

**REVIEW DATE: OCTOBER 29, 2013**

**Company Name:**

The Buyer's Broker of Greenville

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**happiness**  
NOMINEE

<b>Overall</b>	<b>A</b>
<b>Price</b>	A
<b>Quality</b>	A
<b>Responsiveness</b>	A
<b>Punctuality</b>	A
<b>Professionalism</b>	A

**Category:**

Real Estate Agents

**Services Performed:**

Yes

\* More Weight is given to a review where work has been completed.

**Work Completed Date:**

October 02, 2013

**Hire Again:**

Yes

Description Of Work:

Keith guided us through the entire relocation process involved in a move from Michigan to the Greenville, SC area including market analysis, market search, analyzing our needs, teaching us about the area, community selection, house selection, house purchase and much, much more.

Member Comments:

It went fantastic, far beyond our expectations of what we could accomplish in working with a real estate professional in helping us with a 700 mile relocation. Please bear with me for a rather lengthy explanation on why working with Keith is the best decision a prospective home buyer in the Greenville area could ever make.

My wife and I lived and worked in southeast Michigan for our entire careers. Over the years, all of the kids and grandkids managed to find their way to either North Carolina or Florida. Once we retired, relocation looked like a great idea, both to be closer to family and to put the cold winters behind us. After many trips to many possible locations, we selected Greenville SC as our target area. It was centrally located for family, had a great downtown, had learning opportunities at Furman University and was close to the mountains. It would also be the first long-distance move that we had ever attempted.

After reading an article about buyer's brokers, we decided we liked the concept. Buyer's brokers specialize in finding homes for prospective buyers. They do not list houses for sellers and do not spend their time trying to match a prospective buyer with a house that they or their firm may just "happen" to be selling. To us, this avoidance of a conflict of interest was appealing. In addition, since the fees of a buyer's broker are part of the seller's real estate fee package, this focused

attention comes at a premium cost of absolutely nothing.

We went to Angieslist and found The Buyer's Broker of Greenville. We visited the company's website and were very impressed with the emphasis on the systems and processes used by the company. After a couple of phone calls with Keith in early January, 2013, we decided that it was time for a trip to the area and a face-to-face meeting. In late January, we drove down and spent the greater part of three days meeting with Keith, discussing his systems and processes, discussing ourselves, what we thought we wanted, and what we thought our priorities were, driving through towns and neighborhoods, and looking at houses. After the three days of working with Keith, we knew far more about the neighborhoods in the Greenville area than we would have learned in many months of driving around by ourselves looking at listings. Keith knew the neighborhoods to show us even if there were no homes for sale there...yet. We ended up changing the primary area that we were initially targeting. We also learned more about our own priorities and after looking at a number of houses, decided that downsizing was something we did not yet want to do. Perhaps most important, we established a great rapport with Keith and felt that this was a guy that we could really trust through the entire task that we were facing. Once we had refined our target area, price range, house size and other factors, Keith entered the information into his system and told us that we would begin receiving all of the new listings that met our parameters. We returned to Michigan to prepare our house for sale and put it on the market. Every evening we would receive an automated email with that day's new listings in the Greenville area that met our criteria. Over the next weeks and months, we learned a great deal about the area by reviewing the listings which were customized for us.

Our house in Michigan went on the market in mid-May. We stayed in touch with Keith, periodically refining the parameters of the program that he developed for us. After a slow July and early August, we received an offer on the Michigan house at 5:00 PM on a Wednesday afternoon in late August. We called Keith immediately. That evening and very early the next morning, Keith reran his program, refreshed all of the data and sent us the 30 listings that met our requirements. We spent Thursday reviewing the listings and emailed our "top ten" to Keith that evening. Friday we drove down while Keith scheduled showings. Saturday we looked at eight of the ten homes, selecting two as strong possible candidates. Sunday we looked at the two we had not seen on Saturday, revisited the two strong candidates, and looked at four more that had not made the top ten, primarily to validate the process. We selected one house on which we would make an offer.

After eight months of assisting us in the search for a home, Keith now began working on the purchase of the home. He completed a market evaluation and we agreed on an initial offer. Keith handled the direct negotiations with the seller's agent. We had a negotiated price agreement within a couple of days. Then we headed back to Michigan to manage the sale of our old house and preparation to move, knowing that Keith was handling everything on his end. Keith's systems and processes helped take us through the details of a home purchase in South Carolina that was different than anything we had experienced in Michigan. The use of a real estate lawyer as the focal point of the actual transaction and need for a termite inspection are just a couple of examples of things that were new to us. During the entire process, Keith was on top of everything, whether it was specifically related to the house purchase, to helping to find a local lender with mortgage rates as low as those on-line, to assuring the contractors brought in to resolve inspection issues were qualified. We closed on the house on October 1.

Our initial trust in Keith proved to be well-founded. Looking back over the past ten months, I cannot even remember how many times he pro-actively called us in advance to discuss a subject. Sometimes, it was because his processes dictated that it was the right time for communication. Sometimes it was because we hadn't talked in a while and he felt it was just the right time to talk. I also cannot remember how many times we talked about the Greenville area and what it is like to live here and what things there are to do. Keith has worked with many people over the years who were re-locating to the Greenville area. We talked about what it is like to live in the south and what differences we will see coming from the midwest.

We are very happy with our new house and neighborhood in Greer. We know our selection was

the right one, due in large part to working with Keith. Should we ever decide to leave this home for another one in the area, there is absolutely no doubt that we would ask Keith to help us again.

**Share on Band of Neighbors:**

Yes