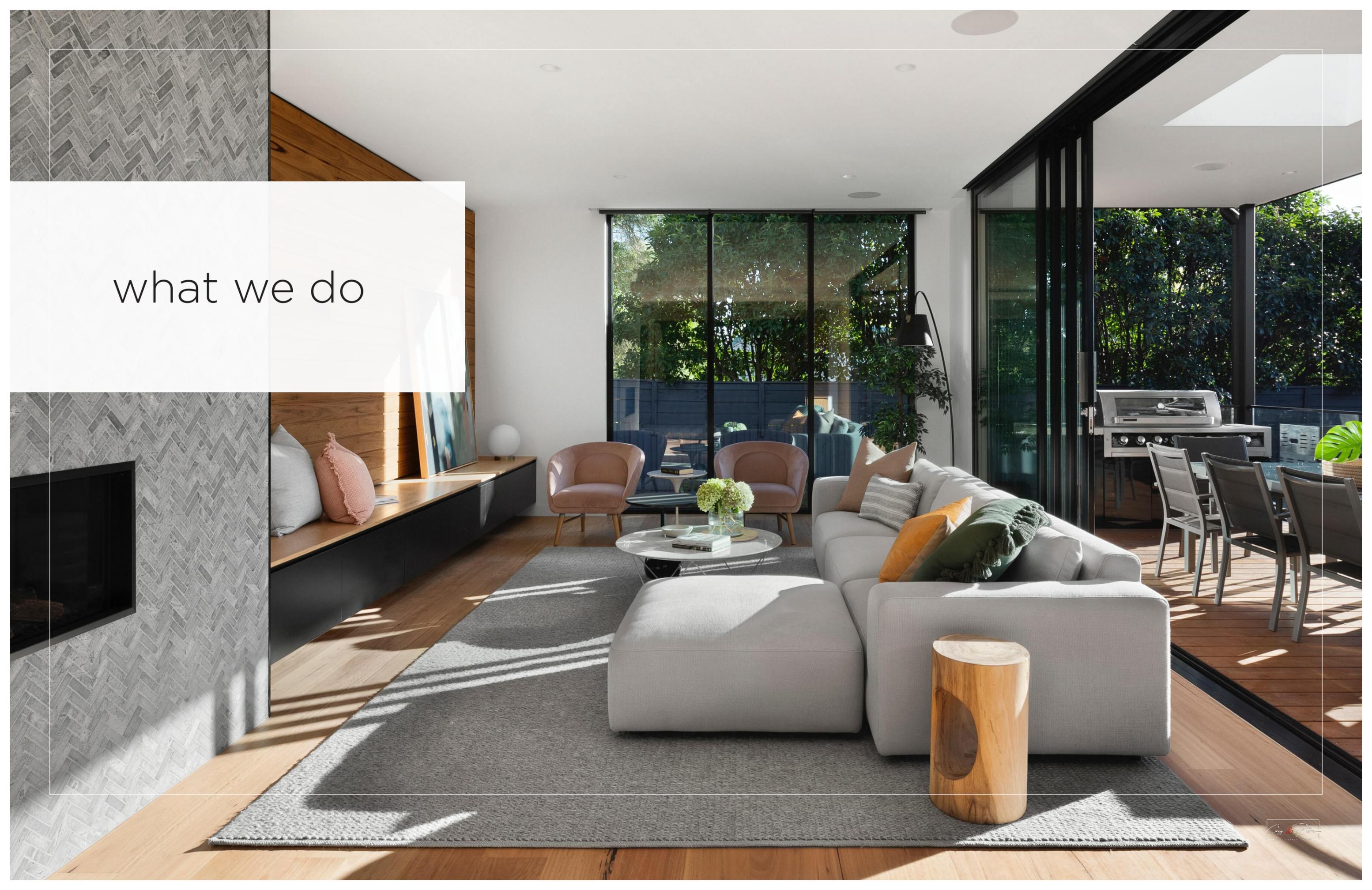


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what we do



The True Meaning of Concierge Service

BUYING REAL ESTATE ISN'T A ONE-SIZE-FITS-ALL BUSINESS

Every client requires a unique tailored approach to optimize the result you are looking for. We know you're busy, so we go the extra mile to ensure you have the most positive and least stressful experience when going through the buying process. We are your partners throughout the entire process from our initial consultation all the way through the search and showings, the transactional steps and the closing. We will always be there and continue to be your partner after closing for anything that you need.

We'll Make it Easy on You

AT YOUR SERVICE, FOR YOUR CONVENIENCE

We know that you are busy and your time is valuable. That's why we do whatever we can to take as much off your plate as you would like. Whether it is doing previews of properties prior to your showing, doing showings via FaceTime, or sending you a video tour, we will make sure you can see as many properties as you'd like regardless of your schedule. We always vet out properties to make sure it's a good fit before going to see it in person. It often takes an in person visit to determine the viability of a home, but we do everything we can to sift through the listings so we're maximizing the time spent with you during showings.

