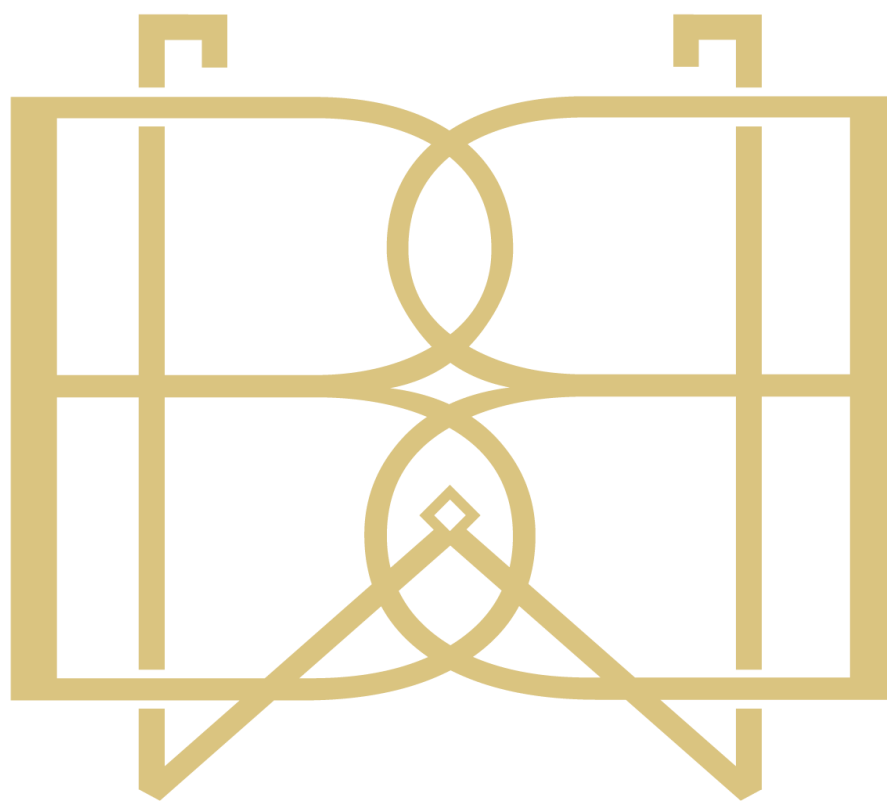


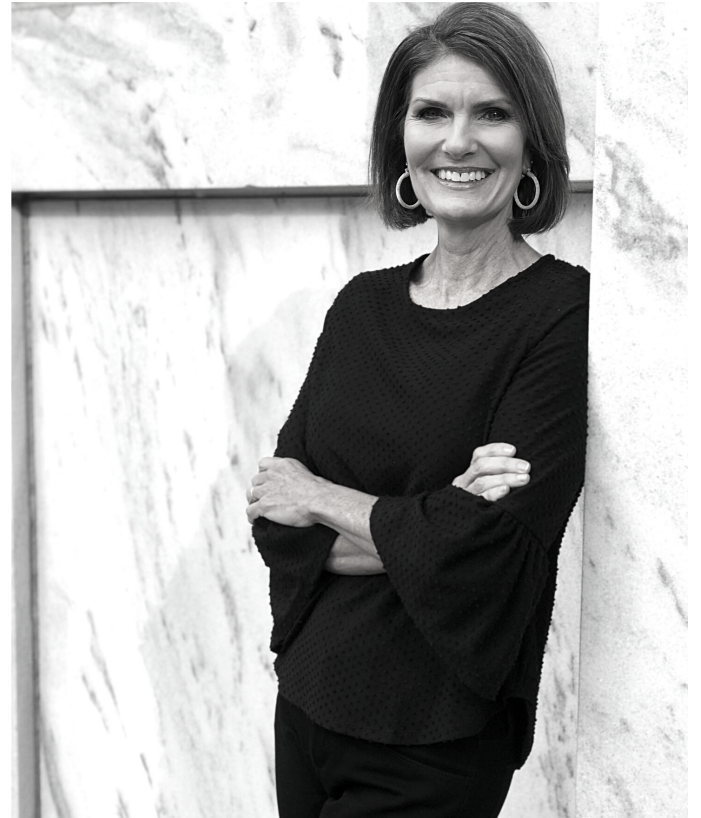
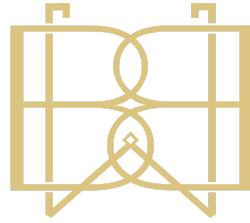
BUYING WITH  
THE BLACKWOOD  
TEAM

BROKERED BY EXP REALTY



KNOWLEDGEABLE. EXPERIENCED.  
TRUSTWORTHY.

