

MANIFEST HOMES CORP.

So You Think You Want to Go Unrepresented?

FIND OUT IF BUYING UNREPRESENTED IS FOR YOU



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hey there,
**Nice To
Meet You!**

**SO YOU THINK YOU WANT TO GO
UNREPRESENTED?**

I'm Henry, a Mortgage and Real Estate Professional and I understand why you're considering navigating the home-buying process on your own.

In today's digital age, with abundant online resources making it seem easy, it's tempting to handle the home-buying process yourself, believing you can save money and effectively negotiate on your own.

I get it. I've been there too.

Having been both a buyer and an agent, I've gained insights that inspired me to become an agent who does things differently.

My goal is to provide information to help you make the best decision for your situation, whether you choose to use an agent or not.

I'd like to share insights on the less obvious aspects of real estate deals. An experienced advocate might save you time, stress, and money.





So you're looking to buy unrepresented,

With the recent changes in the real estate industry there are some potential homebuyers considering going unrepresented. But is this the right move for you?

This guide isn't about persuading you one way or the other.

It's about arming you with crucial information to make an informed decision. With over 5 years in real estate, I've seen the challenges unprepared buyers can face. Why keep reading?

BECAUSE IN REAL ESTATE, WHAT YOU DON'T KNOW CAN BE COSTLY...

Not just financially, but in time, stress, and opportunities.

We'll cover:

- The NAR Settlement's real impact on your home-buying process
- Potential pitfalls of going unrepresented
- Often-overlooked services a buyer's agent provides
- Key questions to ask yourself before deciding

cheering you on, Henry



What You Need to Know

THE CURRENT REAL ESTATE LANDSCAPE



The real estate market is evolving, and it's crucial to understand the current landscape as you consider your home-buying options. Here's what you need to know:

THE CURRENT COMMISSION STRUCTURE:

In today's market, there's no guarantee that sellers will cover the cost of your agent's commission. As a buyer, you may be responsible for compensating your own representation.

WHAT THIS MEANS FOR YOU:

This shift puts you in control of deciding whether to hire an agent and how to structure that arrangement. You have the flexibility to negotiate terms directly with potential buyer's agents.

THE UNREPRESENTED OPTION:

Given these changes, some buyers are considering going without representation to potentially save on costs. It's an option that might seem attractive at first glance.

UNDERSTANDING THE TRADE-OFFS:

While going unrepresented might appear to save money upfront, it's important to weigh this against the potential value an experienced agent can provide. Consider factors like:



- ✓ Access to market information and off-market properties
- ✓ Skilled negotiation on your behalf
- ✓ Guidance through complex paperwork and processes
- ✓ Time saved in property searching and transaction management

YOUR CONCERNS MATTER:

I understand that cost is a significant factor in your decision-making process. You're likely asking yourself:

- *"Is professional representation worth the investment?"*
- *"Can I navigate this process effectively on my own?"*
- *"What risks am I taking by going unrepresented?"*

These are all valid questions. As we continue, we'll explore the realities of going unrepresented and the value professional guidance can offer.

Are You Ready for These Challenges?

COMMON CHALLENGES FOR UNREPRESENTED BUYERS



Market Access:

How will you ensure you're seeing all available properties, including off-market listings?



Property Valuation:

Can you accurately determine if a property is priced fairly for its condition and location?



Negotiation:

Are you prepared to negotiate not just price, but terms, contingencies, and repairs?



Legal Complexities:

Do you fully understand the contracts and disclosures you'll be signing?



Transaction Management:

Can you effectively coordinate inspections, appraisals, and other crucial steps?



Problem-Solving:

What's your plan for handling surprises that often arise during transactions?



Time Investment:

Have you considered the time needed to manage all aspects of your purchase?



Emotional Distance:

Can you remain objective about potentially the largest investment of your life?



Industry Relationships:

Do you have connections with inspectors, lenders, and other professionals you'll need?



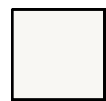
Post-Purchase Support:

What will you do if issues arise after closing?



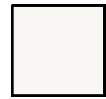
What Could These Challenges Mean for You?

POTENTIAL IMPACTS ON YOUR HOME BUYING JOURNEY



1. Loss of Your Dream Home

That perfect house slips through your fingers because you hesitated too long.



