



*Connie Rice*  
& PARTNERS  
*Rice Properties*

*Your Trusted Source for Real Estate*

# The Buyer's Guide

**kw** GREENVILLE  
CENTRAL  
KELLERWILLIAMS®

Each Keller Williams office is  
independently owned and operated.

# Why Buyers Choose Us

*There's a reason why prospective buyers like YOU choose Connie Rice & Partners to handle your real estate needs.*

## **Experience Matters...**

Whether you're a first-time homebuyer, or you have bought and sold before, Connie Rice & Partners will provide you with the information you need to make a **WISE DECISION**. With **over 100 years of combined service**, we have extensive knowledge of the real estate market.

There is no substitute for experience in this challenging field. Our team **closed over 235 properties last year**. We have an obligation to act in your best interest. We are diligent in helping you find the right home, and we use professional skills to negotiate the sale providing support to you throughout the entire transaction.

## **Knowledge & Dedication...**

In our Keller Williams office, our team members serve as instructors and mentors teaching agents on a regular basis. They also attend yearly continuing education courses and seek additional designations to better serve their clients.

Each member of the Connie Rice & Partners team makes a *personal* investment in their business so they will be fully equipped to give you **100% Quality Service**.

### **Current Designations held by our Realtors:**

- CRS (Certified Residential Specialist)
- CBR (Certified Buyer Representative)
- CDPE (Certified Foreclosure/Short Sales Expert)
- ABR (Accredited Buyer's Representative)
- LHS (Luxury Home Specialist)
- GRI (Graduate Realtors Institute)
- e-Pro (Marketing through technology)

2016 #19 in the Carolinas Region  
2016 Keller Williams Double Platinum  
2015 #19 in the Carolinas Region  
2015 Keller Williams Double Platinum  
2014 #17 in the Carolinas Region  
2014 Keller Williams Platinum Award  
2013 #14 in the Carolinas Region  
2013 Keller Williams Platinum Award  
2012 Keller Williams Platinum Award  
2012 #14 in the Carolinas Region  
2011 Keller Williams Platinum Award

2011 #8 in the Carolinas Region  
2010 Keller Williams Platinum Award  
2010 #9 in the Carolinas Region  
2009 Keller Williams Platinum Award  
2009 #12 in the Carolinas Region  
2008 #14 Team in Top Group Sales  
Hall of Fame Mega Agent  
Top Producer's Club  
Top Negotiator  
Chairman's Club

# Client-Level Services

*When we represent you as your Buyer's Broker, below is the list of Client-Level Services you will receive:*

## **During the search for a new home...**

- We will assist you with loan pre-qualification and with finding the best financing available.
- We will give you access to [GreenvilleSCHomeSearch.com](http://GreenvilleSCHomeSearch.com), a free service for our buyers, where you can search within *YOUR* designated parameters.
- We will save you *TIME* and *MONEY* by providing a personal search app. Let's say you find a neighborhood you love, but are there homes for sale nearby? Your app will tell you! All you need is a smartphone and access to our personal buyers' site.
- We will provide you with current information on homes, neighborhoods, and schools in the area you desire.
- We will make appointments and schedule all showings at your convenience.
- We will provide an in-depth explanation of all forms and contracts.

## **When the right home is found...**

- We will provide all of the data you need and make recommendations for a successful offer.
- We will negotiate the contract on your behalf with the seller or seller's agent.
- We will deposit the earnest money check into the designated escrow account once your contract is accepted. Your earnest money will be credited to you at closing.
- We will forward your contract and information to the lender, attorney, & personal closing specialist.
- We will provide you with a list of our trusted service providers and assistance with scheduling inspections.
- We will review all inspection reports with you, recommend contractual repairs that may be required, and negotiate repairs with the seller or seller's agent.
- We will assist with scheduling your closing date and time with the attorney of your choice.
- We will provide you with the utility service provider information so you can call to set up your accounts before the closing.
- We will schedule a final walk-through with you before the closing to verify the condition of the property.
- We will attend the closing with you at the attorney's office. You will sign the closing documents and receive the keys to your new home.

