

the Buyer Advantage

AT-A-GLANCE

Golden
Gate

Sotheby's
INTERNATIONAL REALTY

Proven results

WE ARE LEADING OUR INDUSTRY

Our brokerage ranks among the nation's top brokerages annually by RealTrends Verified, and Sotheby's International Realty is the leading global luxury brand serving all price points.

#1 IN CALIFORNIA
by 2023 Sales Volume*

#3 IN THE UNITED STATES
by Highest Average Sales Price
by Transaction Sides**

#9 IN THE UNITED STATES
by Highest Average Sales Price
by Sales Volume**



*among Sotheby's International Realty Affiliates. **among RealTrends Verified rankings.

Industry *changes*

CHANGES IN BUYER REPRESENTATION

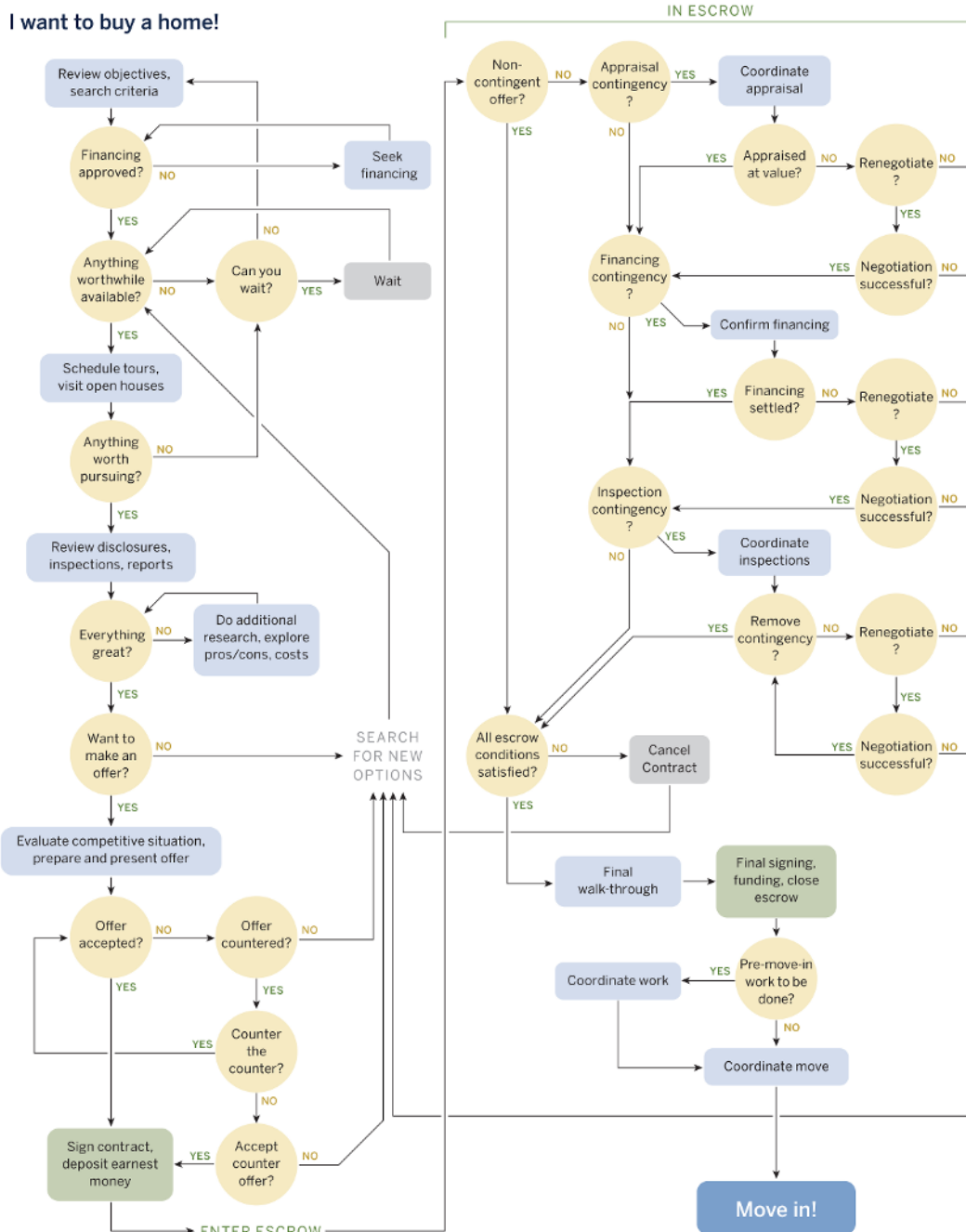
A landmark settlement with NAR, National Association of Realtors, is expected to take effect starting this year. We believe these changes will underscore the invaluable role professional agents play in navigating the complexities of the home purchase process, which often represents the single largest investment for our clients.