2. Financial Stress

Unexpected costs blindside you, straining your savings and peace of mind.



3. Settling for Less

You end up compromising on important features because you feel pressured or uninformed.



4. Buyer's Remorse

You rush into a decision and later regret it, stuck with a home that doesn't truly fit your needs.



5. Family Tension

The stress of the home search starts affecting your relationships and work life.



6. Negotiation Nightmares

You overpay for your home, leaving less for furnishings or renovations.

Some buyers successfully navigate unrepresented purchases. However, it's crucial to honestly assess your skills, knowledge, and available time before deciding to go this route.

Opinions vs. Reality

HOW AN AGENT PLAYS A ROLE IN BUYING A HOME

OPINIONS

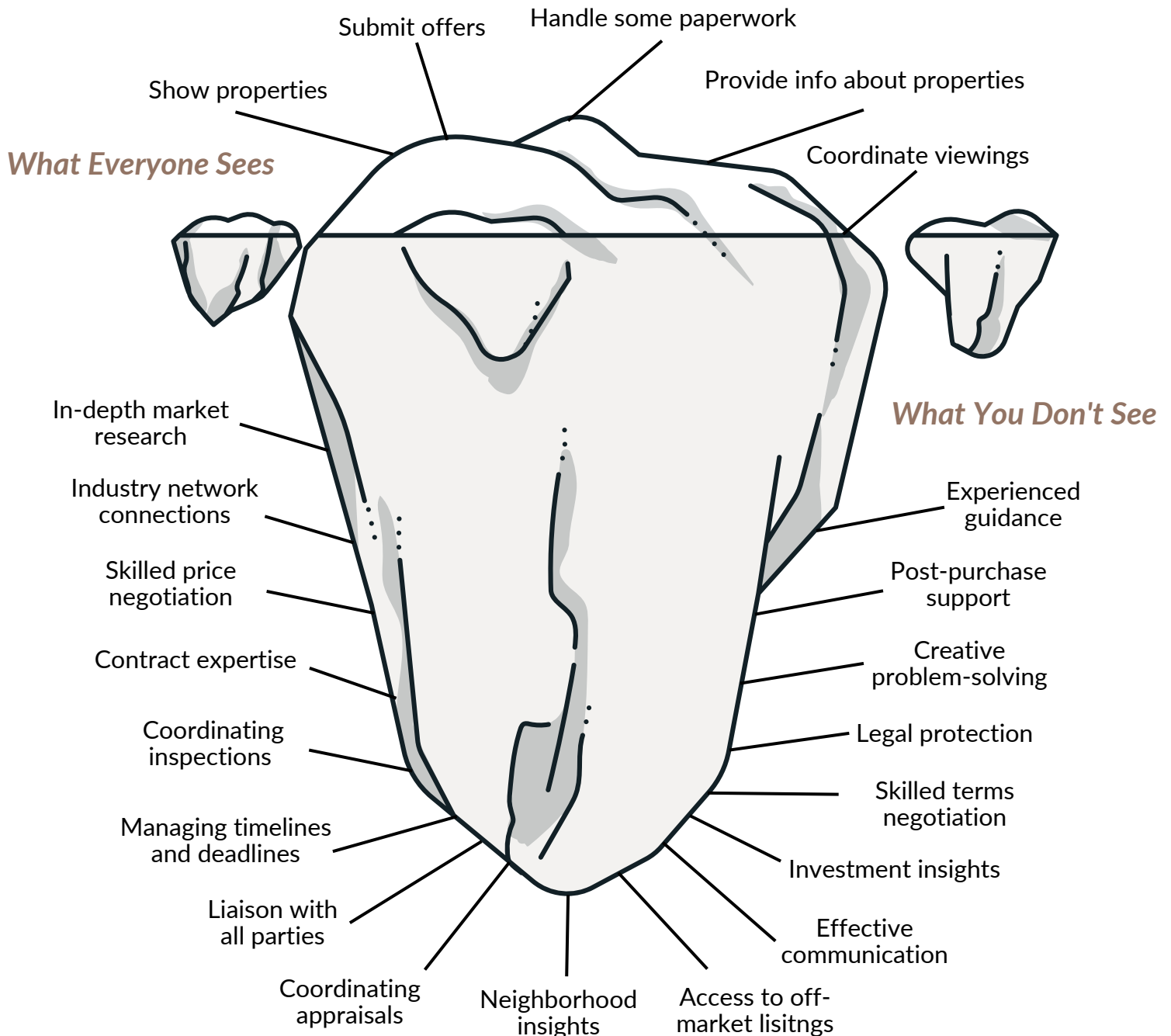
- ⊗ Anyone can handle the paperwork.
- ⊗ Agents just show houses.
- ⊗ Agents are just expensive middlemen.
- ⊗ The home-buying process is straightforward

