

## Buyers' Frequently Asked Questions

### **Who is The Jenson Group?**

The Jenson Group is a premier Las Vegas luxury real estate agency specializing in the sale and purchase of upscale residential property, including estate homes, high rise condominiums, and land for use or investment. With a team that has served the community for nearly a decade, we are consistently ranked in the top 1% of sales throughout the Las Vegas Valley and are hailed for our ability to deliver results while maintaining the highest degree of client satisfaction.

### **Why allow us to help you source and purchase property?**

In addition to a breadth of skill and experience with negotiating high dollar transactions in the Las Vegas marketplace, as a "Buyer's Agent" The Jenson Group offers a unique combination of personalized service, expert strategy, and intra-industry relationships that work to your distinct benefit.

### **Why is our team methodology better?**

The Jenson Group is comprised of a team of four highly skilled and experienced real estate agents who work closely together with one common goal: sourcing your desired property quickly at the best possible price. Each of our agents are expert in distinct areas of real estate – from pre-qualifying desirable properties to contract negotiation and closing logistics. Our team approach ensures no stone is left unturned in providing you with the best and most comprehensive real estate representation possible. Our track record speaks for itself.

### **Why is experience transacting luxury property important?**

Sourcing and purchasing luxury, high-dollar property is a specialized field requiring a high degree of finesse that takes time, experience and a certain level of intuition to master. The Jenson Group's mainstay is buying and selling upscale property, and each of our agents understand the various nuances required to get the job done. This insight and experience also gives our team the keen ability to anticipate, and avoid, common obstacles that may present throughout your property purchase process. The Jenson Group offers you peace of mind in knowing your high-stakes, high-dollar transaction is being managed by an authority in luxury Las Vegas real estate.

### **What advantage does our RE/MAX affiliation provide?**

Because The Jenson Group is an authorized RE/MAX agency, as our client you will directly benefit from RE/MAX's Premiere Market Presence and highly respected brand name. Simply put, RE/MAX transacts the most real estate in Las Vegas...and for good reason. RE/MAX agents lead the industry in experience and education - and results. Consummate professionals, RE/MAX Associates on average lead agents of competing brands in advanced real estate education and production. That's why RE/MAX agents are known as "The Real Estate Leaders®" and why no one in the world sells more real estate than we do.

**What do we charge?**

Among the key advantages of working with The Jenson Group as a Buyer's Agent is that the seller not the buyer - owns the obligation to pay all commissions. The seller's listing agent actually shares their commission with the cooperating agent so you benefit from Full Buyer Representation for free! During our initial no obligation consultation with you, we will go over our basic Buyer Brokerage Agreement that outlines our relationship and our responsibility to you as our client.

**What activities can you expect from The Jenson Group during the process?**

The benefits of working with The Jenson Group as a "Buyer's Agent" are many. Buying real estate is a complex process with many details to be managed, and our sole responsibility as a "Buyer's Agent" is to represent your best interest in a transaction. While the services we provide in this regard are wide in scope, the following list identifies the major benefits we provide those seeking to purchase property in Las Vegas:

- Prior to commencing a formal working relationship, our agent(s) will meet with you for a thorough, inperson counseling session that will allow us describe the home buying process to you in detail and otherwise answer any questions that you may have.
- Throughout the entire process, our agents will be available to you, as required, to help you satisfy your real estate needs, wants and expectations.
- We will diligently gather information as your, and the property's, needs dictate.
- Prior to your viewing, we will research, screen and completely pre-qualify properties prior to ensure they meet your requirements, so that your valuable time will not be wasted.
- Our office will communicate with you as often as is needed to ensure you remain informed. With The Jenson Group, you will never be in the dark.
- Leveraging our experienced eye and keen knowledge of the community, will advise you about any known defects or problems with a property or neighborhood.
- Prior to rendering any formal offer, we will create a free comparative market and property analysis so that, together, we may structure a sound pricing strategy.
- Our highly experienced agents will present your offer to the seller and their agent and otherwise represent your best interests, legal and otherwise, throughout the entire process.
- Negotiation is our strong suit at The Jenson Group. Our skill and experience in this critical area will ensure you secure the best possible price and terms.
- We will represent and counsel you during the counter offer process, as applicable.
- An agent with The Jenson Group will ALWAYS be present for property visits and showings, inspections and walk-throughs.
- Our team will help you understand your financing options and the mortgage application process at large, and prepare all information requirements related thereto. We'll help ensure you get the best loan program based on your unique needs.



- Our clients benefit from our vast network of affiliate industry partners who can handle all home improvement and other property-related needs. We will recommend and provide information and availability for an array of third-party service providers.
- We will follow your property's escrow process from the beginning to end to ensure accuracy and expediency, and will keep you informed every step along the way.
- With a team that has transacted real estate in Las Vegas for nearly a decade, we'll help introduce and orient you to a variety of community services.
- Once closing is complete, we'll deliver your keys, garage door opener and other necessary transferables related to your newly-acquired property.