*We are with you every step of the way....*

## YOU NEED REPRESENTATION

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Real estate transactions are more complex than most people realize. Almost all elements of a real estate transaction are NEGOTIABLE. Whether the negotiations will be in *your favor* as the buyer greatly depends on whether you have proper representation by a Buyer's Broker.

Traditional brokerage practice makes the real estate listing agent (licensee) an agent or sub-agent of the seller. They must get the "best deal" for the seller. This includes pricing, marketing, and contract negotiations. That seller's agent may not point out any negative features to you when you inquire about the home they have for sale.

However, when you are a buyer and employ a Buyer's Broker such as ***Connie Rice and Partners***, that agent will work to get the best deal for YOU. They will look out for your best interest during the entire process, pointing out both positive ***and*** negative features of the home and area **BEFORE** you get involved in a contract. You will receive information about the value of the property which will help you to make a wise choice and offer a fair price for the home according to the market comparison and the current market conditions.

As a buyer, it is recommended to have an agent represent you and work for you. There is generally **no cost to you**. If the seller is listed with the Multiple Listing Service (MLS), *they* have agreed to pay their agent ***and*** the buyer's agent on behalf of the buyer. If the home you are interested in is a For Sale by Owner (FSBO), then that will be addressed separately in the "Exclusive Right to Buy" buyer's contract. It is required by law that all of these options are explained so that you, the buyer, understands who the agent is representing.

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***If you are seriously interested in purchasing a home and receiving Client-Level Services, we will provide you with an Agency Disclosure brochure to start the process. This brochure explains in more detail***

Here's what some of our past clients  
had to say...

*You were so helpful to us, and we could not have done it without you. It is hard coming to a town where you don't know anyone, but you made us feel right at home. We really appreciate everything you have done for us. We are glad there are people like you around. A. & B. Brazzell*

**You made us feel like we were your only clients. Our needs and preferences were listened to and met. B. & K. Sanders**

**We have relocated 4 times, & by far, this was one of the best experiences to date. We thoroughly enjoyed working with the entire group at Connie Rice & Partners. Thank you!  
M. & R. Meguiar**

**We were so thankful that we had an experienced & thorough realtor with our complicated purchase. It would have been impossible to make this work with as many bumps in the road as we experienced. D. & K. Szekely**

The Connie Rice team listened to my expectations and exceeded every one of them. I developed a sense of trust in them and the process, and knew that they would look out for my best interest. L. Jennings

**Thanks so much for all your help getting my parents settled in S.C. Your professionalism is greatly appreciated and your caring attitude unsurpassed. I know who to call and recommend in the future. C. Brown**

You are AMAZING! We have thoroughly enjoyed working with your team. Our first home-buying experience has been a breeze thanks to you and your team! D. & A. Johnson

## *Preferred Buyer Home Search Guide*

When we are working with you as your agent in the search and purchase of your home, please follow these guidelines.

1. Ads in Press or Magazines: If you see an advertisement for a home that looks interesting, call us for detailed information. Be sure to provide as much information as possible about the ads.
2. For Sale by Owners: If you like what you see, write down the phone number and address and call us. We will handle everything and obtain the information, report back to you, and arrange an appointment if desired. Please don't call them; that is our job.
3. For Sale Signs: If you see a "For Sale" sign by another company on a home and you want to know the price, call us, and we will get all the details for you.
4. Open Houses: When visiting an open house, be sure to tell the Realtor that you are working with Connie Rice & Partners with Keller Williams. They will be happy to give you a tour. Do not sign any papers without us. Call us with any questions.
5. Home Study: Do your homework. Study the listings that we give you. If possible, drive by and check out the neighborhoods. Talk to some neighbors. Review the room sizes, features and remarks. Make sure the features are what you are looking for.

