

HELPING YOU FIND YOUR WAY

HOME

MARIA McCAW

URBAN ACRES[®]
real estate





Let's get started.

If you want the best home-buying experience, you need a real estate agent who is not only a professional in the field, but who is an excellent communicator and superb negotiator. When you hire me, you can take a deep breath knowing that you're in the hands of an expert with a proven track record and who is trusted within the community.

Begin with the **best** to feel your **best** about your home.

WHO IS MARIA?



- Licensed Realtor since 2008
 - Known for savvy negotiations, cutting-edge marketing techniques, and uncompromising integrity
 - Positive outlook and honest approach
 - Strong ties to the area and extensive professional networking
- Guides clients through every step of the home buying and selling process
 - Deeply involved in the community, serving on:
 - Johnson County I-Club Executive Board
 - Iowa City Area Association of Realtors
 - Urban Acres Social Committee

ADDITIONAL TEAM MEMBERS TO EXECUTE YOUR LISTING:

- Urban Acres Staff
- Professional Property Photography
- Social Media Video
- Marketing and Social Media Coordinator



FUN FACT!

Maria's favorite local volunteering spot is The Ronald McDonald House in Iowa City.

WHY URBAN ACRES?

Welcome to Urban Acres, the area's first member-owned real estate firm. **Our team of 52 agents, including 38 owners, averages 15 years of industry experience. We offer full-service buying and selling** for residential, commercial, and investment properties. Our expertise covers downtown, acreage, waterfront, and **everything in between.**

Our shared ownership model and **commitment to integrity** benefit clients through comprehensive support and resources. We're deeply rooted in our communities, **actively volunteering and supporting local initiatives.** Urban Acres is redefining real estate - learn more at urbanacres.com.



AGENCY ALTERNATIVE

In real estate transactions, there are multiple types of agency relationship. These relationships define the roles and responsibilities of the real estate agents involved in the transaction.

✓ **SELLER'S AGENT**

I represent the seller exclusively. My primary duty is to the seller, aiming to secure the best price and terms for them. I must disclose all material facts about the property to potential buyers.

✓ **BUYER'S AGENT**

In this role, I work solely for the buyer. My responsibilities include finding suitable properties, negotiating the best deal, and protecting the buyer's interests throughout the transaction.

✓ **DISCLOSED DUAL AGENT**

Sometimes, I may represent both the seller and the buyer in the same transaction. This requires full disclosure and consent from both parties. As a dual agent, I must remain neutral and cannot fully advocate for either side.

✓ **APPOINTED AGENCY**

In real estate, an appointed agency, also known as a designated agency, is when a managing broker chooses an agent to exclusively represent a buyer or seller in a transaction. The term "appointed agency" comes from the idea that the broker is legally "appointing" an agent to represent a party.



AS YOUR BUYERS AGENT

As your buying agent, I'm dedicated to guiding you through every step of your home purchase journey. My role is comprehensive and focused on your best interests:

- I'll start by understanding your needs, preferences, and budget to tailor our search effectively.
- Using my market expertise, I'll identify properties that match your criteria and arrange viewings.
- I'll provide in-depth analysis of each property, highlighting both potential and drawbacks.
- My knowledge of local neighborhoods, schools, and amenities will help you make informed decisions.
- I'll do thorough market research to ensure you're making a sound investment.
- When you're ready to make an offer, I'll use my negotiation skills to secure the best price and terms.
- Throughout the process, I'll manage all paperwork, deadlines, and communications with sellers, attorneys, and lenders.
- I'll coordinate inspections and help you understand the results, advocating for any necessary repairs or concessions.
- My network of trusted professionals (inspectors, mortgage brokers, attorneys) is at your disposal.
- From offer to closing, I'll be your advisor, problem-solver, and staunch advocate.

DID YOU
Know?

As your agent, I can show you property that is LISTED by any agent in the MLS...



And
UNLISTED



FIDUCIARY DUTY

Fiduciary duty is a legal or ethical relationship between two or more parties that involves a duty to act in the best interest of the other party. The word "fiduciary" means trust, and the person with a fiduciary duty has a legal obligation to maintain that trust.

