

BUYER'S GUIDE

THE BAKARICH TEAM



A TRUSTED PARTNERSHIP

Our Mission: A trusted team of professionals to be relied on for all your real estate needs - always having your best interests at heart!

Our Vision: To be recognized as the most dedicated and ethical realty service in Southern Arizona. With our loyal service, our client base will consistently be at least 90% return customers and referrals.

We invite you to experience The Bakarich Team difference!

THE TEAM

- PAGE 3 Introduction
- PAGE 4 Team Bios
- PAGE 6 Testimonials

ADVANTAGES OF A REALTOR

- PAGE 7 The Home-Buying Process
- PAGE 8 Why You Need A Realtor

BUYER'S GUIDE

- PAGE 9 VIP Buyer
- PAGE 10 Pre-Qualification Process
- PAGE 11 Wants/Needs Checklist
- PAGE 12 Understanding Needs

THE BUYING PROCESS

- PAGE 13 Buyer Agency Agreement
- PAGE 14 Making An Offer
- PAGE 15 Negotiating The Deal

CLOSING

- PAGE 16 Closing 101
- PAGE 17 Contract to Close
- PAGE 18 Frequently Asked Questions
- PAGE 19 The Bottom Line
- PAGE 20 Moving Checklist

REAL ESTATE PROCESS

- PAGE 21 Life of an Escrow

HOMESMART

- PAGE 22 HomeSmart Stats

COMMUNITY

- PAGE 23 The Bakarich Team Giving Back

CONTACT

- PAGE 24 Contact Information



There is really no place like home...

From childhood to parenthood to retirement, your home is a statement not only of personal freedom but also of financial strength. In fact, for many, buying a home will be among the most significant investments you'll make in your lifetime. The Bakarich Team loves real estate—the land, the homes, and all those involved in the purchase, ownership, and sale of it. Professionally, we are dedicated to discovering and sharing the best real estate wisdom with everyone, because knowing and understanding the numbers that drive real estate will inform your decisions along each step of your home-buying journey.

Your home may be your biggest asset, so it's imperative you partner with a professional who can get you to the finish line, who understands everything involved, and can help answer all your questions throughout the entire process. Since there are so many moving parts to home sales, and several parties involved, it's important that you work with someone you can rely on to have the expertise needed to exceed your goals.

Of course, your real estate market is driven by local factors, and we'll look at those numbers to determine exactly which homes meet your particular wants, needs, and price range. The insights in this guide are geared to help you successfully navigate the home-buying process. We are excited to pass along this informative home-buying guide to you and encourage you to read through it, highlight it, and take notes!

“Michelle is easily the best realtor I have ever had the experience of dealing with. From start to finish, she was by my side explaining everything that I would need to know during the purchase of my house. She was always willing to answer my calls or respond to emails 24 hours a day, 7 days a week. I would strongly recommend anybody who is interested in buying a house to use Michelle Bakarich!”

The Team



MICHELLE BAKARICH – REALTOR® | ABR | SRES | MRP | ALHS
The Bakarich Team – Team Lead
HomeSmart Advantage Group – Swan Branch Manager

Michelle was born and raised in San Francisco, CA. and relocated to Tucson, AZ. in 1989 to attend the University of Arizona. She has since raised her twin boys here in Tucson, who are both now attending the UofA as well. Michelle's passion for her family and this community directly contributes to her excellence and strong work ethic when it comes to working with her clients and caring for their needs. She specializes in relocations, first time buyers, luxury homes, short sales, foreclosures, investment portfolios and estate sales. Michelle is passionate about selling real estate and working with Buyers and Sellers as a trusted partner in their relocation journeys. Contact Michelle today to discuss your real estate needs with confidence. **(520) 991-6234**

The Bakarich Team is HomeSmart Advantage Group's #1 Team with Michelle as the #1 HSAG Agent and the Top Producing REALTOR® in MLSSAZ with the Most Home Sales in Vail & Upper Southeast Tucson. Our group of talented individuals specialize in all aspects of Real Estate. Our top priority is to listen to you, our valued client, and to always have your best interests at the forefront.



WENDY STOKAN
REALTOR®

Wendy is a native Tucson Eastsider with a passion for helping people find homes they love. As a licensed Real Estate Agent for the past 15 years, she has become an expert in the area and knows the market very well. Wendy is very personable, down to earth and upbeat. She genuinely wants to help you find the right home for you using a zero-pressure approach with outstanding responsiveness and availability. In her free time, Wendy enjoys baking, gardening, doing puzzles and riding electric bikes.



MARIA VILLARREAL
REALTOR® | HABLA ESPAÑOL

Maria relocated from Acapulco to California 30 years ago. She moved up to Seattle where she began a successful Real Estate practice in 2006. She and her husband recently transferred the family to Tucson for a new career opportunity and to get back into the sunshine. Maria is very happy to continue helping clients with their housing needs as a REALTOR in Southern Arizona! Maria's hobbies include spending time with her family and granddaughter either cooking, watching movies, or enjoying the pool or the beach.