# WHO WE ARE



## "I'LL NEVER WORK IN REAL ESTATE"

### WHY YOU SHOULD NEVER SAY NEVER

Having grown up in a home with two nationally renowned real estate Brokers, I made my position clear from a young age. "I'll NEVER work in the real estate industry." By the time I hit my early teens I had tagged-along on countless showings, witnessed extensive contract negotiation, and performed dinner-table problem-solving on an array of real-life client scenarios. After

attending Emory University for graduate school, I bounced to a few career paths, burying deeply the fiery passion I realized I had for real estate all along. Creating a team with my Mother has been the greatest joy of my life. I am thankful for the opportunity to learn from her expertise and to serve the wonderful people of Atlanta & the Metro Areas. We look forward to serving you!

-Ariel Blackwood

# WHAT

# WE

# DO

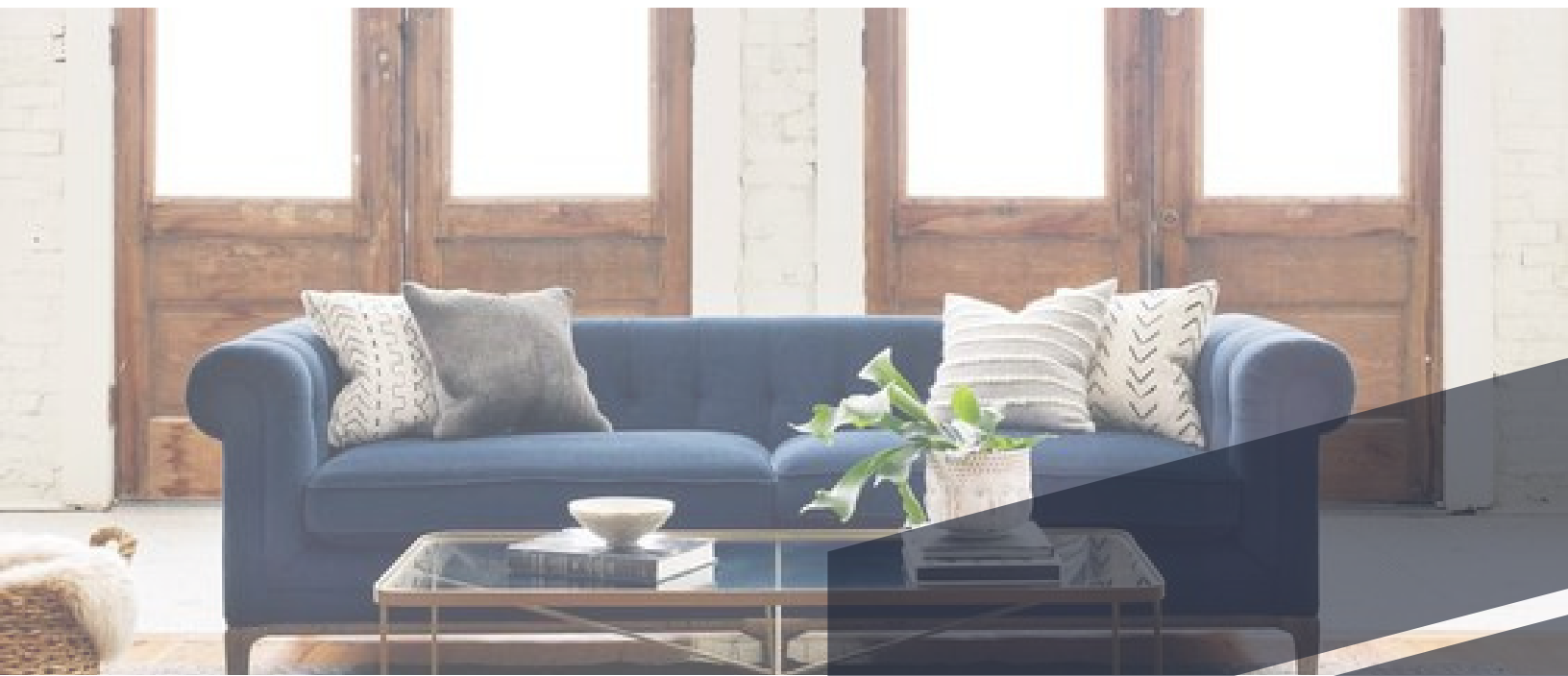
## AND WHY WE'RE DIFFERENT

Our **mission** is to find the right home for you in the least amount of time, with the least amount of hassle. We vow to deliver the highest quality full-service Real Estate experience while adhering to every aspect of the Realtors' Code of Ethics.

