

8 • Locations in the Tri-State Area

Main Newburgh Office

8711 W. Highway 66
Newburgh, IN 47630
(812) 858-2400

Downtown Newburgh Office

109 State Street
Newburgh, IN 47630
(812) 858-2400

Henderson Office

2202 US 41, Unit A
Henderson, KY 42420
(270) 577-8701

Evansville East Office

4962 Lincoln Avenue
Evansville, IN 47715
(812) 473-4663

Evansville West Office

2221 W Franklin Street
Evansville, IN 47712
(812) 491-3721

Jasper Office

617 Main Street
Jasper, IN 47546
(812) 482-6080

Boonville Office

911 Julian Drive
Boonville, IN 47601
(812) 897-2400

Princeton Office

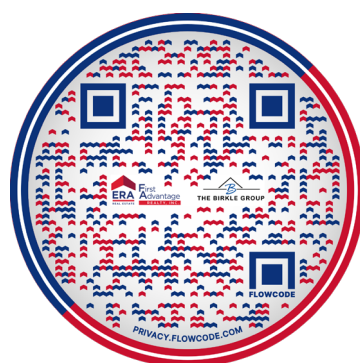
1002 E. Broadway Street
Princeton, IN 47670
(812) 386-7653

THE ULTIMATE BUYER'S GUIDE



ROBERT BIRKLE

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THE PROCESS

LET'S START YOUR HOME BUYING JOURNEY



SELLER'S RESPONSE

As your agent, I will be the one delivering your offer at the offer presentation. I will present this to the listing agent and/or the seller. From there, the seller has the option to do one of the following:

- Accept your offer**
- Reject your offer**
- Counter your offer**

More often than not, a counter offer will be presented back to me. As your representative, I will sit down with you to assess the changes. We will thoroughly assess each line item to ensure you are receiving a fair deal. From there, we will either accept the offer or submit another counter.

AFTER AN ACCEPTED OFFER

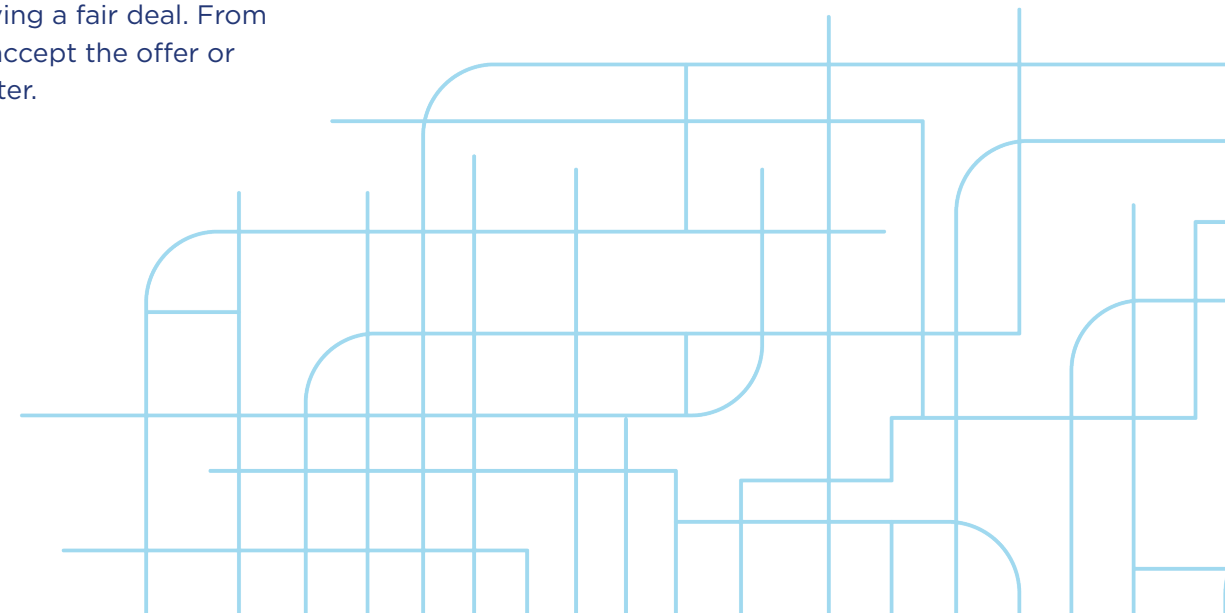
After your offer is accepted, there are a few things to avoid. We want to make sure your pre-approval does not change, therefore avoid all of the following:

- * Quitting your job**
- * Opening a new line of credit**
- * Making a large purchase (like a car)**

These things may impact your mortgage approval. Before making any large financial changes, talk with your lender to see how it will impact your home transaction.

