

Accredited Buyer Representative

With so many “Buyer Agents” in Real Estate today, it is almost impossible to narrow down who you choose to represent you with the most important purchase of your life. There is one great benchmark to use, and that is the ABR or Accredited Buyer Representative designation. The difference is experience, expertise, and knowledge. To obtain the ABR designation, a Real Estate Agent must complete a list of courses, pass three tests, and complete a specified number of transactions. He or she must gain the necessary experience and knowledge *before* receiving the designation.

An ABR designated Agent has a more in depth understanding of finances, the Massachusetts laws involved, and the Real Estate purchase process as a whole. The ABR designation is affiliated with the National Association of Realtors, which fully supports the designation and acknowledges the increase in skill, productivity and knowledge involved.

Working with a skilled Buyers Agent does not cost extra. In fact, Arborview’s buyers save money thru our superior negotiation skills and pay us nothing for this service. We are compensated at the closing by the Seller in exchange for bringing them a well qualified buyer.



“My experience with Arborview Realty is definitely one aspect of the buying process that I would recommend to others. Arborview not only located the home which I bought, but helped me to place the offer to the seller, become approved for the loan, and negotiate the final sale at closing.”

-Chris C.

Why Arborview?

- No cost to the buyer for Exclusive Representation
- Private consultation to discuss needs & financial goals
- Assist with getting your bank pre-qualification letter
- Search MLS, FSBO, etc. to find your home
- Showings & open houses scheduled around you
- Research home data, past sales, comparables
- Customized Police Department crime report
- Gather info on schools, public transit, parks
- Offer ideas & ballpark prices on updates or repairs
- Draft forms with dates & terms in your best interest
- Negotiate in your favor to get the best price
- Coordinate home inspection & take detailed photos
- Prepare & negotiate punchlist for seller to complete
- Help you obtain multiple financing offers/approvals
- Introduce you to a Real Estate Attorney
- Walk through of property prior to closing
- Coordinate the closing and prepare you for it

Why Christian Iantosca?

- Licensed Real Estate Broker for over 10 years
- Entrepreneurship & Real Estate Investment BS Degree from Babson College
- Accredited Buyer’s Representative (ABR)
- Licensed Builder in MA with solid knowledge of construction costs and design trends

ARBORVIEW REALTY INC.

Assisting Buyers in finding the right home is only the beginning...



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Buyer Representative

Christian Iantosca | Realtor ABR Notary

Buyers' Guide

Our experience creates a low stress, fun home buying experience. Here's how we make it happen:

1. Work with an Exclusive Buyer Rep at No Cost
Interviewing and selecting the right Buyer Rep will shape the overall experience. Buyer Representatives will help you locate your ideal property, and negotiate in your favor throughout the purchase. We know how to negotiate the best price and terms for you as the buyer. Buyer Agents must give undivided loyalty, obedience, disclosure, and confidentiality to the buyer, not the seller like a typical real estate agent. Only by working with a Buyer Agent will you have this level of advocacy & consulting in your corner. The best part is that there is no cost to hire a Buyer Rep to work for you.

2. Compare Mortgage Offers

Each bank will use different closing costs and fees to make their rates look more attractive. We can cut thru the confusion and assist you with getting the best financing offer to meet your needs. We will help you get several banks to compete for your business. The difference in the monthly payment on a 30 year \$300,000 mortgage at 6% vs. 6.5% is \$97.55 a month. That is over \$35,000 for the term of the loan.

3. Get Prequalified

Once we help you find the right home, you don't want to waste time figuring out how much you can really afford before making your offer. Getting prequalified signals to sellers that you are a serious buyer, and also allows you to move quickly once you've found the perfect property.

4. Narrow it Down

Having a defined and realistic idea of the property you want to buy helps your Buyer Rep narrow down your search. Prioritize the features you want, making a list of the "must haves" and "can live withouts". Once you have some expectations, your Agent can show you houses that meet them.

5. View Properties

Now the fun begins. Your Buyer Rep will set up showings and coordinate visiting open houses. Our Agents at Arborview can even preview new listings that may come up to help save you time and not lose out on a hot property that may sell quickly.

6. Know the Value

Our Buyer Agents will advise you on the the market conditions affecting the value, as well as research the comparable sales and owners history. Our experience and expertise will allow us to gauge how soon a property will sell and advise you on whether it is over priced, or a good deal.

7. Have a Rating System

When viewing properties, figure out what you like and don't like about each home; rate them. This will help narrow things down. Pick your favorite, and use each new favorite thereafter as the new standard.

8. Make Your Offer

Once you've found the perfect property, it's time to act. The financial and contractual sides of the purchase can be daunting. Your Buyer Rep will facilitate all the paperwork and forms. We are skilled negotiators who will work hard to get you the best deal possible. In addition to the price, the terms and conditions are negotiable and we will work to weight them in your favor.

9. Get an Inspection

After acceptance of your offer by the Seller, get an inspection. Any home, whether an 1880's victorian, or a newly constructed condo, will have a punch list of issues that may need to be corrected. Your Buyer Rep can help you find a reputable inspector and can negotiate repairs as part of the purchase price. Your agent will set up a final 'walk through' of the property *before* the closing.

10. Close the Deal

Your Buyer Agent will let you know when to make all necessary payments, deposits, and when to complete the paperwork. Make sure that prior to the closing date, the mortgage, homeowners insurance, and other required paperwork is complete so you're ready to go and the closing is stress free.

11. Upgrades

Our Buyer agents are also experts in renovations and can coordinate any contractors to do upgrades to your home after you close. For no cost, we will bring in licensed subcontractors to get you pricing and ideas on any renovations you may have in mind.

Recently Bought thru Arborview



373 Marlborough Street, Back Bay Boston | MLS# 70282217
List Price \$995,000 | Sale Price \$950,000
Penthouse two bedroom duplex plus study. Two and a half bathrooms, two parking spaces, central air, fireplace, deeded storage, two private decks along with roof rights; wonderful city views.



29 Jefferson Street, Cambridge | MLS# 70452881
List Price \$339,000 | Sale Price \$332,000
Exceptional rehab with elegant finishes, 9 foot ceilings, and many windows. Granite and stainless steel kitchen open to dining & living area. Central air & parking complete the picture.