Our **values** are *honesty, progress, and legacy*. We promise to maintain open and *honest* communication throughout the process. Our passion is rooted in *servicing* others - and that is reflected in our attitude. We strive to build a *legacy* for your family and loved ones for years to come.



Our full intention is to maintain a standard of *honesty*, an attitude of *service*, and a passion that builds a *legacy*.



# GUIDING YOU THROUGH THE PROCESS

HOW WE TAKE CARE OF YOU

## **1. WE KNOW OUR BUSINESS**

We value education to the utmost degree. We are intentional about the research we conduct and pride ourselves on our market understanding and industry knowledge. In today's market, an understanding beyond surface level is crucial to getting offers accepted.

## **2. WE KNOW HOW TO FIND THE RIGHT HOMES FOR YOU**

We know how to use the criteria you've given us to stay up-to-date on on-market and off-market activity to find the home to fit your needs.

## **3. WE KNOW HOW TO MAKE THINGS HAPPEN**

We operate with a "Whatever It Takes" attitude. We have put all available proven resources together to work for YOU. We combine our research expertise with our market understanding and technologically savvy team to provide unmatched service. We guarantee that you won't find anyone who works harder to get you into a home best for you.

## **4. WE NEGOTIATE CONTRACTS THAT CLOSE**

In this market, the ability to negotiate a contract separates those who get into homes and those who don't. Each transaction is different, and we love strategizing creative ways to make sure deals close!



# GUIDING YOU THROUGH THE PROCESS

HOW WE TAKE CARE OF YOU

## **5. WE KNOW REAL ESTATE LAW, PRINCIPLES AND PRACTICES**

We are trained professionals when it comes to your rights throughout the process of the transaction. We have a fiduciary duty and true desire to make sure you're well looked after throughout the entire process. We will be your guide!

## **6. WE ARE FULL-TIME CAREER PROFESSIONALS**

The average real estate agent in the US closes 3 deals per year. Many of those have 2nd or 3rd part-time jobs outside of the industry. For us, this is our primary focus. This means we work for you full-time and we focus on doing what you need - which is getting you into the best home for YOU.

## **7. WE BACK OUR WORK WITH A WRITTEN GUARANTEE**

Our promise to you is in writing and signed by a Blackwood Team agent. You are given the original copy (electronically or paper, whichever you prefer), and we are happy to explain it to you thoroughly. If you don't think we are upholding to the standards we've set, we want you to tell us! It takes a great agent, but an even better TEAM to effectively guide you through the home-buying process. We are highly trained and motivated marketing and negotiation specialists backed by top-notch technology, resources, reputation, and leadership.



# MORTGAGE FINANCING CAN BE COMPLICATED

WE WILL GUIDE YOU STEP-BY-STEP

Buying a home can be complicated, particularly when it comes to securing the best loan to help complete your purchase. Our role is to represent YOUR interests at all times, in a fiduciary manner, and guide you through this process.

We work with the most elite lenders in the Atlanta Metro Area and are happy to put you in touch with a team that will work alongside us to ensure a seamless process while keeping YOU in the driver's seat. That way, you can focus on the fun stuff while we handle the rest.

