

CRYE-LEIKE[®], REALTORS[®]

A GUIDE TO BUYING
EVERYTHING YOU NEED TO KNOW



**JUSTIN FLOYD
H O M E S**

CELL: 615-299-6774 | OFFICE: 615-650-7447 | EAST NASHVILLE

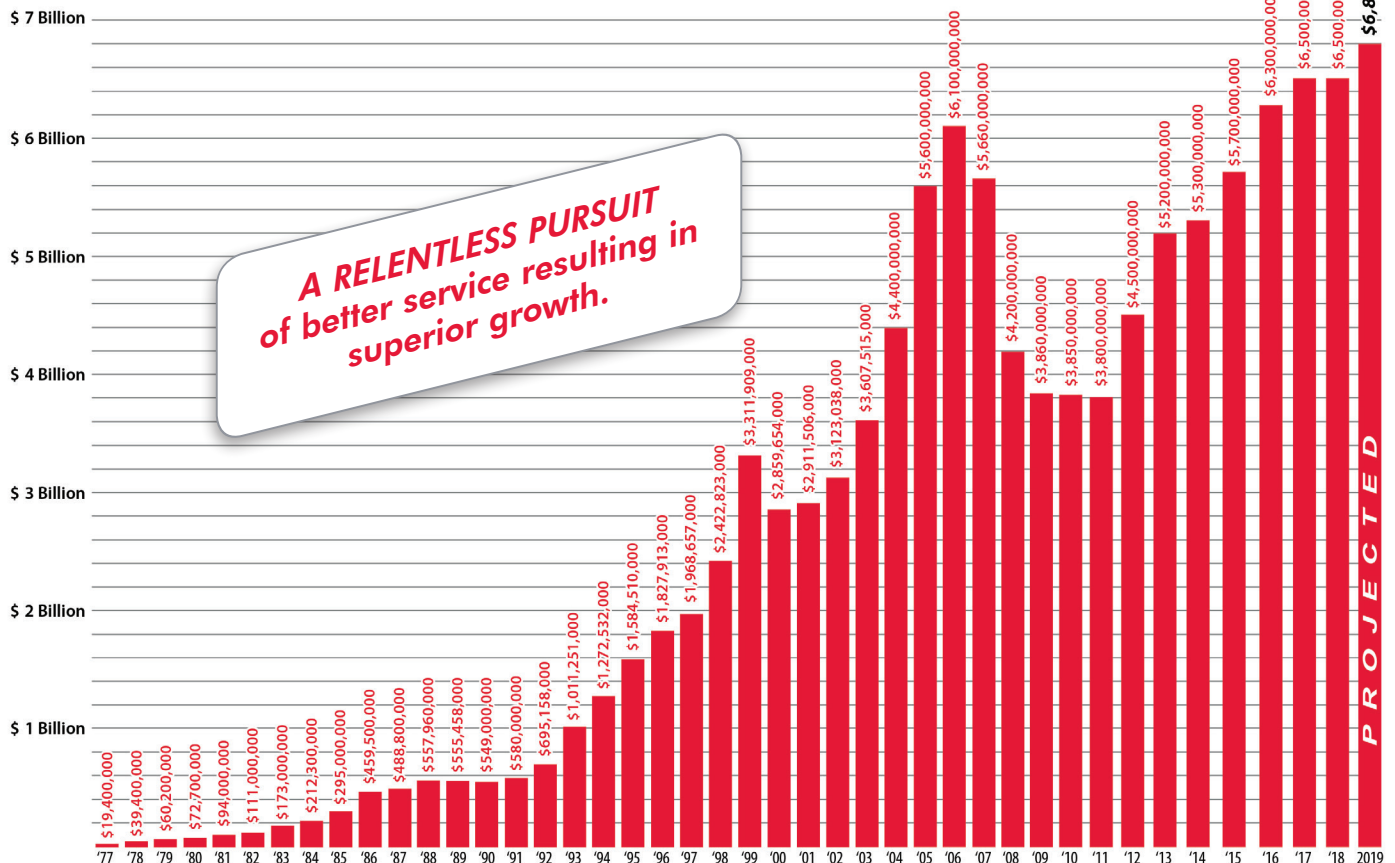
TRUSTED MARKET LEADER

RANKED #3 IN THE NATION

RANK	COMPANY	UNITS
1.	HomeServices of America, Inc. Minneapolis, MN	230,289
2.	Hanna Holdings Pittsburgh, PA	90,468
3.	CRYE-LEIKE® , REALTORS® Memphis, Nashville, Chattanooga, Knoxville - TN; Little Rock, Northwest - AR; Atlanta - GA; Jackson - MS; Huntsville - AL	28,699
4.	eXp World Holdings, Inc. Bellingham, WA	24,655
5.	Real Estate One Southfield, MI	24,589
6.	Allen Tate Companies Charlotte, NC	22,273
7.	Douglas Elliman Real Estate New York, NY	22,272
8.	REALHOME Services and Solutions Inc. Atlanta, GA	21,862
9.	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	20,871
10.	West USA Realty, Inc. Phoenix, AZ	20,762

Volume Scale

Source: 2018 REAL Trends 500 Ranking of Independently Owned Real Estate Firms



WE BELIEVE IN GIVING BACK

...OVER \$4 MILLION, IN FACT.



