

Buying Made Easy



Home Buying System


THE DENVER 100
QUALITY IN REAL ESTATE

Tim Hoyman
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- Over 500 homes sold and over 24 years of Real Estate Experience
- Experienced Rental Property Listing & Buying Agent
- Experienced, Trained negotiator
- Your Trusted Advisor in selling your home
- I guarantee my service to you



- Proud Father
- Passionate Bassoonist
- Enjoys family time
- Proud Member of the Colorado National Guard for 20 years
- Puts others first



EXPERIENCE IS NOT EXPENSIVE, ITS PRICELESS.

Who is The Denver 100?

- Locally owned and operated independent real estate company.
- Awarded and recognized as one of the top producing real estate offices in Denver.
- Quality and expertise of our brokers are guaranteed to fulfill your real estate needs.
- Average broker sales experience in has 14 years of sales expertise.
- Our brokers complete double the number of transactions per year than an Denver metropolitan real estate agent.
- Sets the standard in market knowledge for consumer use and for broker associate efficiencies.
- Provides real time market data of inventory trends and pricing strategies.

THE DENVER 100 CORE VALUES



MISSION STATEMENT FOR THE DENVER 100

“The Denver 100 is a residential real estate firm excelling in providing the highest quality of service and expertise to our clients in pursuit of buying and selling real estate in the Denver Metro Area.”



You have a choice in who represents you, and what your relationship with that person will be:

- The Denver 100 will be your Designated Broker, representing YOU
- Sellers Agent, represents the seller
- Buyers, Agent, represents the buyer
- Transaction Broker, Facilitates both parties
- Customer, non represented party
- Client, represented party

Who Represents You?

Home Buying System

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CUSTOMIZE YOUR BUYER TIMELINE



The Denver 100 Home Buying System

SEVEN-STEP HOME BUYING PROCESS

1. Analyze your needs, establish your goals.
2. Financing application with lender.
3. Pre-Approval to improve your negotiation position.
4. Home preview and selection.
5. Your offer and negotiation.
6. Enhanced service from contract to closing.
7. Professional closing of your home and move in day.



1. Analyze Your Needs

Experienced and Highly Productive Sales Team at Your Service

The Denver 100 brokers average 14 years of real estate experience and have obtained a dominant market image in our service areas. The benefit to you buying with us is we know that nuances in each sub market to better serve your needs.

Technology for You

We have the easiest access to properties in real time you will find anywhere. Go to www.MozartofRE.com and login to our Search for Properties. You will be alerted of the newest listings available in your search parameters.

Our Exclusive Buyer Enhanced Service Package

The Denver 100 and I customize the use of Tim's Enhanced Services For You. Consider having your new home Professionally Cleaned before moving in? Or having a Handyman show up after you close? This package is customized for every client to better serve your needs. I will coordinate all services as part of my highest standard service package.

Local Knowledge | United States Real Estate | International Strength

The Denver 100 are experts in the local Denver real estate market and in many cases, The Experts in Your Neighborhood! We have professional real estate relationships around the globe. To Accommodate all your real estate needs both locally and outside of Denver.

It is important to decide how you will pay for your new home:

Mortgage Type | Broker | Rate | Terms | Budget |

2. Financing

3. Pre- Approval

It is recommended that you be pre-approved, to strengthen your negotiation position.

