

## Our Mission:

MHA (McIntosh, Hampton & Associates) is a team of qualified professionals that are dedicated to understanding our client's real estate needs and in using our knowledge, connections and expertise in helping them to achieve their goals.

We Focus.

We Listen.

We Act.

We Make Dreams A Reality.

## Our Vision:

We achieve our mission through hard work, active listening and an understanding of the responsibility that comes from the trust that our clients place in us. We are real people that provide real solutions with knowledge, integrity, and professionalism.

**MHA** MCINTOSH • HAMPTON  
& ASSOCIATES

*Knowledge \* Integrity \* Professionalism*

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## Call or email us today!

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## Six Step Buying Process

*Taking the Stress out of your  
home purchase*



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## SIX STEP BUYING PROCESS

The MHA Team values your time and ours. We want you to know what you can expect when you get ready to make a real estate purchase. Surprises in home buying are not what we want. We know that purchasing a home can be an exciting and emotional experience. We want to insure that it is a positive one and that in the end you

### Love Where You Live!

#### Step One

##### **Who are you dealing with?**

##### **Our Credentials**

One of the most successful teams in Prescott Real Estate. In 2005 we had over 18 million in sales. We averaged over 1 house per week sold!

We have assembled a diverse team with complementary skills that know the market inside and out. Three of our team members are native to this area. We have strong ties to the building and developing industry. We will use all of our experience and resources to help you find just the right property for your needs.

##### **Our Commitment**

One of the biggest complaints we hear in the Real Estate Industry is that agents don't listen. Our Promise to you is that we will listen and then go to work to provide you with all of the resources necessary to make your dream a reality.

#### Step Two

##### **Communication**

Nothing is more frustrating than a lack of communication when you are in the middle of a real estate transaction. We use multiple avenues of communication to keep you up to date on what is happening with your purchase.

## THE BUYING PROCESS CONTINUED

We incorporate email, text messaging, phone calls and faxes where appropriate so you are never left wondering where you are in the process. Our internal communication allows you to contact any of the team members to get your questions answered.

Communication is a two way street. So we will be asking you a lot of questions. We know you are anxious to start looking but remember that the more we know about your needs the less time and stress is involved in finding that perfect home. One of the last questions we will ask is "When we find you the right house, are you willing to go ahead and buy it today?" In this fast paced market we want you to have the best chance possible to get the best deal possible. We will help you go through the steps to prepare you to act with confidence when the time is right.

## BUT ENOUGH ABOUT US...

#### Step Three

##### **Selecting the right Real Estate**

Selecting Real Estate is a partnership. We think you should be part of the process of choosing the properties you want to look at (time is valuable). So we will narrow the search down before we go out by providing you with print outs on properties based on the questions you answered. Once you narrow the search and provide feedback to this virtual tour we will show you only those properties that you are truly interested in seeing.

#### Step Four

##### **Inspect**

Now it is time to actually go out and look at Real Estate. You know what you like. Our commitment is to you not to a house. We're not here to "sell" you a house but to help

## COMPLETING THE BUYING PROCESS

you buy what you want and protect your interest.

## TIME TO GO TO WORK...

#### Step Five

##### **Paperwork**

Time to write an offer. This is where we really go to work for you. With our experience in negotiations and our knowledge of the area market trends we will help to secure you the best deal possible.

#### Step Six

##### **Ongoing services**

When you purchase your home through MHA we consider you a partner.

We will be here to provide you with follow-up information and service. Whether you are purchasing an investment or your ultimate dream home we know you will want to keep abreast of market trends and community information. We are here to help.

Call or email us Today for an appointment.