Buyer brokers participating would now be required to execute a Buyer Broker Representation Agreement with each buyer prior to commencing a property search. This document will add transparency to the broker's duties and compensation. We look forward to assisting you through to a successful purchase.



Navigating *the process*

HOME PURCHASE STEPS AFTER SIGNING A BUYER REPRESENTATION AGREEMENT



Adding *value*

OUR AGENTS OPTIMIZE YOUR SUCCESS

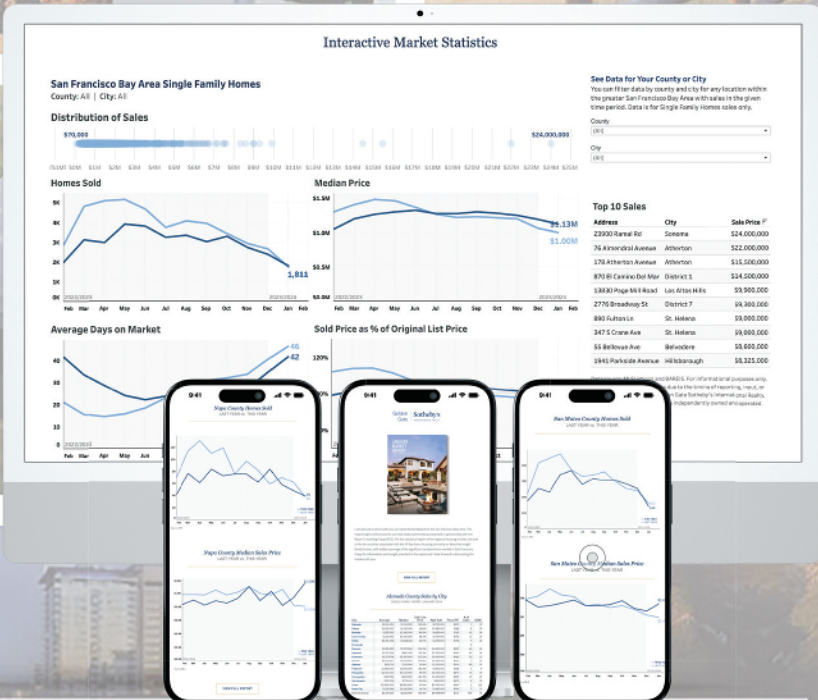
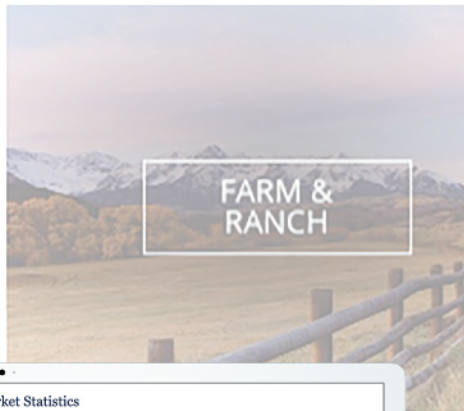
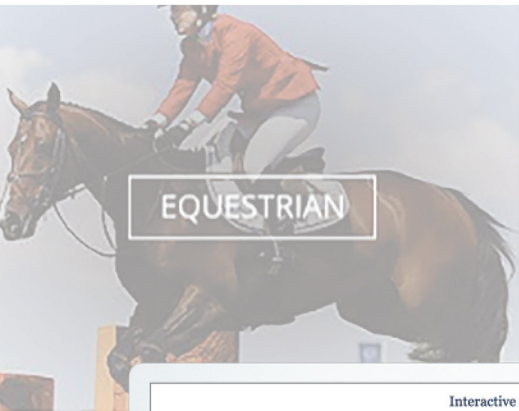
Here are just some of the ways a qualified agent can add value to your purchase.

1. Understand your real estate objectives and devise a tailored purchase strategy.
2. Broaden your property search to include listings not featured on the MLS, such as off-market, coming soon, and pocket listings.
3. Analyze market dynamics and provide guidance on pricing.
4. Introduce a reputable lender for prequalification, ensuring readiness to act swiftly upon finding the ideal property.
5. Craft competitive offers to enhance your chances of securing the desired property.
6. Recommend trusted inspectors, attend inspections, and thoroughly review inspection reports and disclosures.
7. Skillfully negotiate counter-offers or repair requests on your behalf.
8. Initiate the escrow process with a trusted title company.
9. Manage the extensive paperwork and documentation involved in the transaction.
10. Facilitate a successful closing on your new home.