WE WORK FOR YOU.

WE'RE IN YOUR CORNER



MAKING AN OFFER

LET'S MAKE SURE WE PUT YOUR BEST OFFER FORWARD

Congrats!

You've found a home that fits your needs, and you want to make an offer. The first step for me to do is to get a purchase agreement together. Generally speaking, many of the things that are contracted are standard, but there are things we will sit down to decide on together.

PRICE

As a licensed agent, I have the ability to help you assess a property's value. We will look at condition, location, days on market, and much more. Offering a fair price is often preferred. Often times, undercutting an offer can do more harm than good.

PROPERTY

Appliances are one of the common things negotiated with the home. Which of these stay and go will be decided between you as the buyer, and the seller.

MOVE-IN

Closing date and possession date are different! If you're able to be accommodating with the day you'd like to possess the home, the seller is often more receptive to your offer.

COMMON QUESTIONS

HELPING WITH ANY TRANSACTION TO FIND YOU THE RIGHT HOME

WHAT RESOURCES DO YOU USE TO FIND OUT ABOUT HOMES, AND HOW WILL YOU SEND THOSE TO ME TO VIEW?

At ERA First Advantage, we have the ability to sign you up on our website, erafirst.com, with new listing alerts. We simply input some basic parameters into the site, and you can sign up for emails every time a home goes up that meets your needs, or opt to get a weekly summary. Additionally, the Multiple Listing Service (MLS) website provides up-to-date information for every home on the market. I have the ability to see newly input homes constantly, which I will monitor to share with you. As far as delivering the information, we will decide together if you prefer emails, texting, or phone calls!

AM I GOING TO BE LOOKING AT HOMES THAT ONLY YOUR COMPANY REPRESENTS?

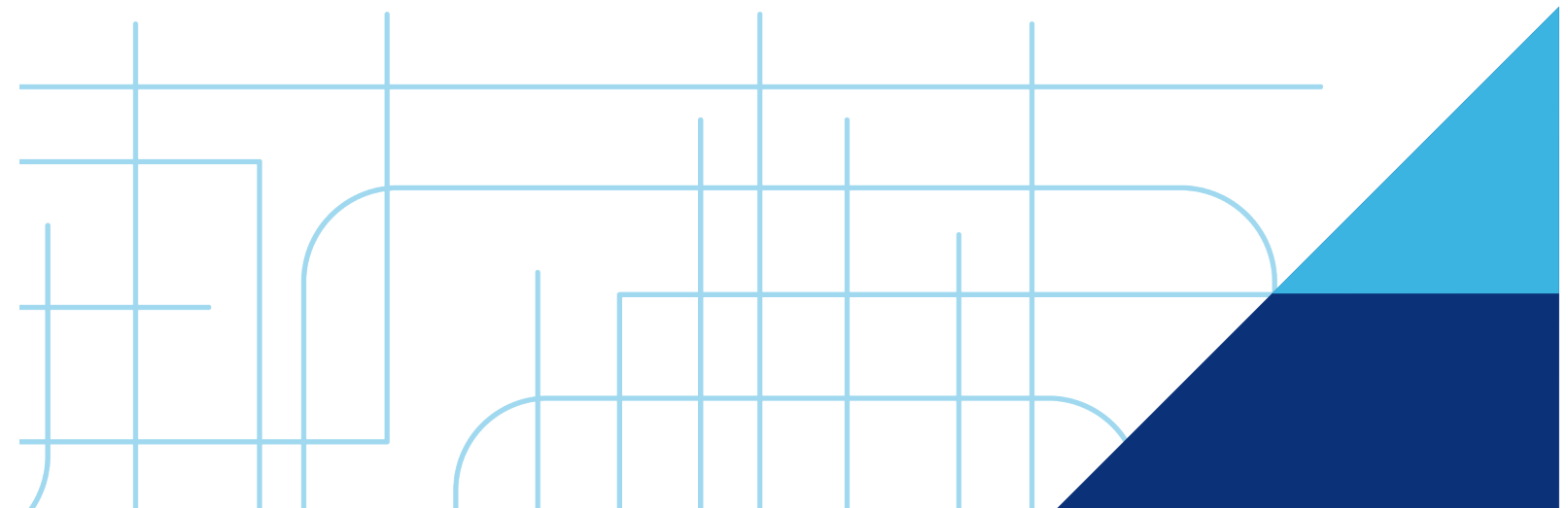
No! You'll receive listings from any and all companies that are a part of the MLS. Homes within the ERA system have a tendency to be higher on my radar, and therefore can be shown with urgency, but I will never limit your options due to company affiliation.