4. Home Preview & Selection

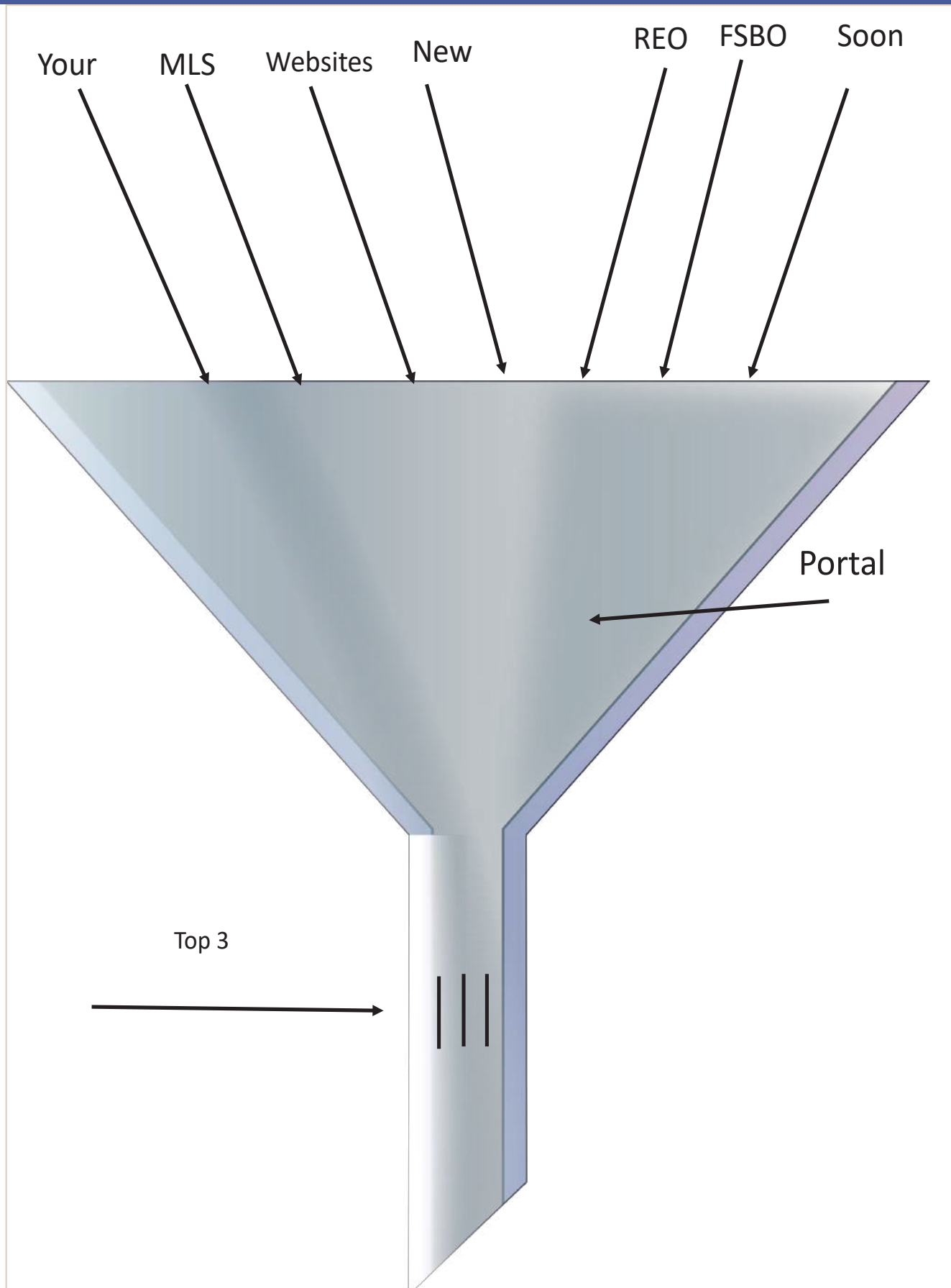


Now the fun part! Go to www.MozartofRE.com to view properties around the Denver Metro Area. You can also get information about the community, schools, shopping and so much more at our Website.

While previewing a home, we will utilize my “Funnel” approach to narrow your search.

Market Knowledge You Want

Tim's Funnel Process



5. Offer & Negotiation



When Preparing our offer, we'll need to consider:

- Earnest Money | Contingencies | Title
- Any Special Needs
- Provide You Valuable Input on the Structure of Your Offer
- Obtain Current Market Trends on the Neighborhood and Home You have an Interest in Buying
- Prepare All Contract Forms
- Present Your Offer Professionally
- Negotiate to Provide you the Best Position in Buying

6. Creating an Enhanced Service Package

**TIM'S FREE
ENHANCED SERVICES
CUSTOMIZED TO YOUR NEEDS**



The Mozart of Real Estate

PRE-MARKETING SERVICES

- Understanding your needs and desires
- Expert knowledge in the Denver market
- pre-approved for your loan
- Latest search features

MARKETING SERVICES

- Expert Negotiation Skills
- Daily searching by Tim
- Navigating contracts, inspections, appraisal, loan

CLOSING AND BEYOND

- Professional housecleaning services
- Follow-up needs
- Screened vendor list
- Home warranty coverage



A lot happens between an accepted contract and closing

- We create a specialized enhanced service package for you.
- I'll keep you abreast of contract requirements with regular progress reports.
- Update you with any addendums and changes.
- Predict potential hurdles so we can avoid them before they happen.

7.

Final Financing
& Approval

Closing!

Experience is what you are expecting to smoothly buy your home. Congratulations, on your new home purchase!

Here is what to expect at closing:

- Bring a picture ID and check in certified funds or wire money to title company
- Validate Wiring Instructions
- Ask Title Company for settlement sheets 24 hours in advance for us to review
- We will schedule a walk through 24-48 hours prior to closing
- You will receive a complete set of documents at closing, that we will review with you!



Colorado State Real Estate Commission Forms Protect You!



1. Exclusive Right To Sell Listing Contract - Authorizes The Denver 100 to represent you!
2. Seller Property Disclosure (Residential) - Identifies any and all defects known by seller and is given to buyer.
3. Square Footage Disclosure - Provides the buyer the square footage of the home.
4. Source of Water Addendum - Identifies the source of water and discloses to the buyer.
5. Lead Based Paint - Provides disclosure of the existence of lead within the home.
6. Contract to Buy and Sell Real Estate - Agreement between buyers and sellers to consummate the sale and transfer of the home.
7. Counter Proposal and Amendments - Changes the terms of the offer and Amends the Contract to Buy and Sell Real Estate.
8. Inspection Objection and Inspection Resolution Forms - Creates an agreement between the buyer and seller to correct inspection items.
9. Title Related Objection Notice - Used for Buyers title objections.
10. Appraisal Value Objection - Used for Buyers appraisal objection.
11. Notice to Terminate - Provides notice to the party and is used to terminate the contract.
12. Earnest Money Release - Agreement by both parties to return earnest money.
13. Closing Documents - To be signed at closing.
14. Specific Forms - Used in Foreclosure situations, short sales, disclosures for buyers and sellers representations.



welcome home



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