SEAN NELSON REALTOR®

Sean has resided in the Tucson valley since moving with his family from Northern California at an early age. He brings 30 years of Sales experience to the team with a high focus on customer satisfaction. After some time in the New Construction industry, Sean is delighted to be working as an Agent to help Buyers find the perfect home for them as he understands that their home is their greatest investment and enhancement to their daily lives. When not hard at work, Sean does enjoy cooking, reading and spending time with family and friends.



ERIN CALLOR Transaction Administrator

Erin's broad background in marketing and human resources, combined with her previous experience as a licensed Real Estate Agent, provides a positive and seamless transaction experience for all parties. She understands the dynamic of a fast-paced Real Estate market. Her attention to detail, strong organizational skills and energetic personality makes for a stress-free experience. Erin is a native New Yorker that relocated to Tucson in 1998 following her parent's retirement. She is married and has a beautiful five year old daughter.



SUSAN LASLEY Listing & Transaction Administrator

Susan has 20 years of experience with contract preparation, finance, and administration. She has superb customer service skills and an admirable work ethic, which has been a great asset to the success of The Bakarich Team. Susan is the team's dependable and essential right-hand, ensuring all of our client communications are handled with care. She is a Tucson native living in Vail who enjoys spending her free time with her husband and 3 amazing children.



CRYSTAL ALEGRIA Client Services Coordinator

Crystal is a Kansas native that now calls the desert home. She is responsible for helping our clients find their dream homes in addition to assisting Michelle with the scheduling of showing and listing appointments plus so much more! A background in Legal Administration gives Crystal her amazing attention to detail and a true desire for delivering stellar service to happy clients. Crystal loves experimenting with new recipes, relaxing around the fire, and spending time with her husband, three dogs, and parents who live nearby in Vail.



REN CALDWELL Systems & Marketing Director

Ren has an extensive background in IT, digital marketing, and team/project management. Her excellent communication skills, technical knowledge, and attention to detail have allowed her to excel over the last 21 years in the industry. Ren puts her skills to work for the team by listening and understanding our business needs to help us put our best foot forward, in turn allowing us to provide outstanding service to our clients. She is a Tucson native who loves cooking, traveling and ocean diving.

Testimonials



"I worked with Michelle on buying my first home. She was extremely knowledgeable about the buying process from A to Z. She was able to show me houses in my price range as well as the types of properties that were most appealing to me. Michelle is both personable and professional at the same time, you feel like she truly cares about you as a person and a customer. Without a doubt I would recommend Michelle to friends and family for any of their real estate needs. She got me a great deal on my 3 bedroom, 2 bathroom home, in the perfect location for me." ~ Dan

"Michelle delivered results! I was referred to Michelle when my luxury home in a NE golf community had few showings and didn't sell after 9 months with another agent. I needed an agent that was going to be honest and up front with me and that is exactly what I got. Michelle was personable yet professional. She guided me in how to best showcase my family's home to again be the jewel in the neighborhood. Then her skills really shined as she brought in qualified buyers and negotiated a top of market sales price. She was able to get my family into a fabulous new home in the same community, on the course, and below what I had budgeted. Michelle earned my business and has represented other family members in their sales and purchases."