The Power of 2

A SYNERGISTIC APPROACH

We live by the saying, "the whole is greater than the sum of its parts." Our main focus is always doing the best for our clients, and realized that we could do that by creating synergy and coming together to form a partnership. This partnership allows us to become a more valuable asset to all of our clients than we could have as individual agents, and give them the attention that they deserve. Both of us have our hands in every aspect of our business, which allows us to collaborate on each transaction to maximize our full potential. You have two Realtors working on your side, both outreaching, hunting for potential houses and sellers, and handling all other aspects of the buying process. The two of us handle the transaction from start to finish, so you won't find yourself lost in the shuffle of different coordinators and assistants and appearing as just another client in our database. We promise personalized service, and that is what we deliver.



Real Estate Matchmakers

FINDING THE RIGHT HOME FOR YOU

Technology in real estate is as advanced as it has ever been. The truth of the matter is, the average buyer gets access to new listings sometimes just about as fast as we do. But why stop there? Let's not wait until the right house is put on the market, let's go find it.

Buying real estate is all about matching a buyer and a seller, and we do just that. Using our extensive network, multiple avenues of outreach, personalized written letters to homeowners, social media ads targeting potential sellers, and more, we go out and hunt for houses for you. Finding a house is hard work, and you won't find harder workers in the business.

Stay in the Know

COMMUNICATION IS KEY

Buying a home is a huge step and a very complex process. You are hiring us to not only help you find your next house, but also to be your partner in the journey. In today's market, a quick response is critical. Whether there are questions, negotiations, showing requests, or any other tasks, they will be responded to right away. With two of us on your team it allows us to respond diligently and work around your schedule. Something important to us is to communicate and keep our clients updated and informed each step of the way. We will always continue to communicate with you to keep you in the know.

Your Success is Our Success

WE ARE ALL ONE TEAM WITH THE SAME GOAL IN MIND

Success for us is always measured by our clients' success and satisfaction. That stays consistent from our first meeting, through the transaction and after closing. Our goal is to find you the perfect home and to make the entire process as smooth and seamless as possible, and exceed all of your expectations.

the buying
process



1 buyer consultation

We work with first time buyers, experienced buyers, and everyone in between. This is a great time to talk over the process of buying a home, how we work, and how we are going to help achieve your goals. At this time, we also talk about your needs, wants, timeline and any other criteria you are looking for in your home. This will allow everyone to be on the same page and come up with a strategy to accomplish your goals together.

2 pre-approval

If you are a buyer who is purchasing with a mortgage, you will need to get pre-approved. Work with a lender of your choice, or a recommendation from us from lenders that we know and trust to do a great job. Your lender can talk to you about different programs they offer to fit your needs and goals. A pre-approval is important for two main reasons - A seller will not entertain an offer to purchase their house without a pre-approval from the buyer. Secondly, this will help you understand the estimated costs to close as well as your monthly payment to help decide your budget.

3 start shopping

At this stage of the game, you are ready to begin your home search. Here's what you can expect to do:

- **SEARCH AND REVIEW LISTINGS** We will relentlessly hunt for properties for you, whether they are listed on the market or with creative ways to find off market properties. We will present to you the properties we find that fit your criteria. We also know in this day and age a lot of buyers like to search on various real estate apps on their own. If you come across any properties while browsing, you can send those over to us so we can vet them out, cross reference the accuracy of the listings, and make sure it is still a potential fit.
- **TOUR PROPERTIES** Whether it is one single property or a group of properties, we will schedule private tours. This is our chance to see the property in person to see if it is a potential fit. With access to both of us, we are able to be flexible and conveniently work around your schedules. We also are able to do video and FaceTime tours when needed or preferred.
- **OPEN HOUSES** Often on weekends and sometimes on weekdays there will be open houses that are available to tour during their open hours. Feel free to attend these at your convenience if you wish, and we are happy to accompany you if you prefer. If attending on your own, please be sure to mention that you are represented by a buyer's agent.
- **COMPARE PROPERTIES** Provide candid feedback to us after your showings so we can continue to learn what your requirements are and search for you properly. When you find a home that fits your needs, we can prepare a Comparative Market Analysis (CMA) to help you understand the value of the home and formulate an offer.



4

make an offer

When you find a home you love, it is important to act quickly and make an educated offer based on the strategy that we collectively discuss. Through our experience of navigating deals in a very competitive market, we have picked up a few helpful strategies to propel our client's offers to the top. With our knowledge of the market, relationships with other brokers, and creative tools and strategies, we will come up with creative ways to write the offer and guide you to put you in the best position to win.

