



LUXURY

Home BUYER'S GUIDE

WHERE PERSONAL TOUCH MEETS REAL ESTATE EXCELLENCE



Barton Smith | Luxury Real Estate Advisor



Barton Smith

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Why Buyers Choose Barton ?



Barton isn't just guiding transactions, he's guiding buyers through clarity, confidence, and care at every step of their homebuying journey.

"With over 20 years in the business, Barton is the Real Estate guy that one could only hope to work with!"

Barton brings a client-first approach that goes beyond transactions.

Here's why Bay Area buyers trust him:

Top 7 Qualities Homebuyers Value Most in Barton:

1. Honesty & Trusted Judgment – Straight talk on value and risk, helping buyers avoid overpaying or taking unnecessary chances.
2. Hyperlocal Market Mastery – Block-by-block insight into pricing, bidding behavior, and true home value.
3. Winning Offer & Negotiation Strategy – Expertly crafts offers, manages contingencies, and positions buyers to compete in a competitive market.
4. Pricing Intelligence – Recognizes underpriced “bait” listings and advises buyers on fair, strategic bids.
5. Speed & Responsiveness – Quick replies, immediate showings, and fast offer turnarounds in a market where homes move in days.
6. Off-Market Access – Network connections that surface hidden or early listings before they reach the general market.
7. Financing Readiness & Lender Network – Ensures pre-approval is solid, works with jumbo-capable lenders, and coordinates vetted inspectors and escrow partners so deals close smoothly.

WHY WORK WITH BARTON

- 65 Closed Listings: Demonstrates Barton's expertise in successfully completing transactions.
- Exclusive Sales: 3 properties sold off MLS, highlighting experience in private deals.
- Consistent Performance: Minimal withdrawn (5) or expired (17) listings shows strong negotiation and follow-through.
- Active Listings: Even with a high closure rate, Barton maintains current active listings to provide buyers with ongoing opportunities.

With a history of high-success sales and exclusive listings, Barton ensures you are guided by a trusted expert who consistently gets results.



OUR COMMITMENT TO BUYERS

We help you:

- Understand the home buying process
- Connect with trusted lenders
- Find the right property for your needs
- Evaluate property value
- Negotiate the best terms
- Navigate inspections and closing

**OUR PRIORITY IS HELPING YOU
MAKE CONFIDENT DECISIONS**



Home Buyer Guide

SIMPLE NINE STEP PROCESS



*Find the
Right Agent*



*Prepare
Finances*



*Get Pre-
Approved*



*Order
Inspection*



*Make an
Offer*



*Start Home
Shopping*



*Order an
Appraisal*



*Schedule
the Move*



*Close on
Your Home*

Confident Moves, Happy Homes.

Preparing FOR YOUR HOME PURCHASE



Financial Preparation Checklist

- Review your current income and spending habits.
- Create a monthly budget based on your financial goals.
- Determine a comfortable monthly mortgage payment.
- Plan for additional or changing expenses. Decide on
- your down payment amount. Determine your ideal home price range. Learn about available loan options.
- Obtain a mortgage pre-approval letter.

Get Pre-Approved First

Pre-approval helps you understand your budget, strengthens your offer, and shows sellers you are a qualified buyer.

Documents Typically Required for Pre-Approval

- Government-issued identification
- Social Security documentation (if required)
- Last two years of federal tax returns
- Employment verification and income records
- Recent pay stubs
- Bank and asset statements
- Investment or retirement account statements
- Current mortgage or housing information
- Business financial statements



Our Commitment

Guiding you with insight, strategy, and care - every step of the way to your perfect home.

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Home SEARCH



Finding the right home requires careful planning and expert guidance. At Barton Real Estate, I help you evaluate properties based on your needs, budget, and long-term goals

Define Your Needs

Identify your current and future needs. Create a list of essential features and preferences for your new home

Consider Size & Budget

Choose a home that fits your lifestyle and financial goals while staying within your budget.

Location & Layout

Focus on location, neighborhood, and floor plan. These factors strongly impact comfort and long-term value.

Property Value Potential

Research market trends, home values, and area growth to support a strong investment.

Questions to Ask During a Showing

- Why is the owner selling?
- What is included in the sale?
- How long has the home been on the market?
- When were major systems last updated?
- What is the neighborhood like?
- Are there any known issues with the property?
- Are there seller incentives or conditions?



Market Insight

Home values can vary by location, even within the same neighborhood. We help you evaluate market conditions to make informed decisions.

Home

BUYING MISTAKES



Buying a home is a major decision, and avoiding common mistakes helps ensure a smoother experience. At Barton Real Estate, I guide you through every step to help you make confident and informed decisions.

**Need a Home?
Barton Makes It
Easy.**

Skipping Mortgage Pre-Approval

Pre-approval helps you understand your true budget and shows sellers you are a serious buyer.

Not Exploring All Options

Comparing homes and locations helps ensure you find the right property for your needs and future goals.

Limiting Your Search

Expanding your search to different areas may provide better value and more opportunities.

Ignoring the Neighborhood

Research local trends, amenities, and future developments to protect your long-term investment.

Buying Without Expert Guidance

Working with an experienced real estate team provides market expertise, better opportunities, and professional negotiation support.

Delaying Decisions

In competitive markets, acting quickly can help you secure the right home and avoid missed opportunities.

What TO EXPECT

PROFESSIONAL GUIDANCE EXPERT
MARKET KNOWLEDGE HONESTY &
INTEGRITY STRONG
COMMUNICATION PERSONALIZED
STRATEGIES SKILLED NEGOTIATION
EXTENSIVE NETWORK & RESOURCES
MAXIMUM EXPOSURE FOR SELLERS
SEAMLESS PROCESS FOR BUYERS
TIMELY RESPONSES & AVAILABILITY
COMMITMENT TO YOUR SUCCESS

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REALTY

LUXURY



Guiding Your Real Estate Journey with World Class Service!

Thank you all for the
opportunity to serve!

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