**Remember that Connie Rice & Partners is working for YOU  
and represents YOUR BEST INTEREST.  
Don't forget to CALL US FIRST.**

# MEET OUR TEAM

## **Connie Rice**

Founder

## **Josephine Olson**

Team Manager, Senior Partner  
Realtor®

## **Lisa Murray**

Senior Partner, Realtor®, ABR, LHS,  
CDPE

## **Don Swearingen**

Senior Partner, Realtor®, ABR, GRI,  
e-Pro, CDPE

## **Holly Lynch**

Realtor®, Associate

## **Amy Rice**

Realtor®, Associate

## **Lauri Collins**

Realtor®, Associate

## **Chuck Hust**

Realtor®, Associate

## **Casey Owens**

Realtor®, Associate

## **Madison Prestwood**

Closing Coordinator

## **Pam Landreth**

Lead Client Services Specialist

## **Hollis Yearwood**

Listing Services Specialist

## **Mandi Heaton**

Marketing Specialist

## **Jenn Yatzeck**

Client Services Specialist



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## Client Services Specialist

Pam Landreth  
864.616.1343  
ClientServices@ConnieRice.com

Pam, an experienced agent in our local market, has dedicated her skills and knowledge to work exclusively for Connie Rice & Partners as our Client Services

Specialist. **For our buyer clients**, she helps to streamline their home search, by providing 1st-hand information about the area & pairing them with the RIGHT agent for their needs when the time comes. **For homeowners** interested in selling, Pam provides information about the team's marketing strategy & listing services along with customized information about the market conditions in the homeowner's specific neighborhood and area.

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## Listing Specialist

Hollis Yearwood  
864.400.4138  
Listings@ConnieRice.com

Hollis is the main point of contact for our sellers and does a great job managing all aspects of this demanding position. She enters & maintains our listings into MLS as well as all other marketing websites. Hollis

works hard to keep our selling clients informed of their listing progress on a timely basis including marketing updates, showing feedback & important

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## Personal Closing Specialist

Madison Prestwood  
864.940.2799  
Madison@ConnieRice.com

This is an essential and valued added service. Your closing specialist works diligently through this time-sensitive process to ensure the details are completed and all parties are kept informed. Partnered with your Realtor,

your needs are their top priority and together this team ensures your experience is always professional and prompt.