REALITY

- ✔ A single missed deadline or incorrectly filled form could cost you your earnest money deposit.
- ✔ When multiple offers come in on your dream home, your agent's strategy could make yours stand out without overpaying.
- ✔ You could save thousands on closing costs or repairs with an agent who knows how to negotiate.
- ✔ When an inspection reveals mold issues, your agent's contacts could quickly bring in specialists to assess and resolve the problem.

Advantages of Using a Buyer's Agent

HIDDEN DEPTHS OF A REAL ESTATE AGENT'S ROLE





What Could These Advantages Mean for You?

POTENTIAL IMPACTS ON YOUR HOME BUYING JOURNEY



<p>Securing Your Ideal Home</p> <p>You snag a property that perfectly fits your needs, even in a competitive market, thanks to your agent's market insights and quick action.</p>	<p>Financial Confidence</p> <p>You make a sound investment, staying within budget while maximizing value, guided by expert market analysis.</p>	<p>Stress-Free Negotiations</p> <p>You navigate complex negotiations with ease, securing favorable terms and price, while your agent handles the tough conversations.</p>
<p>Informed Decision-Making</p> <p>You make choices with clarity, armed with your agent's insights on neighborhood trends, property conditions, and future value.</p>	<p>Time and Energy Savings</p> <p>You maintain your work-life balance, as your agent efficiently manages the time-consuming aspects of home buying.</p>	<p>Peace of Mind</p> <p>You move forward with confidence, knowing every detail has been scrutinized by your experienced agent, minimizing future surprises.</p>
<p>Smooth Transaction Process</p> <p>You experience a seamless journey from offer to closing, with your agent anticipating and resolving potential roadblocks.</p>	<p>Network Advantages</p> <p>You gain access to top professionals in related fields (inspectors, lenders, etc.), leveraging your agent's trusted connections.</p>	<p>Long-Term Investment Success</p> <p>You set yourself up for future financial gains, guided by your agent's understanding of market trends and property potential.</p>



Are You Prepared to Go Unrepresented?

SOME THINGS YOU MIGHT WANT TO CONSIDER

If you answered "no" or "unsure" to any of these questions, you may want to reconsider going unrepresented

- Are you familiar with current market trends and how they affect pricing?*
- Are you able to schedule and attend showings during business hours?*
- Can you respond quickly to new listings and time-sensitive opportunities?*
- Are you comfortable negotiating directly with sellers or their agents?*
- Do you know how to craft a competitive offer in a multiple-bid situation?*
- Can you effectively negotiate repairs and other contract terms?*
- Do you understand the legal implications of various contract clauses?*
- Do you know how to accurately estimate all costs associated with buying a home?*
- Can you handle unexpected issues that arise during the transaction?*

- Are you prepared to deal with potential setbacks or delays in the process?*
- Can you make objective decisions without getting emotionally attached to properties?*
- Can you handle the stress and uncertainty of a complex real estate transaction?*
- Do you have access to comprehensive property listings, including off-market opportunities?*
- Can you obtain detailed property history and neighborhood information?*
- Do you know how to research zoning laws, future development plans, and other factors that could affect property value?*
- Are you familiar with all the steps involved in a real estate transaction?*
- Do you know what to expect during inspections, appraisals, and closing?*
- Can you coordinate all aspects of the transaction, including working with lenders, title companies, and other professionals?*
- Have you considered the potential financial risks of making mistakes in the buying process?*
- Do you understand the long-term implications of your home-buying decisions?*
- Are you prepared to handle potential disputes or issues that may arise after closing?*





Even When You're Capable

THE VALUE OF REPRESENTATION

You might be thinking, "I can handle this. I'm good at negotiating, I'm detail-oriented, and I understand contracts." And you know what? You might be right. But consider this:

Even Experts Seek Expertise

- Doctors become patients when they need medical care.
- Hairstylists have colleagues do their highlights.
- Wedding planners hire other planners for their own weddings.

