

RESPONSIVE TO A NEED

In an era when commoditization, simplification, and standardization are the tenets of most real estate brokerage operations, The Christopher Group LLC has chosen a different path:

We limit our services to a select client base in order to provide a level of service not available elsewhere.

Our individualized approach is specific to the goals of our clients, with in-depth analysis, targeted marketing plans, the finest collateral materials and uncompromised communications.

Not only are we brokers, but we are counselors, educators, and advocates for those we represent. It is only when all these disciplines are combined that the expectations of our clients can be exceeded.

Each of the partners of The Christopher Group, LLC brings a depth of business skills and assets unique in the Maine real estate market. George Macleod is a top producing broker and successful business entrepreneur with professional experience in land use planning and community development. Dan Martinson brings a corporate background in international sales and administration, while Scott Christopher brings 30+ years of experience in institutional and investment real estate as well as brokerage management.

We invite you to learn more.



EXCLUSIVE BUYER REPRESENTATION

We represent buyers on an exclusive representation basis. In addition to the legal obligations under the agreement we also provide the following additional services:

Complete Market Profile

We provide a comprehensive snapshot of the community featuring complete demographics, school information, crime statistics, climate, and other valuable background information.

Buyer Tour Presentation

A report of homes to be reviewed complete with maps, cost comparisons, cost of ownership, loan analysis, and specific market statistics.

Loan Pre-Qualification

For those wishing financing assistance we will arrange for your mortgage pre-qualification with one of our many local lenders.

Listing Previews

We know your time is important so we will preview listings that meet your general criteria, report our findings to you, and include or exclude them in your home tour as you direct.

Digital Photography Preview

Sometimes clients have specific questions regarding an aspect of a property; the location, neighborhood, size of the closets, or color of the tile. We will photograph the item or issue in question and email you the photos.

Complete Document Preparation

We provide all normal transaction documentation, and are skilled in drafting of a variety of complex specifics including 1031 exchanges, foreign currency transactions, and unique financing requirements. In addition we can retain both legal and accounting professionals on your behalf for consulting and assistance as required.

Consultant Coordination

We work with a team of reputable surveyors, home inspectors, appraisers, and other consultants available for property evaluations. We will provide our recommendations, however the selection of such professionals is always the client's chose

Closing and Post Closing Follow-up

Our efforts do not end with closing. We assure that no post closing items are forgotten. From change of address forms, to moving coordination, to arranging for the newspaper, we will use our best efforts to assure that the purchase of your home is smooth, seamless, and pleasant.

To learn more about our services request a copy of our Buyer's Guide.



WHY A BUYER'S BROKER?

Historically most sellers have been represented by brokers in an exclusive capacity. Until recently the relationship of the buyer to the broker has been less well defined and rarely documented in writing. State governments as well as the National Association of Realtors noted the conflict and confusion regarding buyer representation. This has given rise to the growing trend of written buyer representation agreements.

A written buyer's representation agreement is a win-win situation for all parties to the agreement. For the buyer it clarifies the responsibilities and obligations and assures (in the case of an exclusive representation agreement) full fiduciary duties to the buyer. For the broker the commitment of the client to use the broker exclusively (for a limited time as defined in the agreement) allows the broker to prudently invest all the time, funds, and effort required to fulfill the buyer client's property requirements.

It should be noted that in almost all cases, brokers representing sellers will cooperate fees with a Buyer's broker. Thus, in effect the buyer's broker is compensated by the selling broker so that there is no additional cost for the buyer's representation. There are some exceptions in cases where a FSBO (for sale by owner) is purchased by the buyer directly from an owner.

Buyer's new to a market or purchasing a second home away from their full time residence, or those buyers not well versed in real estate transactions are well advised to have a broker operating as a fiduciary on their behalf.