~ Stacy

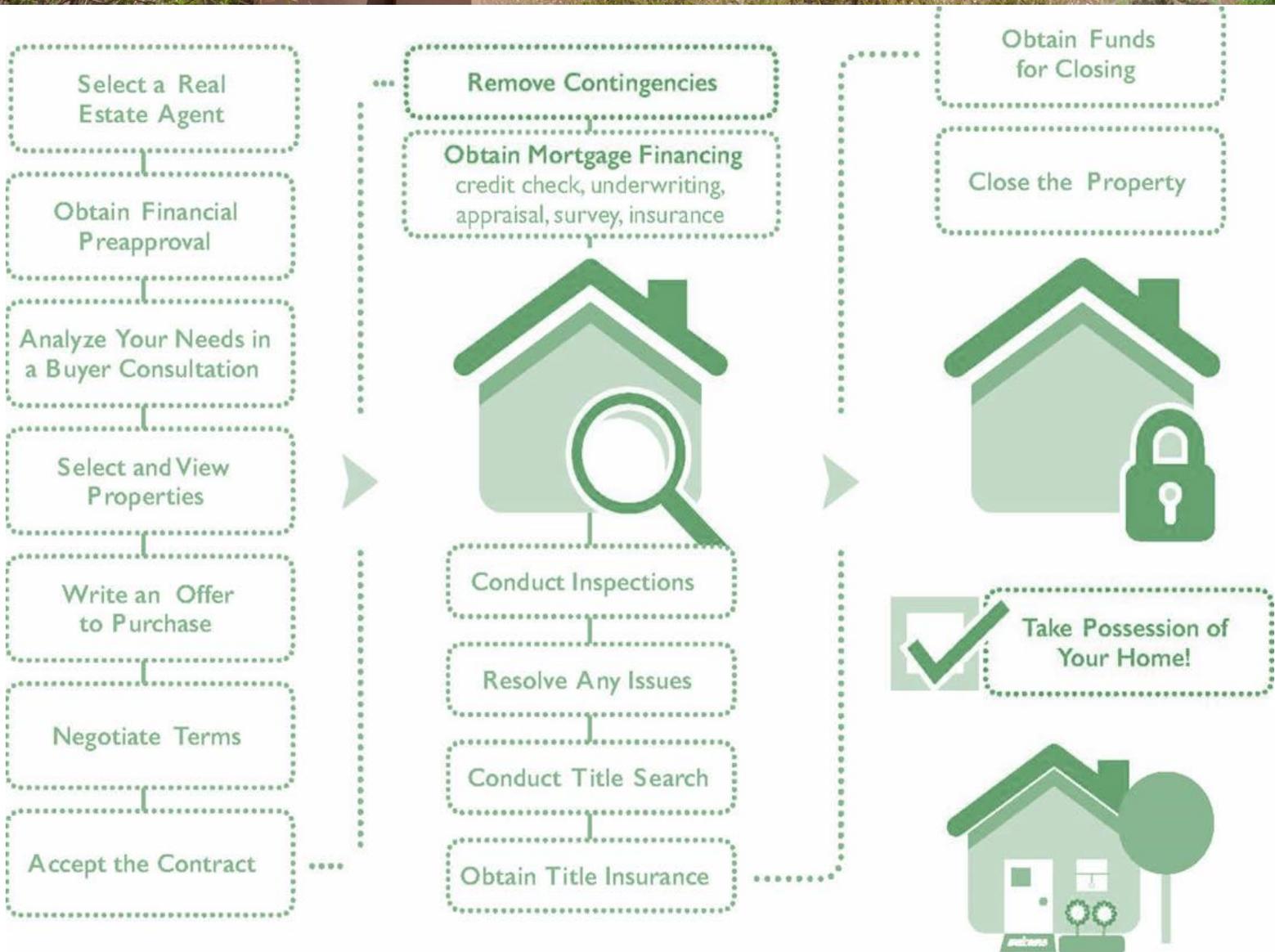
"Michelle is one of the best! I'm a Federal Agent with CBP and contacted Michelle when I received short notice that I was being transferred to Puerto Rico. I had watched Michelle sell another home in our Riverhaven subdivision very quickly. Our neighbor recommended her highly. She was always available, no matter what the time, to answer our questions by phone, email or in person if need be, Michelle was a step ahead presenting us with the best options in addition to keeping us fully informed without my wife or I having to ask for an update. She had a buyer lined up in no time and we felt that the negotiation process couldn't have gone smoother. Michelle's skills brought us the price we needed to make the move with cash to spare. It literally was a stress-free transaction thanks to Michelle. All we had to worry about was the movers. We have recommended her many times to our friends and colleagues in Tucson. Over and over she proves to be one of the best!"

~ Jose

"I could not be more thrilled that we chose Michelle to help us find our new home! We had several friends who had used her as their agent and recommended her highly, and so we decided to give her a try. Given that this was our first home purchase I had no idea what to expect. However, she was knowledgeable, accommodating, really helpful, and made the process not only doable but even fun! When we got into the process of making an offer, I knew she totally had our back. She walked us through the entire process, and was an incredible negotiator. Due to her connections and long term professional relationships, we were able to have an excellent experience securing our mortgage, getting the home inspection, and finally getting our dream house. We are about to close on our first home, and I have no regrets. I know that we will use Michelle's services in years to come, but I don't think I'll ever want to sell the home she found for us! I am completely sincere when I say that she will do an excellent job with the utmost integrity. Thanks Michelle!"

~ Megan

The Home-Buying Process



Why Use a Realtor®



Why do you need a Realtor®?

As licensed real estate professionals, we provide much more than the service of helping you find your ideal home. Realtors are typically expert negotiators with other agents, often seasoned financial advisors with clients, and superb navigators around the local neighborhood. They are members of the National Association of Realtors (NAR) and must abide by a Code of Ethics and Standards of Practice enforced by the NAR. A professional Realtor is your best resource when buying your home.

LET US BE YOUR GUIDE –

As a knowledgeable Realtor®:

- We can save you a considerable amount of time, money, and frustration.
- We know the housing market inside and out, and can help you avoid the “wild goose chase”.
- We can help you with any home, even if it is listed with another brokerage, or if it is being sold directly by the owner.
- We are familiar with the qualified lenders in the area, and can help you understand the importance of being pre-qualified for a mortgage. We can also discuss down payments, closing costs, and monthly payment options that suit you.
- We are an excellent source for both general and specific information within the community such as schools, shopping, places of worship, and transportation; plus tips on getting a home inspection.
- We are experienced at presenting your offer to the seller and can help you through the process of negotiating the best price. We bring objectivity to the buying transaction, and we can point out the advantages and disadvantages of each particular transaction.