Why? Because there's immense value in having someone dedicated to your cause.

Think of it this way: Would you represent yourself in court?

Maybe. But wouldn't you rather have a skilled lawyer handle your case, ensuring it's done right, saving you time, stress, and potentially costly legal mistakes?

Buying a home is one of the biggest financial decisions of your life. Just as you wouldn't go to court without a lawyer, navigating a home purchase without an agent can put you at a disadvantage.

What Makes Me Different

YOUR ADVANTAGE IN TODAY'S MARKET

As a buyer's agent, I bring a combination of local market expertise, negotiation skills, and a commitment to your success.

My approach is tailored to your specific needs, ensuring you get not just a house, but the right home at the right price.

HOW I'VE HELPED CLIENTS LIKE YOU:

- Secured \$15,000 reduction for Lisa by spotting hidden repairs
- Found off-market gem for Johnsons, beating competitors
- Saved Will and Katie \$7,000 through negotiated closing costs

MY SIMPLE PROCESS FOR GUIDING YOU:

1. Needs assessment and budget planning
2. Custom property search, including off-market listings
3. Property and neighborhood analysis
4. Strategic offer and negotiation
5. Full transaction management
6. Post-purchase support





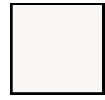
“As a first-time buyer, I was overwhelmed, but Henry made everything clear and simple — no stress, just excitement!”

ALEX, FIRST-TIME HOME BUYER



Proof in Action

REAL SUCCESS RESULTS FOR REAL CLIENTS



Mike and Sarah Johnson (First-Time Buyers)

Challenge: Limited \$300,000 budget in a competitive suburban market

Solution:

- Identified an up-and-coming neighborhood with growth potential
- Timed the offer strategically during a holiday weekend lull
- Utilized a down payment assistance program to enhance their buying power.

Result: Secured a charming 3-bedroom home for \$285,000 with a large backyard and updated kitchen



The Patel Family (Relocating)

Challenge: Moving from out-of-state with only 2 months to find a home near good schools

Solution:

- Conducted virtual tours to narrow down options before their visit
- Provided in-depth analysis of school districts and commute times
- Negotiated a rent-back agreement with the sellers to align move-in dates

Result: Found and closed on a 4-bedroom home in a top school district within 45 days, with a smooth transition for their children

"Henry's approach to real estate is refreshingly thorough and client-focused. Her method consistently leads to better outcomes for buyers." - Amanda Smith



Interested in Exploring Your Options? Let's Talk.

FREE CONSULTATION:

Let's sit down and see if going unrepresented as a buyer is the best choice for you. I'm offering a no-obligation, consultation to discuss your home buying goals.

I'll provide you with transparent information about how commissions work under the new rules and help you make an informed decision about your representation.

HAVE QUESTIONS? LET'S CONNECT:

Whether you're ready to start your home search or just want to learn more about the current market, I'm here to help.

Reach out to:

- Honest assessment of going unrepresented
- Risks and rewards of buying solo
- How representation simplifies buying

Let's Talk!

Ways to Get in Touch



Call:

708-540-2969



Email:

henry@itsmyagent.com



Schedule Online:

https://calendly.com/broker_jones/15min

Thank you!

I hope this guide has provided valuable insights into buying a home without an agent. Your home buying journey is unique, and whether you choose to work with an agent or go solo, the most important thing is that you feel confident in your choice.

Remember, knowledge is power in real estate. If you have any questions or want to discuss your specific situation, I'm here to help. Your dream home is out there, and I'm excited to see you find the best path to make it yours.

Ready to take the next step? Let's connect and explore your options together.

Henry Jones

NMLS#2514797

MORTGAGE AND REAL ESTATE PROFESSIONAL

Serving the Chicagoland Area

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