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## Marketing Specialist

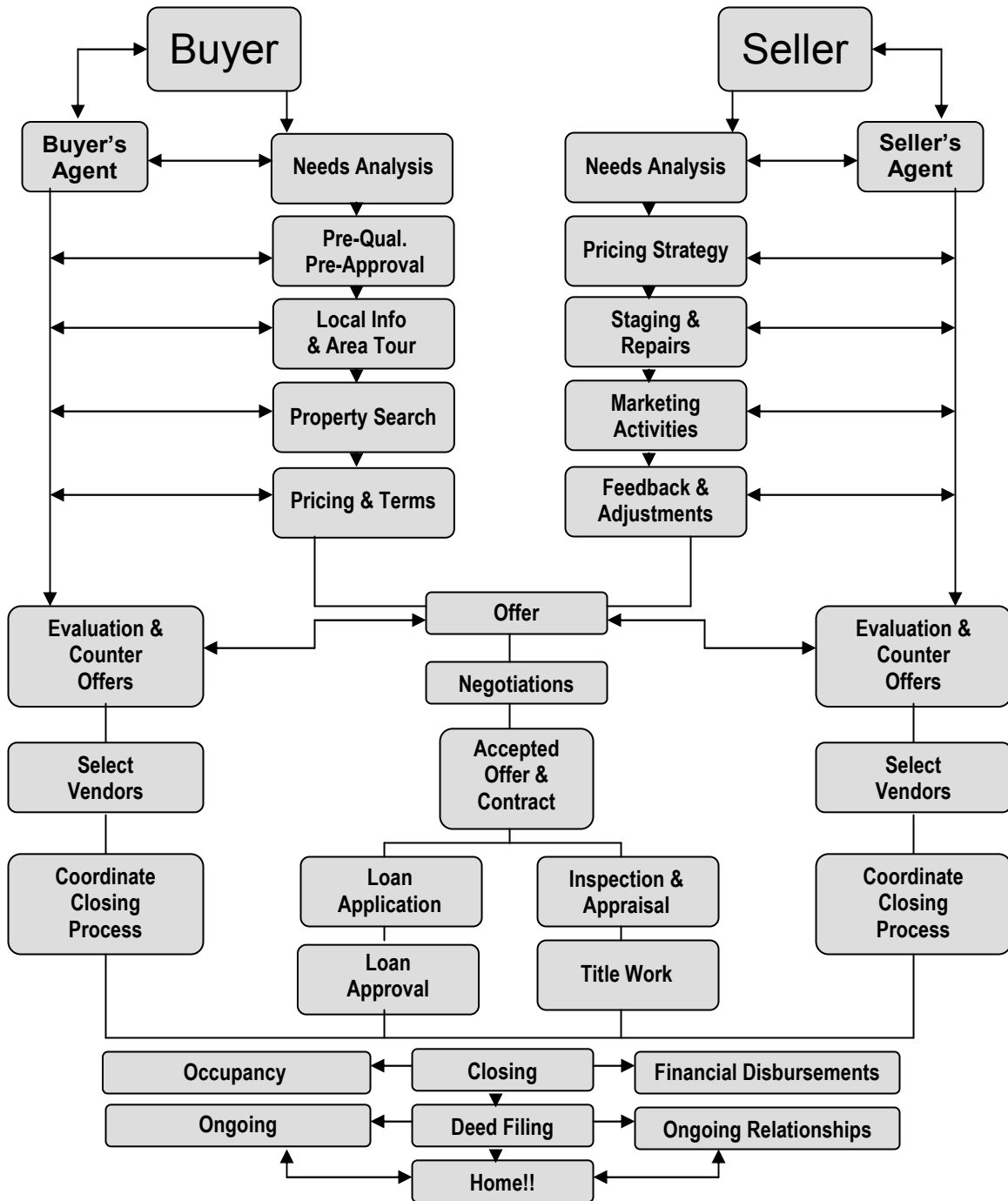
Mandi Heaton

Mandi is a long-time member of the Connie Rice team and has extensive experience

with the listing and closing processes. She now enjoys planning and implementing the team's marketing strategy and uses her artistic side in designing printed materials, exhibition signs and banners, target marketing, client events, and assists with keeping the website up-to-date.



# Buyer and Seller Services



**1 WE ARE KW**

We are **ONE** Family. We have **ONE** destiny.  
We share **ONE** Thing ...

We are now the **NUMBER ONE**  
real estate company in the United States!\*

**KW GREENVILLE CENTRAL**  
**KELLERWILLIAMS**

\*Based upon publicly available agent count figures for the United States, as of February 6, 2013.

## Our Belief System

God  
Family  
Business

## Our Difference:

### Knowledge:

Powerful curriculum through Keller Williams University keeps our associates ahead of trends, tools, and advancements in the real estate industry.

### Teamwork:

Unlike other real estate companies, Keller Williams Realty was designed to reward agents for working together to serve our clients better.

### Reliability:

Keller Williams Realty was founded on the principles of trust and honesty, emphasizing the importance of having the integrity to do the right thing, and always putting our client's needs first.

### Speed:

Leading-edge technology solutions accelerate our associates' efficiency and productivity.

*The Keller Williams Realty*  
**BELIEF SYSTEM**  
**WI4C2TS**

*Win-Win* OR NO DEAL  
*Integrity* DO THE RIGHT THING  
*Customers* ALWAYS COME FIRST  
*Commitment* IN ALL THINGS  
*Communication* SEEK FIRST TO UNDERSTAND  
*Creativity* IDEAS BEFORE RESULTS  
*Teamwork* TOGETHER EVERYONE ACHIEVES MORE  
*Trust* STARTS WITH HONESTY  
*Success* RESULTS THROUGH PEOPLE

*Mission:* TO BUILD CAREERS WORTH HAVING,  
BUSINESSES WORTH OWNING, AND LIVES WORTH LIVING

**KELLER WILLIAMS**  
REALTY