DETERMINING YOUR WANTS & NEEDS

✓ IDEAL AREA: _____ ✓ PRICE RANGE: _____

✓ # BEDROOMS: _____ ✓ HOME TYPE: _____

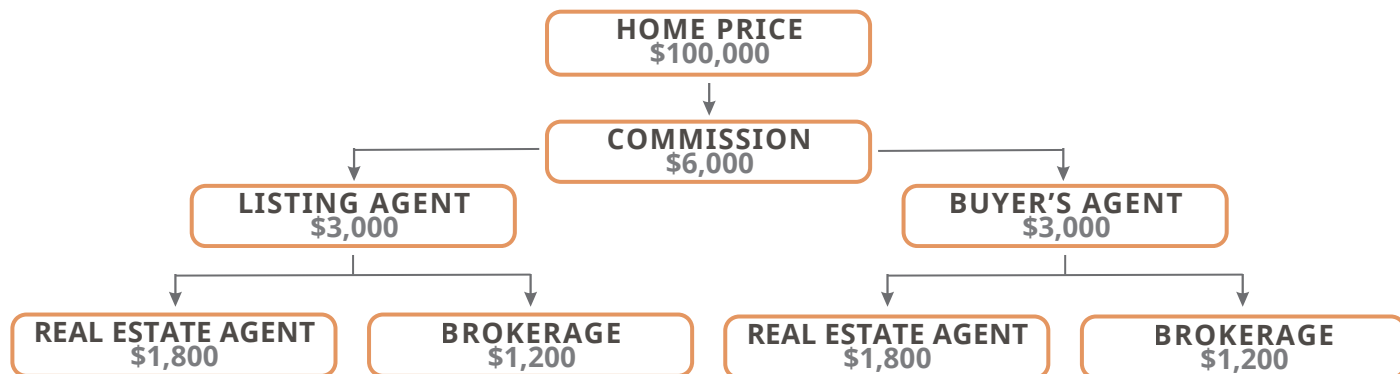
✓ # BEDROOMS: _____ ✓ AGE OF HOME PREFERENCE: _____

✓ # GARAGE STALLS: _____ ✓ DESIRED NEIGHBORHOOD: _____

DIFFERENT HOME TYPES:



CURIOUS HOW A BUYERS AGENT IS PAID?



UNDERSTANDING OUR FORMS AND DOCUMENTS

Essential Forms & Documents required for Your Real Estate Transaction

- **Urban Acres Agency Policy** establishes the relationship between the agent and their REALTOR® and discloses fees that will be charged to you by the agency.
- **Seller Disclosure Statement** provides details about a property's state of condition and how it impacts the value of the home.
- **Purchase Agreement** is legal agreement between buyer and seller detailing property specifics, price, deposit, closing date, and contingencies. It establishes the sale terms and protects both parties' interests.
- **MLS Information Sheet** is a concise document listing key details of a property for sale, including address, price, size, features, and agent information. It provides essential data for real estate professionals and buyers, enabling quick property comparisons and informed decision-making.
- **Exclusive Buyers Agent** is a contract between a buyer and a real estate agent, where the buyer agrees to work solely with that agent to find and purchase property within a specified time period and area. The agent provides services like property searches and negotiation, while the buyer commits to using only this agent for their home purchase.
- **HOA Common Interest*** is a document accompanying a real estate purchase agreement for HOA properties. It details fees, rules, restrictions, and disclosures, ensuring buyers understand their HOA obligations and rights before purchase completion.

* Only used if property is part of a neighborhood homeowners association



THE OFFER AND INSPECTION

You can...

1.

ACCEPT

Seller agrees to the buyer's proposed terms, moving the deal forward.

2.

COUNTER

Seller proposes new terms in response to the buyer's offer.

3.

DECLINE

Seller rejects the buyer's offer outright, ending negotiations.



Home Inspection

A home inspection is a professional assessment of a property's condition. It involves a thorough examination of the home's major systems and components by a qualified inspector.

- **Purpose:** To identify any existing or potential issues with the property.
- **Timing:** Usually conducted after an offer is accepted but before the sale is finalized.
- **Duration:** Typically takes 2-4 hours, depending on the size and condition of the property.
- **Report:** The inspector provides a detailed written report of their findings.
- **Non-invasive:** Inspectors examine visible and accessible areas without damaging the property.
- **Buyer's tool:** Helps buyers make informed decisions about the purchase and potential repair costs.
- **Negotiation aid:** Findings can be used to renegotiate price or request repairs from the seller.
- **Not a guarantee:** While thorough, it's not exhaustive and may not catch every possible issue.

INCLUDED IN THE INSPECTION

- | | |
|--------------------|--------------------|
| ✓ Site Overview | ✓ Foundation |
| ✓ Plumbing | ✓ Roof |
| ✓ Drainage | ✓ Retaining Walls |
| ✓ Insulation | ✓ Porches |
| ✓ Electrical | ✓ Fences |
| ✓ Garage | ✓ Patios |
| ✓ Air Conditioning | ✓ Crawl Space |
| ✓ Water Heaters | ✓ Decks |
| ✓ Walls | ✓ Gas Leak Testing |
| ✓ Baths | ✓ Pool and Spa* |
| ✓ Heating | ✓ Radon Testing* |
| ✓ Kitchen | ✓ Pest Inspection* |
| ✓ Floors | |

*Additional Fee

THANK YOU!



Representing you in this process would be an honor and a privilege. Being the professional that you can trust and rely on is my goal as we work together.

I'm here to make this experience not just successful, but also rewarding and enjoyable for you.

Please know when the property transaction is complete, my commitment continues. If you are ever in need of any further help, connections or advice...I'll be here to help.

Thank you for considering me as your realtor. I am grateful for this opportunity and hope that your real estate journey is successful.

*Best,
Maria*

CONTACT INFO

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Licensed to sell real estate in the state of Iowa.