LEADING the Way

IN CHARITABLE GIVING!

At **CRYE-LEIKE**, we have a genuine responsibility and obligation to give something back to the communities that give so much to us.

Giving back to the community is a natural part of what we do every day. Every year, **CRYE-LEIKE** offices devote considerable financial resources to support the many vital community agencies and charitable causes in their area.

Total monies and goods collected by **CRYE-LEIKE** now exceeds \$4 million to date, not counting the innumerable hours of volunteer service donated by our sales associates and staff.

As you take a closer look at **CRYE-LEIKE**, we hope you'll understand why we feel good about being a **“good corporate neighbor.”**

BENEFITS OF HOME OWNERSHIP

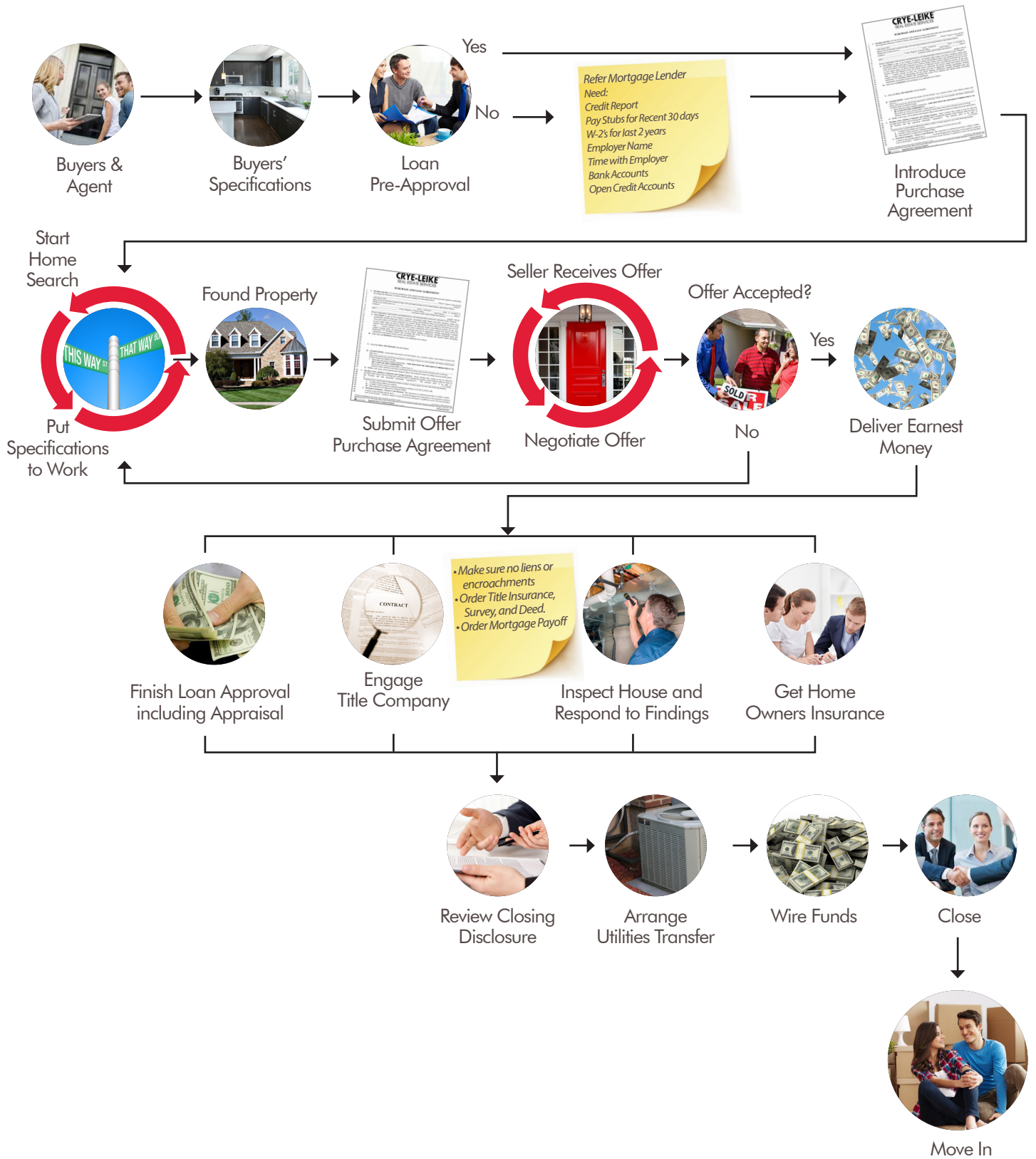
7 REASONS TO OWN YOUR HOME

1. **TAX BREAKS.** The U.S. Tax Code lets you deduct the interest you pay on your mortgage, your property taxes, as well as some of the costs involved in buying your home.
2. **APPRECIATION.** Real estate has long-term, stable growth in value. While year-to-year fluctuations are normal, median existing-home sale prices have increased on average 5.2 percent each year from 1972 through 2014. In addition, the number of U.S. households is expected to rise 10-15 percent over the next decade, creating continued high demand for housing.
3. **EQUITY.** Money paid for rent is money that you'll never see again, but mortgage payments let you build equity ownership interest in your home.
4. **SAVINGS.** Building equity in your home is a ready-made savings plan. And when you sell, you can generally take up to \$250,000 (\$500,000 for a married couple) as gain without owing any federal income tax.
5. **PREDICTABILITY.** Unlike rent, your fixed-mortgage payments don't rise over the years so your housing costs may actually decline as you own the home longer. However, keep in mind that property taxes and insurance costs will increase.
6. **FREEDOM.** The home is yours. You can decorate any way you want and benefit from your investment for as long as you own the home.
7. **STABILITY.** Remaining in one neighborhood for several years gives you a chance to participate in community activities, lets you and your family establish lasting friendships, and offers your children the benefit of educational continuity.



THE BUYING PROCESS

STEP-BY-STEP PROCESS TO BUYING A HOME



WHY YOU NEED A BUYERS AGENT

YOU'LL HAVE AN EXPERT TO GUIDE YOU THROUGH THE PROCESS

Buying or selling a home requires forms, reports, documents, and statements. A knowledgeable expert will help you prepare the best deal and avoid delays or costly mistakes.