I SAW A FOR SALE BY OWNER (FSBO) RECENTLY. HOW DOES THAT WORK?

Sometimes people attempt to sell their homes themselves, without agent representation - often times to avoid paying a commission. I can still represent you from the buyer side though. I will contact the seller and make an appointment. Often times, the homeowner will end up working with an agent even though they aren't officially listing the home. Agents help take the pressure off of figuring out contracts, titles, and everything in between.

WHAT ABOUT NEW CONSTRUCTION HOMES? ARE YOU STILL MY REPRESENTATIVE?

Absolutely! I can work with any builder to get you the information necessary. I will be sure to get you in contact with said builder if you're further interested. From there, you'll be represented by me and the builder, for no additional commission!



EXPERIENCE MATTERS

PROVIDING OUR EXPERTISE TO ENSURE A SUCCESSFUL HOME PURCHASE

AVAILABILITY

Don't miss out on seeing a home because your agent isn't available when you are! I will make sure that you are able to view the home in a quick and timely fashion, whether that is an in-person home showing or a virtual tour.

INSIDER INFORMATION

ERA sells more homes than any other agency in the area. We often know about homes that are going up for sale before they hit the market. We communicate often, inquiring about any properties that may meet our clients' needs. I also have a great relationship with REALTORS from other brokerages that I keep in contact with.

MARKET KNOWLEDGE

I will provide you with deeper home insights that are available to me on the Multiple Listing Service. I prepare you to make smart decisions on a home by helping review all tax records associated with the home and pulling a comparative market analysis to analyze if the home price is fair.

DETAIL MANAGEMENT

I make sure to stay on top of lenders, title companies, and all parties involved to make sure we have all the documents turned in on time. I help make the process seamless and will let you know what to expect every step of the way to your new home.

REPRESENTATION

Having me as your agent allows you to have your own representation through the transaction - fighting for your best interest in negotiations, inspections, appraisal, re-inspections, communication with lenders, repairs, final walk-throughs, etc.

FIVE STAR SERVICE

I still have relationships with many of my past clients. I make the process as fun as possible, as it should be. You're buying a home!



Robert Birkle
Works to Get You Home!



Robert Birkle, a resident of Newburgh, IN for over 16 years, is one of the newest professional real estate agents in your neighborhood. Robert is a passionate and trustworthy real estate agent representing clients as they purchase and sell their single-family residence and income properties - covering Newburgh and the surrounding area. When you choose Robert Birkle as your REALTOR®, you are guaranteed a professional and responsive experience.

A TRUSTWORTHY TEAM

RECOMMENDED CONNECTIONS TO TAKE CARE OF ALL YOUR BUYING NEEDS

Another advantage of working with me and my brokerage is that there are an abundance of service professionals that I can recommend highly, and have great reputations. Here is a list of my personal recommendations on a number of service providers in our area.

INSPECTORS

- Riecken Home Inspections
- Sherlock Holmes Home Inspections
- National Inspection Service of Indiana
- Pillar To Post Home Inspections

TITLE COMPANIES

- First Advantage Title
- Bosse Title
- Columbia Title

LENDERS

- Drew Austin @ German American Bank
- Joey Birkle @ Guaranteed Rate
- Dave Cannon @ Mortgage Masters
- Kaleb Mason @ First Federal
- Carla Fortson @ ETFCU

INSURANCE

- Julia Crossley @ First Advantage Insurance
- Rich Dicken @ Indiana Farm Bureau
- Kasey Gray @ State Farm
- Michael Fleming @ Farmer's Insurance

We're a Single Solution Company®

Pick and choose the ERA products and services you need.



FIRST ADVANTAGE TITLE SERVICES