The best thing about being a home buyer, is that in most transactions, the seller will pay the full commission to the buyer's Realtor®.

VIP Buyer

You Are Now The VIP Buyer

HOW MANY REALTOR'S PICK OUT HOUSES:

- They make a random search on the MLS.
- They pick 6-8 homes.
- They try to sell you on one of them.

OUR DIFFERENCE:

The solution is our one-of-a-kind buyer profile system that gives buyers priority access to HOT new listings that match their home buying criteria.

- Now you are in control!
- Your home buying criteria is entered into our custom computer database.
- MLS alerts us to any homes that match your criteria.
- We send you homes that aren't on the market yet and For Sale By Owners.
- When you see a home you want to look at, give us a call and we'll arrange a showing.
- NO pressure to buy.
- Our VIP system includes all properties by all brokerages, and includes distressed sale properties, such as bank foreclosures, short sale, estate sales, fixer uppers, and other great deals!
- NO MORE.... wasted time searching for homes already under contract. You get PERSONALIZED notifications on new listings BEFORE other buyers.
- NO MORE...wasted time viewing homes a real estate agent has picked out that don't interest you. You only receive homes that match YOUR criteria and YOU pick the homes you want to see.
- NO MORE.... overpaying for the homes you want. We help you can negotiate the best possible price.



We do lead generation daily, so if it's not in MLS, we will call around to find new potential homes for you that are currently off the market!

Pre-Qualification Process

The Mortgage and Loan Process

FUNDING YOUR HOME PURCHASE

1. FINANCIAL PRE-QUALIFICATION OR PRE-APPROVAL

Application and interview Buyer provides pertinent documentation, including verification of employment Credit report is requested.

2. UNDERWRITING

Loan package is submitted to underwriter for approval.

3. LOAN APPROVAL

Parties are notified of approval Loan documents are completed and sent to title.

4. TITLE COMPANY

Title exam, insurance and title survey conducted. Borrowers come in for final signatures.

5. FUNDING

Lender reviews the loan package Funds are transferred by wire.

THE 10 COMMANDMENTS

- Thou shall not change jobs, become self-employed, or quit your job.
- Thou shall not buy an automobile or any type of vehicle.
- Thou shall not use charge cards excessively or let accounts fall behind.
- Thou shall not spend money you have set aside for closing.
- Thou shall not omit debts or liabilities from your loan application.
- Thou shall not buy furniture on credit.
- Thou shall not originate any inquiries into your credit.
- Thou shall not make large deposits without first checking with your loan officer.
- Thou shall not change bank accounts.
- Thou shall not co-sign a loan for anyone.

We recommend our buyers get pre-qualified before beginning their home search. Knowing exactly how much you can comfortably spend on a home reduces the potential frustration of looking at homes beyond your means.

Wants & Needs Checklist



With so many choices it is easy to become overwhelmed about the home finding experience. In an attempt to eradicate all fear and apprehension we have provided you with our needs analysis questionnaire before our first formal meeting. This will get you thinking about your options before we sit down and decide where we should begin our search.

HOME TYPE

- New
- Older
- Single-family
- Townhome
- Condominium

HOME STYLE

- Single Story
- Multiple Stories
- Architectural Style _____
- Lot Size _____
- Approximate Square Footage _____

INTERIOR FEATURES

- Number of bedrooms _____
- Number of bathrooms _____
- Open Floor Plan
- Formal Living Room
- Formal Dining Room
- Vaulted Ceilings
- Fireplace
- Laundry/Utility Room
- Office
- Additional Storage

EXTERIOR FEATURES

- Yard with Grass
- Yard with Rock
- Covered Patio
- Garage (1-2 vehicles)
- Garage (3 or more vehicles)
- Swimming Pool
- Hot tub
- Shed or outdoor storage
- Established Landscaping

ADDITIONAL COMMENTS

Understanding Needs

By understanding our client's needs and wants and what their budget is, we will take this specific information and interpret it into search criteria. By creating a unique search, we are able send only the information that is relevant to your personal buying requirements so you aren't overwhelmed with irrelevant information.

HOW DOES UP-TO-DATE TAILORED INFORMATION HELP YOU?

- It's easy and convenient for you to use
- Finds the best deals in today's market
- Daily updates for only new listings and price changes that affect your decision
- Shows you homes that match your needs and wants, therefore not giving you useless information that doesn't pertain to you and what you require to make an educated decision.

HOW DO WE HELP YOU BECOME A BETTER EDUCATED HOME BUYER?

- Your wants and needs are addressed and we have empowered you to make decisions that you are comfortable with.
- We are emailing you with information that is relevant to you and market shifts that are important to you. You only receive properties that match what you are looking for.
- You will know the type of home you are looking for and the price you can afford. We have the same goal: To find the best property for you.
- As your agent, we are constantly monitoring and collecting important information for you, including great deals.
- You are provided with all the details about the property that spark our interest, so you never feel like you are in the dark.
- When you find the right home to view, contact us and we will get you a personal look inside.

