

*Eugene & Springfield's
#1 Home-Selling Team*

The
BENEFITS
of
WORKING

With the



Galand Haas
Real Estate Team

Keller Williams Realty of Eugene and Springfield





Meet THE TEAM

As Buyer Specialists, Gail and Lisa work exclusively with home buyers who are interested in purchasing a home in our area. They represent you the home buyer and never the seller.



Gail DeWitt
buyer specialist

Gail is a licensed broker of Keller Williams Realty Eugene and Springfield. Gail is committed to providing each of her clients with outstanding service and an enjoyable home buying experience. Being a life long resident of Eugene/Springfield, she has extensive knowledge of the area. Gail takes the time to listen to the needs of her clients so she can give them the personal service they deserve. Gail is passionate about her children, life, and relationships. She enjoys traveling, staying fit, and experiencing every new adventure that life has to offer.

Lisa is a licensed Real Estate Broker and has been licensed since 1997. She specializes in the existing home market, including pricing and home inventories. Born and raised in Eugene, she is a graduate of the University of Oregon. In her free time, Lisa enjoys spending time with her husband, Kent and sons, Jacob and Derek. She also enjoys many outdoor activities, including running, walking, softball and attending University of Oregon Duck football games. She is a multi-million dollar producer with a proven track record. Realtor Since 1997, Multiple Listing Service Member, National Association of Realtors Member, Eugene Association of Realtors Member, Women's Council of Realtors Member, Oregon Association of Realtors Member, RE/MAX 100% Club, Inducted into RE/MAX Hall of Fame 2009.



Lisa Frey
buyer specialist



Galand Haas
team leader
& listing specialist

Galand is one of the most successful agents in the Northwest. He specializes in home and property listings, and has developed a very unique and highly effective marketing program for his listings. His specialized team approach to Real Estate ensures his buyers and sellers true representation in any transaction. Galand enjoys the many recreational opportunities our area has to offer including fishing, camping and Duck games.

The GALAND HAAS TEAM...

- Offers An Experienced & Knowledgeable Exclusive Buyer Representation
 - Provides Exceptional Service
 - Is a Team of Licensed Realtors
 - Has a Support Staff, Including a Full-Time Escrow Coordinator
 - Uses State-of-the-Art Home Search Technology
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The Galand Haas Team's MISSION STATEMENT

Our goal is simple...to help you reach yours!

We are committed to making your home purchase an enjoyable experience by striving to provide the best service possible.

Applying our time, knowledge and negotiating skills will assure you world class real estate service.

We want each of our clients to share their success stories with others. If you won't recommend our services to your loved ones and closest friends, we haven't done our job.

WE WANT YOU TO BE OUR "CLIENT FOR LIFE"



Benefits of a BUYER'S AGENT

- A Buyer's Agent **works solely for you** and has no legal or other responsibilities to the seller.
 - A Buyer's Agent assists the Buyer throughout the entire purchasing process which includes looking at homes, negotiating the sale and following the transaction through escrow.
 - Buyer's Agents will show all available properties:
 - RMLS
 - FSBO's
 - New Construction
 - Repo's/Foreclosures
 - Buyer's Agents can and will disclose all pertinent information about the seller and property.
 - Seller pays the Brokerage Fee. It's **FREE** to you!
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Instant Buyer NOTIFICATION SYSTEM

- Searches for properties that match your criteria
- Notification by email
- A separate buyer division to save you time
- A team of trained professionals work for and with you

Once we have your criteria, we search the Multiple Listing Service daily to find properties that match your criteria. Once a match is found, we send the data sheets for that property to you by email. This allows you to look at



properties on your time and to review all of the details of that property.

You have access to our website 24 hours a day.

Plus, you can easily send us an email or give us a call if you have any questions or would like to make an appointment to see a property with a Galand Haas Team Buyer's Agent.



The Home BUYING PROCESS

- Meeting with a Buyer's Agent
- The Lender: Get Pre-Approved
- Search Criteria
- Find a Home
- Negotiate the Sale
- Escrow Process
- Inspections & Contingencies
- Closing



Did You Know The Listing Agent. . .

- Is Contractually Obligated to the Seller
- Can and Will Disclose All Pertinent Financial and Personal Information About the Buyers

How can a Listing Agent sell their listed homes for the most amount of money AND get the buyers the best possible price and terms?

Isn't this a conflict of interest?



Listing Agent vs. **BUYER'S AGENT**

A typical agent will try to perform all of these duties alone.



A Buyer's Agent Focuses 100% on Buyer's & Their Needs - Your Needs!

**BUYER'S
AGENT**

What Have You Been Doing To FIND YOUR NEW HOME?

- Internet
- Newspaper
- Home Publications
- Signs
- Open Houses



Approximately **5%** of homes for sale are advertised at any given time.

The best deals will be sold in the **first 2 weeks**, many the 1st day.



The Galand Haas Team **GUARANTEE TO YOU**



We GUARANTEE that you'll be 100% satisfied with your new home or we'll sell it for you absolutely FREE of our commission within the first six months of buying your home!

The Galand Haas Team helps more than 200 home buyers find their new home every year.

Be Sure That **YOUR AGENT...**

1. Works only as a Buyer's Agent and never lists properties for sale
2. Shows you all available properties, including FSBO's, new construction and repo's/foreclosures
3. Provides automatic e-mail updates on new listings that include ALL the information you want - address, price, etc.
4. Recommends a competitive offer price based on a current market analysis for the neighborhood
5. Provides several "Contingencies" in your offer to protect your investment
6. Recommends appropriate inspections
7. Attends the closing with you and reviews the closing statement
8. Has a team of licensed agents to assist at all times

If your agent doesn't provide these things, find one who does!



Galand Haas
Real Estate Team

www.EugeneOregonHomesForSale.com

Keller Williams Realty Eugene and Springfield
2644 Suzanne Way, Eugene, Oregon 97408
Office 541-431-6480 / Direct 541-349-2620