Here are a few of the most common elements of an offer:

- **PRICE** The market will determine the final price, but we as your agent will help guide you and formulate an offer based on current market conditions, comparable listings and sales, competitiveness of the listing, and your comfortability.
- **EARNEST MONEY DEPOSIT (EMD)** An EMD is a good-faith deposit that is held in an escrow account securing the contract until closing. If the sale does not go through due to contingencies in the contract, the EMD may be returned to the buyer. If the sale does not go through due to the buyer breaching the contract outside of the contingencies, you may be at risk of the EMD being forfeited to the seller. If the contract goes through to close as planned, the EMD is applied towards your cash to close on closing day.
- **DUE DILIGENCE PERIOD** We describe this as the most important contingency in an agreement, because in most instances you will have full control of the contract during this period. This is a great time to check with your lender to make sure you are comfortable financially with the costs and any other deciding factors you have concerns about. The most common part of the due diligence period is your home inspection. A thorough inspection of the property should be done by a licensed home inspector to highlight any potential structural, safety or health concerns with the property. While protected by the due diligence period, it is a complete open negotiation; meaning you can move forward as-is, attempt to adjust the terms of the purchase with the seller, or back out completely.



5

closing

Once all contingencies and obligations of the purchase agreement have been met, we are ready to close! We will have all numbers finalized prior to the closing date so you have the chance to send a wire or get a check for the funds needed at closing. Unless post-closing occupancy has already been negotiated, you may get the keys to the house right when the closing is finalized. We will be there with you at closing so we and the closer can make sure you understand everything you are signing. Once completed, you are the new owner of your new house!



6

after you buy

One of our core values is "Everything is Relationship." We maintain relationships with our clients long after the closing. That means we're always excited to help you with anything you need after closing. Whether it is service providers, contractors, real estate advice, or anything we can do to make your life a little easier, we are there!

what our clients are saying

“Two words. Absolutely amazing.”

As long as Corey and Pierre are working in real estate, **I will never buy or sell a home without using them and their expert services.** These two are incredible at what they do and they made the entire process easy, comfortable and enjoyable.

Our experience: We had found a lot to build a brand new home. The builder told us we had two weeks to list our house and accept an offer or our reservation on the lot would expire. My wife and I looked at Corey and Pierre and, without hesitation, they said they could do it. We had only known Corey and Pierre for about two weeks but **the way they communicate to you and explain everything so you feel comfortable and informed on every decision you make made us very confident in their ability to do so.** The race was on.

Corey and Pierre worked tirelessly for what seemed to be seven days in a row from 7AM to 11PM. Utilizing the internet (social media), their contacts and an open house, within a week we had over 40 people request a showing at our home. Three days before the deadline we had an accepted offer and were able to continue the process to build our new home.

During such a stressful situation, Corey and Pierre were a lot of fun to work with. They helped calm us down and ease any concerns we had. **I am sure they have many clients but never once did we feel that we were taking a backseat to someone else** that was trying to buy or sell a home at the same time. In fact, most times, Corey and Pierre made us feel like we were the only clients they had. They devoted so much time and gave us their undivided attention anytime we met with them. It was an amazing experience.

There are many real estate companies out there and even more real estate agents but I know, without a single doubt in my mind, that Corey and Pierre are the absolute best that you will find and I would highly recommend them to anyone looking to buy or sell any property.”

- JOE AND SARAH, BUYERS & SELLERS

“When I am spending money on any service, especially as one as important as hiring someone to help me buy and sell a house... I will scrutinize, analyze, and criticize every little aspect of that journey where needed.”

I could completely let go (for the first time!) and let Corey and Pierre handle everything on the largest purchase AND sale of my life. I quickly saw they were experts that pay attention to the finest of details, and that I had zero to worry about. **They were forthright, knowledgeable, proactive, extremely personable, and made this the smoothest journey for my family and I.** I have truly never enjoyed working with anyone more, on any project. They handled both the sale of my home and the purchase of our new house with extreme ease. My only regret is that we don't buy a new house too often and therefore won't be able to work with them again in the near future!

I highly recommend Corey and Pierre for both selling and buying your home. It is a stressful time for the family, and you need gurus (they are beyond experts) like these that **completely understand the emotional, technical, and financial aspects that go into the whole journey.”**

- ALLAN & SHARON, BUYERS & SELLERS

features & recognitions

AS FEATURED ON THE COVER OF REAL PRODUCERS MAGAZINE



Named in Hour Detroit as "Real Estate All-Stars,"



Ranked in the top 300 agents in Oakland County by Real Producer's Magazine



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