“Michelle was amazing! She took the time to research the neighborhood, had great resources for home improvements, made my place shine and has the patience of an ANGEL when dealing with the difficult speed bumps. She was able to get me well over my expected profit with her knowledge of the market.”

Buyer Agency Agreement

YOUR INTERESTS ARE PROFESSIONALLY REPRESENTED—

Enlisting the services of a professional Buyer's Agent is similar to using an accountant to help you with your taxes, a doctor to help you with your health care, or a mechanic to help you with your car. If you had the time to devote to learning everything about accounting, medicine, and automotive mechanics, you could do these services yourself. But who has the time? This is why you allow other professionals to help in their specific areas of expertise.

We will take care of the everyday hassles of the real estate transactions for you. We let you concentrate on your full-time job, while we do our job. We will guide you through the home-buying process and exclusively represent your interest as we help you find a home, present your contract offer, negotiate, and close on your home! We can provide you with the pre-listings, a personal showing agent, personal transaction coordinator, For Sale by Owner lists, bank-owned listings, and the HUD listings.

YOU GET A PERSONAL SPECIALIST WHO KNOWS YOUR NEEDS—

Just as your accountant, doctor, and mechanic understand your specific needs, your Buyer's Agent gets to know your real estate needs and concerns. This type of relationship is built through open communication at all times. Your Buyer's Agent will save you a lot of time by providing you all the details about any home before you see it. In addition, your Buyer's Agent will listen to your feedback and concerns about each home.

YOU WILL QUICKLY AND CONVENIENTLY GET A GREAT HOME—

The advantages to signing a Buyer's Agency Agreement with me is that you will have a professional agent working to find and secure the ideal home for you. It is nearly impossible to find a home that meets your needs, get a contract negotiated, and close the transaction without an experienced agent. You won't need to spend endless evenings and weekends driving around looking for homes or trying to search computer networks by yourself. When you tour homes with your professional Buyer's Agent, you will already know that the homes meet your criteria and are within your price range.

THE BUYER AGENCY AGREEMENT—

Entering into a Buyer's Agency Agreement has countless advantages. When you sign the agreement, you are simply agreeing to "hire" a personal representative who, by law, must represent your best interests to the best of his/her ability. The Seller's Agent is responsible for paying your Buyer's Agent fee. With us, you get a professional agent devoted to protecting your needs and to helping you make one of the most important investment decisions in your life.

Making an Offer

Once you have found the property you want, we will write a purchase agreement. While much of the agreement is standard, there are a few areas that we can negotiate:

The Price

What you offer on a property depends on a number of factors, including its condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a low offer just to see if the seller accepts, this often isn't a smart choice, because the seller may be insulted and decide not to negotiate at all.

The Move-in Date

If you can be flexible on the possession date, the seller will be more apt to choose your offer over others.

Additional Property

Often, the seller plans on leaving major appliances in the home; however, which items stay or go is often a matter of negotiation.

Typically, you will not be present at the offer presentation - we will present it to the listing agent and/or seller. The seller will then do one of the following:

- **Accept the offer**
- **Reject the offer**
- **Counter the offer with changes**

By far the most common is the counter offer. In these cases, our experience and negotiating skills become powerful in representing your best interests.

When a counteroffer is presented, we will work together to review each specific area of it, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.



Negotiating the Deal



Negotiating the transactions is usually the most complex aspect of buying a home...

That's why it's important to have an experienced and savvy real estate professional there with you - someone who has successfully worked through many different transaction scenarios.

BASIC NEGOTIATING STRATEGIES:

- Presenting yourself as a serious buyer
- Being motivated but not too eager
- Trying to understand and respect the priorities of the seller
- Being creative and keeping an open mind
- Willing to compromise to get the deal done

ONCE YOU SEE THAT HOME YOU THINK MIGHT BE THE ONE, WE WILL STEP IN AND DO THE FOLLOWING:

1. Analyze the selling circumstances and comparable sales and recommend an offer strategy.
2. Prepare an offer with you that meets your needs.
3. Present the offer on your behalf to the seller or the seller's agent
4. Negotiate all the terms and conditions of the offer in your best interest.

One of our biggest assets as a real estate group is our ability to negotiate and get you the best price for the house of your dreams.

“Michelle is one of the nicest and honest realtors we've ever met. My wife and I were on the fence about purchasing a home. We explained this to Michelle and she was completely understanding. Michelle showed us several homes, from slightly older to new. In every home she would explain what flaws, if any, and if the house would fit our needs.”

Closing 101

Prepare for It

Closing day marks the end of your home-buying process and the beginning of your new life! To make sure your closing goes smoothly, you should bring the following:

- A certified check for closing costs and down payment. Make the check payable to yourself; you will then endorse it to the title company at closing
- An insurance binder and paid receipt
- Photo IDs
- Social security numbers
- Addresses for the past 10 years

Own It

Transfer of title moves ownership of the property from the seller to you. The two events that make this happen are:

Delivery of the buyer's funds

This is the check or wire funds provided by your lender in the amount of the loan.