# FINANCIAL DOS AND DONT'S

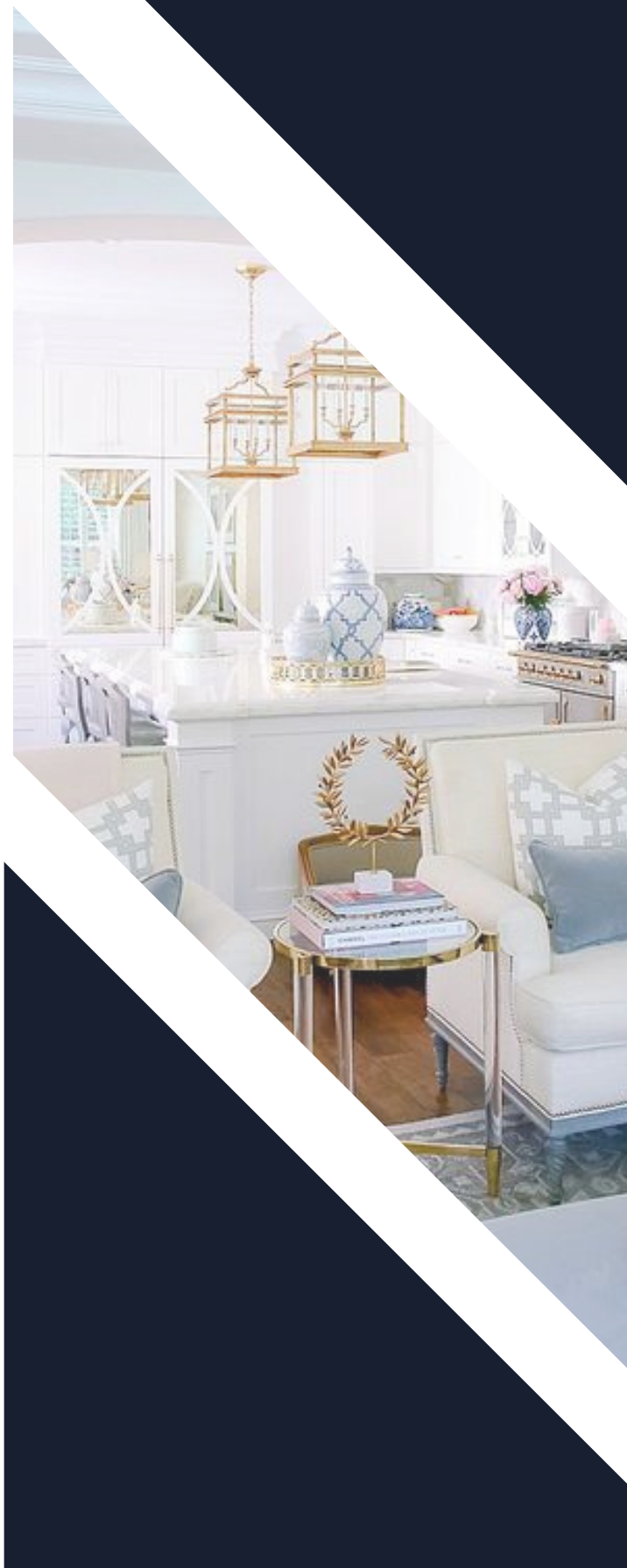
## FINANCIAL TIPS FOR ALONG THE WAY

### **DON'T:**

- x Quit your job or change jobs. If this is likely, consult with your loan officer and call us should this occur.
- x Allow anyone to make an inquiry on your credit report except your lender.
- x Apply for credit anywhere except with your lender. This causes more "hits" on your credit which can reduce your credit score.
- x Change bank accounts or transfer money within your existing accounts
- x Co-sign for anyone, for any reason, for anything
- x Purchase or attempt to purchase anything else on credit such as a car, boat, furniture, or other real estate.
- x Charge any abnormal amounts to your current credit cards or credit lines
- x Send in late payments or incur late fees for anything
- x Wait longer than the time frame given per your contract to provide all necessary paperwork and information to your lender when requested

### **DO:**

- Keep all accounts current - including mortgages, car loans, credit cards, etc.
- Make all payments on or before due dates on all accounts, even if the account is being paid off with your new loan.
- Have any lender-required money/funds to your lender as promptly as possible, and stay on top of communication with your agent, loan officer(s), closing attorneys, and anyone involved in your transaction.





# MORE THAN A FINANCIAL DECISION

## THE PSYCHOLOGY OF REAL ESTATE & WHY IT MATTERS

Buying a home can be complicated, overwhelming, stressful, scary...or all of the above. Let us guide you through the emotional roller-coaster that may be keeping you away from or fearful of a purchase. With every purchase is a loss - loss of a previous home loaded with memories, of a roommate, of a certain lifestyle, etc. While those losses may open up the opportunity for exceeding joy ahead, we take seriously the deep-rooted emotion that comes with making one of the biggest financial decisions of your life and recognize that the decision to purchase a home is not merely a financial one. With a certified Grief Recovery Specialist and Emotional Health expert on our team, we are thrilled to walk alongside you during this next chapter of your story.