Get objective information and opinions. I can provide local community information on utilities, zoning, schools, and more. I'll also be able to provide objective information about each property. I will be able to help you answer these two important questions: Will the property provide the environment I want for a home or investment, and will the property have resale value when I am ready to sell?

Find the best property out there. It will take some investigation by your agent to find all available properties.

Benefit from our negotiating experience. There are many negotiating factors, including but not limited to, price, financing, terms, date of possession, and inclusion or exclusion of repairs, furnishings, or equipment. I can advise you as to which investigations and inspections are recommended or required.

Before you talk to a builder, talk to me. I am your new home specialist. There is no cost to you. I know what you should receive and what "extras" might be available. Questions concerning site location, builder, design and decor are important, and I can provide insight into which amenities will add to the resale value of your home. I know you are building not only for today... but also for tomorrow.

When visiting an open house. The agent who is holding the open house represents the seller. Their fiduciary duty is to the seller, which means they must represent the seller to the best of their abilities. Anything you say to that agent can be used during negotiations. A buyer's agent always has your best interests in mind. If you are already working with a buyer's agent, be sure to let the open house agent know with whom you are working.



Why **CRYE-LEIKE**®

- **CRYE-LEIKE**® was founded in Memphis by Harold Crye and Dick Leike in 1977.
- Tennessee's #1 Real Estate Company and the largest serving markets in Tennessee, Arkansas, Georgia, Mississippi, and across the Mid-South.
- **CRYE-LEIKE**® has a network of more than 3100 licensed sales associates, 800 staff members and over 139 branch and franchise offices located throughout a nine-state region in Alabama, Arkansas, Florida, Georgia, Kentucky, Mississippi, Missouri, Oklahoma, Tennessee, plus Puerto Rico.
- The unique corporate structure of **CRYE-LEIKE**® means that each of the regions it serves is supported by its own Corporate Headquarters to keep the real estate business local.
- **CRYE-LEIKE**® is a member of the Realty Alliance, a strategic alliance of the top 50 independent real estate companies in the nation.
- We are members of the Leading Real Estate Companies of the World, the #1 Global Referral Network. Your property is marketed to buyers on six continents.
- We know that the ONLY reason we're ranked #3 in the nation is because we do our best to insure the complete satisfaction of ALL of our clients. When you're looking to buy or sell a home, contact a **CRYE-LEIKE**® Real Estate Agent.





CRYE-LEIKE®
SELLS A HOME
EVERY FOUR MINUTES

A PASSIONATE COMMITMENT TO UNSURPASSED SERVICE