Delivery of the deed

A deed is the document that transfers ownership of real estate. The deed names the seller and buyer, gives a legal description of the property, and contains the notarized signatures of the seller and witnesses. At the end of closing, the deed will be taken and recorded at the county clerk's office. It will be sent to you after processing.



Contract to Close

We will monitor the progress and insure all requirements are met by all parties including the following:

INSPECTION

Negotiation and Paperwork

APPRAISAL

Checking on status and requirements

LOAN PROCESS

Status and Approval

HOMEOWNER'S ASSOCIATION

Paperwork and Documents

DOCUMENTATION

Directed to the Title Company, lender, cross-sale agent, etc.

PROVIDE CONTACT INFORMATION

Utilities, vendors for repairs, insurance requirements tax information, etc.

ARRANGE FINAL INSPECTION

If necessary

ARRANGE FINAL WALK-THROUGH

If desired

KEEP COMMUNICATION OPEN

We are in constant contact to keep you informed of the closing process

SETTLEMENT STATEMENT

Review in advance when possible and distribute to you

COORDINATE TRANSFERRING OF KEYS

COUNTY RECORDS

Ensure sale closes on specified day and records it with the county

Frequently Asked Questions

How will you tell me about the newest homes available?

The Multiple Listing Service Website provides up-to-date information for every home on the market. We constantly check the New on Market list so we can be on the lookout for my clients. We will get you this information right away, the way that is most convenient for you; by phone and/or email.

Will you inform me of homes from all real estate companies or only HomeSmart Advantage Group?

We will keep you informed of ALL homes. We want to help you find your dream home, which means we need to stay on top of every home that's available on the market.

Can you help me find new construction homes?

Yes, we can work with most builders and get you the information you need to make a decision. On your first visit with the builder, we will accompany you. By using our services with a new construction home purchase, you will receive the services we offer, as well as those provided by the builder, at no additional cost.

How does for sale by owner (FSBO) work?

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving the commission. If you see a FSBO and want the advantages of our services, let us contact the owner for you and make an appointment. In most cases, the homeowner will work with an agent, even though their home is not listed, since the agent is introducing a potential buyer to their property.

Can we go back through our property again once an offer is made, but before possession?

Usually, we can notify the seller and schedule a convenient time to visit the property again. Immediately before the closing, we will schedule a final walk-through and inspection of your new home.

Once my offer is accepted, what should I do?

Celebrate and focus on moving into your new home! You will want to schedule your move, pack items and notify businesses of your address change. We will provide you with a moving checklist to help you remember all the details. Your lender will give you a Loan Estimate and The Closing Disclosure, which will indicate the amount you will need to bring to closing.

The Bottom Line

Buying a home can be a lengthy and complicated process. Fortunately, there are tools like these mobile apps that can make the home buying process a little bit easier for you. There are only a few of dozens of real estate apps that are available free or for a small price in the mobile-app marketplace. Search “real estate app” or “mortgage calculator” on Google play (for android devices) or iTunes stores (iOS) to find and read about more real estate apps for home buyers.

TOP APPS TO DOWNLOAD

www.fidelityagent.com
www.realtor.com/mobile
www.zillow.com/mobile
www.trulia.com/mobile
www.aroundmeapp.com
www.homesnap.com/iphone

TOP SITES TO VISIT

www.webuyselltucson.com
www.zillow.com/profile/michellebakarich
www.facebook.com/michellebakarichaz
www.mlcalc.com/mortgage-calculator

“My husband and I have utilized Michelle Bakarich as our Tucson real estate agent since 2006. Michelle has handled multiple investment property transactions and the purchase of our family vacation home. Michelle was a welcomed resource as we were out of state buyers. From aggressively negotiating price to the dozens of steps it takes to close a purchase, Michelle saw to it all and kept us informed. Our most recent transaction was this past spring and we couldn't have been more pleased. Prompt, professional and easy to work with sum up Michelle's services as a skilled agent.”

Moving Checklist

New Telephone Number: _____

New Address: _____

Before you move, you should contact the following companies and service providers:

Utilities

- Electric
- Telephone
- Water
- Cable
- Gas

Professional Services

- Broker
- Accountant
- Doctor
- Dentist
- Lawyer

Government

- Internal Revenue Service
- Post Office
- Schools
- State Licensing
- Library
- Veterans Administration