Informing *buyers*

TOOLS TO MAKE THE BEST PURCHASE

Our in-depth market reports, detailed buyer's guide, RealScout partnership, and award-winning website with lifestyle search help inform you for your best result.



METROPOLITAN

MOUNTAIN

PRIVATE ISLAND

Our world *is yours*

DISTINGUISHED GLOBAL REFERRAL NETWORK

Sotheby's International Realty is the only truly global luxury real estate company with 26,500 advisors working in 1,115 local offices across 84 countries and territories. The unparalleled network works together for your next purchase.

26,500

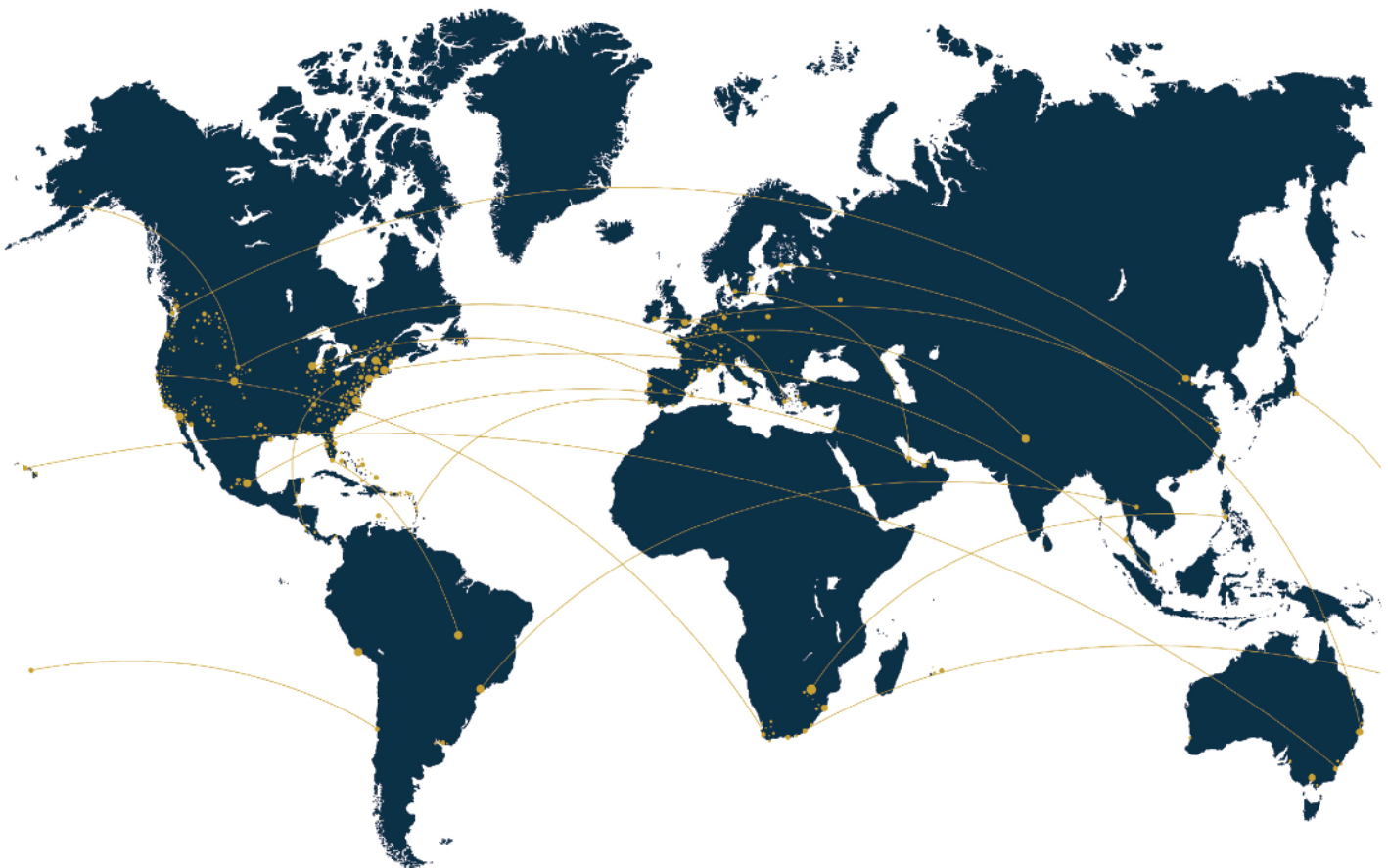
SALES ASSOCIATES

1,115

OFFICES

84

COUNTRIES & TERRITORIES



Nothing compares to what's next.



Laura McCarthy

650.269.1609

l.mccarthy@ggsir.com

lauramccarthyproperties.com

Lic. #01895605