



I understand that you are interested in the local real estate market and are interested in previewing properties. I welcome the opportunity to assist you.

Prior to showing properties to clients, I like to have a "no-obligation" free consultation with new clients. During this initial consultation, we like to review your expectations, needs, wants and desires along with the following:

- Current laws that pertain to the acquisition of Real Estate:
- State of Michigan Seller's Disclosure Laws
- Federal law of Lead Based Paint Disclosure
- Michigan State laws regarding agency and working relationships
- Overall local market conditions, shadow inventory, foreclosure moratorium, etc.
- Proper protocol of multiple offers, bank contracts, title insurance (Eagle Policy), etc.
- New Mortgage guidelines, RESPA disclosures, Federal laws of TRID, etc.
- Home Inspections/Home Warranties
- How to Interview Your Lender
- Bank Appraised Values, Appraisers
- Customary Seller's concession (private vs bank)
- Broker's Commission, there are NO fees for my services, the seller pays my fees, buyers do not.
- Areas of concern regarding proximity to historic landfills, shooting ranges, arsenic and methane gas

I am looking forward to assisting you and your family in finding the perfect house to call home. Thank you.

Mary Anne Kennedy, ABR, BPOR, CRS, ePro, GRI, SFR, SRS, PSA

Associate Broker/Broker

Nationally Accredited Buyer's Representative, ABR

Brokers Price Opinion Resource, BPOR

Certified Residential Specialist, CRS

Graduate Realtor, GRI

Pricing Strategy Advisor, PSA

Short Sale/Foreclosure Specialist, SFR

Sellers Resource Specialist, SRS

2021 President, State of Michigan, Council of Residential Specialists

2011-2020 State of Michigan, Council of Residential Specialists, Leadership Team

Detroit Hour Media All Star Award Winner- Top 5% of Realtors in Metro Detroit



EXPECT the BEST!

WORK with a CRS!