Clubs

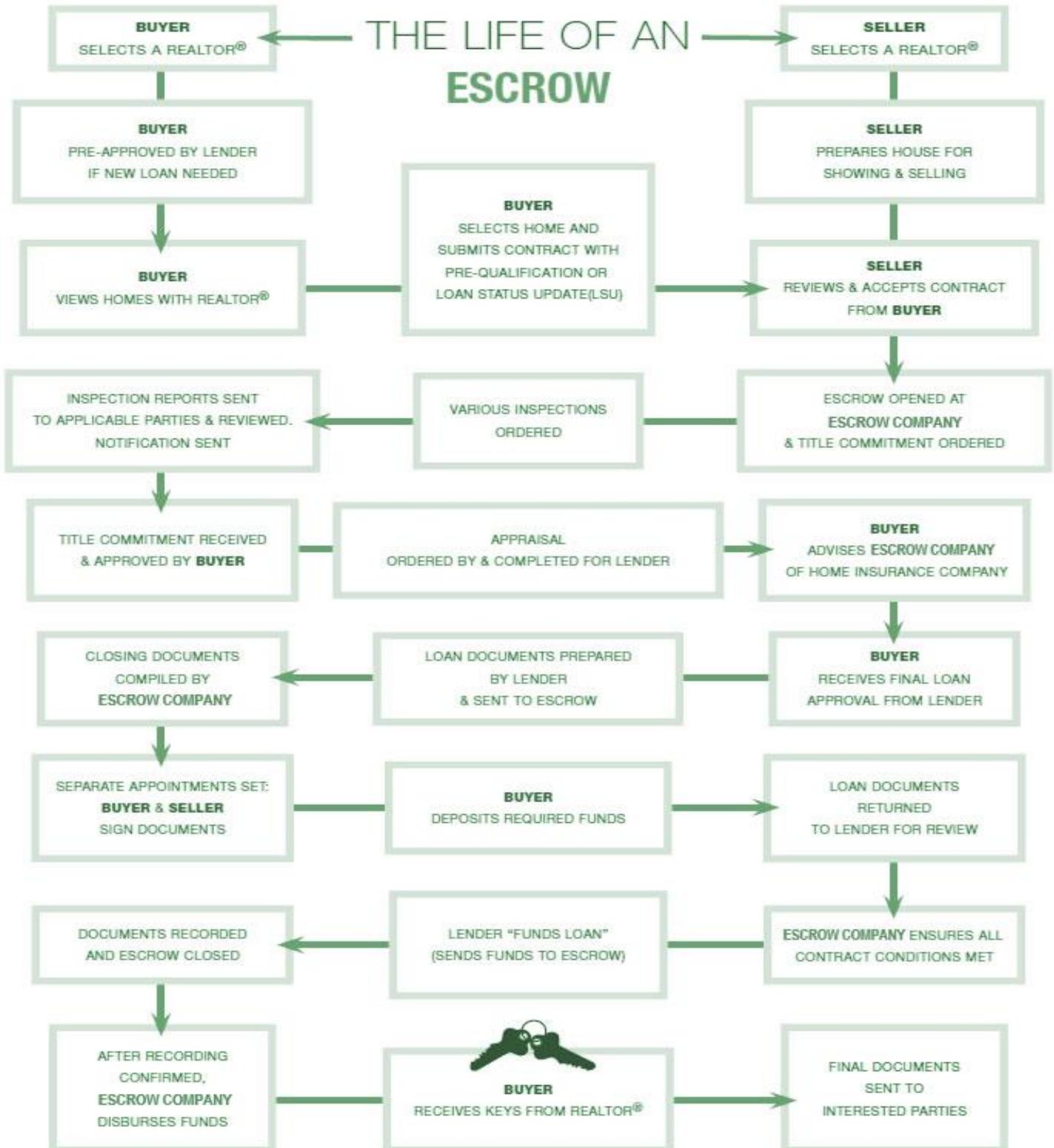
- Health and Fitness
- Country Club

Insurance Companies

- Accidental
- Auto
- Health
- Home
- Life
- Renters

Real Estate Process

This chart illustrates the roadmap of the Real Estate Buying & Selling process, which your Realtor® will guide you through.



HomeSmart Stats



HOMESMART HISTORY

In January 14, 2000, HomeSmart announced its Grand Opening to the Phoenix marketplace with only two agents. A reputation for advanced technologies soon followed. As a result, HomeSmart rapidly developed into one of the nation's fastest growing real estate brokerages.

With a commitment to its agents and clients, HomeSmart has grown to over 9,000 agents, with offices opening all across the United States and even expanding internationally.

Today, HomeSmart continues to be a leader in the real estate industry by implementing technologies that empower its agents to provide outstanding customer service to their clients. HomeSmart agents are professional practitioners that lead their industry and are known for excellence.

HOMESMART FACTS

- **HomeSmart is the #1 Brokerage in the Southwest**
- **On Average, our agents sell a home every 1.7 minutes**
- **We have nearly 10,000 agents worldwide**
- **HomeSmart is ranked one of the Best Companies in America by Inc. 500/5000**
- **HomeSmart is the fastest growing Real Estate franchise in the U.S.**
- **HomeSmart currently has agents both in China and the U.S.**
- **We have multiple brokerages listed in Power Brokerage 500 and Real Trends 500**
- **On average, an agent joins HomeSmart every 90 minutes**
- **We have grown \$3 Billion in sales over the last 13 years!**
- **HomeSmart is ranked in the Entrepreneur Magazine's Franchise 500®**

Community

The Bakarich Team truly believes in giving back to make a real lasting difference in our community. We have been very blessed with our success, and making charitable donations to local organizations is one of our team's core beliefs. It's easy to get inspired with causes that we truly care about and even more rewarding to know our contributions have a direct impact in our area.



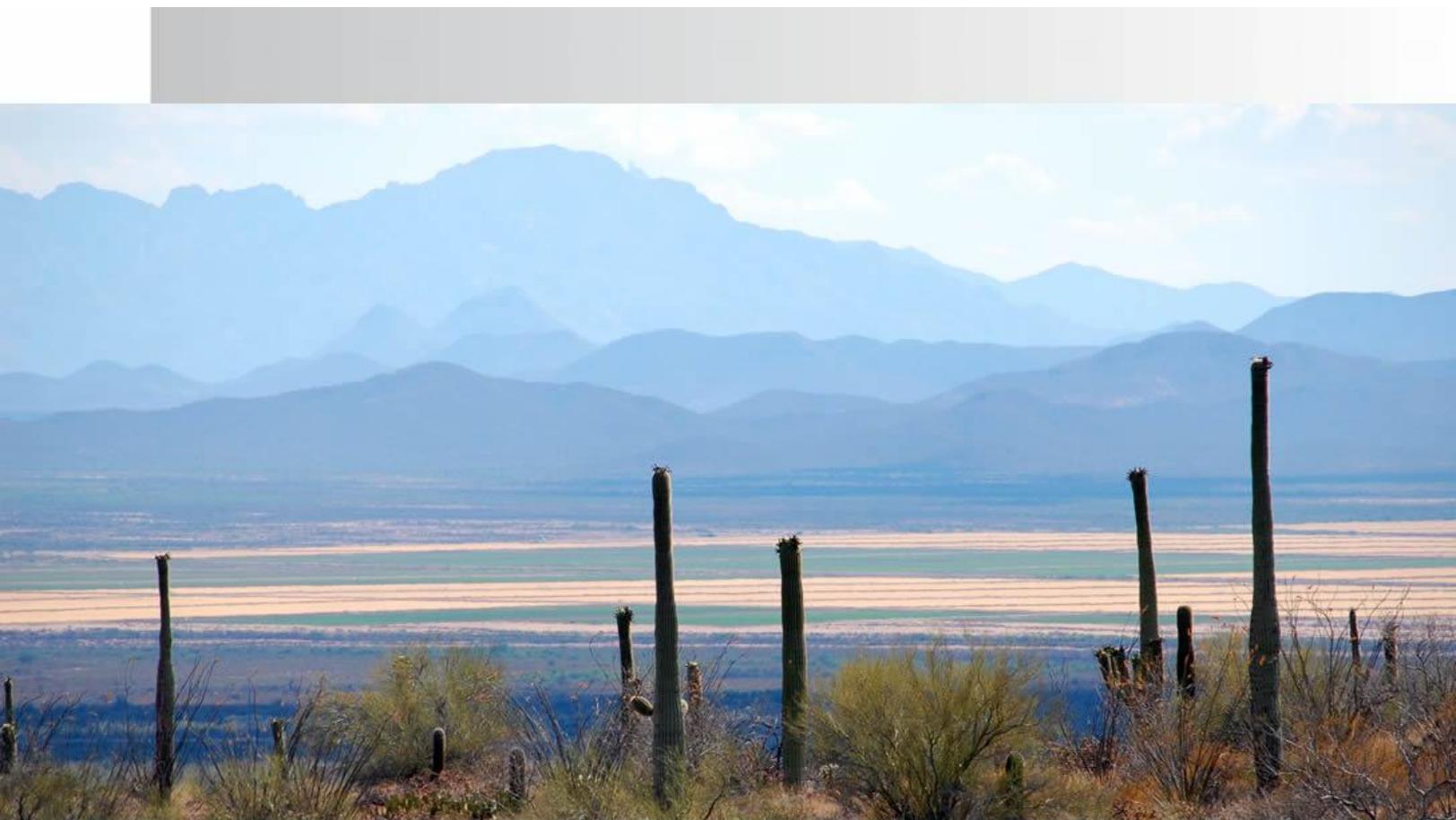
"We make a living by what we get, but we make a life by what we give."

- Winston Churchill

THE BAKARICH TEAM

PLAZA PALOMINO
2910 N Swan Road #203
Tucson Arizona 85712

(520) 991-6234
MichelleBakarich@gmail.com
www.WeBuySellTucson.com



HOMESMART[®]
ADVANTAGE GROUP



Copyright © 2018 Michelle Bakarich, PLLC. All rights reserved. This guide or any portion thereof may not be reproduced or used in any manner whatsoever without the express written permission of Michelle Bakarich.