

## Big Extras for You

19. Provide a **moving van** for you to use at no charge



20. Provide a supply of **moving boxes** at no charge



21. Provide one day's use of a **storage unit** at no charge



22. Provide one day's use of the **services of our Handyman** at no charge



### Team Buyer Agent Realtors

Dan Cohick, Karen Beaver,  
Tim Fisler

### Team Realtors

Lane Thrush CRS, Don Lloyd,  
Ronita Rupert ABR

### Support Staff

Jodi Leisher, Trena Oyler,  
Amy Eckenrode, Paul Hutchison,  
Scott Eckenrode,  
Cressa Coldsmith



## RE/MAX

Realty Agency, Inc.

Lane Thrush

Point of Difference Team

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Putting Your Interest First  
During the Buying Process

**RE/MAX**  
Realty Agency, Inc.

Lane Thrush  
Point of Difference Team

## Track Record for Helping Families Move

Lane has been a full time Realtor for 20 years, and his Point of Difference Team helps over 100 families move into a new home each year.



## Point of Difference Team Buyer Advantages

- ❖ As a buyer agent working with a team we have more available time to work directly with you.
- ❖ As lifelong residents of Franklin and Cumberland counties, our buyer agents' extensive knowledge of our local real estate market enables them to be dedicated and experienced advisors to you.
- ❖ Our team is dedicated to providing the highest standard of service available on a consistent basis while being sensitive to, and understanding the needs of those we serve.
- ❖ Our team makes every effort to ensure that you are comfortable and confident throughout the entire home-buying process.

## Team Services for Buyers

1. Explain real estate agency relationships.
  2. Put your interest first during the entire buying process.
  3. Analyze your property needs and desires.
  4. Educate you to current market conditions.
  5. Provide information on lenders & financing alternatives.
  6. Provide widespread access to properties in the entire market. We are active members of two Multiple Listing Service, (M.R.I.S. – Metropolitan Regional Information System and C.P.M.I. – Central Penn Multi List System) and can show you ALL new and resale homes available in our local market.
  7. Provide access to both listed and unlisted properties.
  8. Provide property data sheet
- on properties of interest.
9. Arrange property showings.
  10. Prepare a Comparative Market Analysis (property value study) upon request.
  11. Deliver any state required Property Disclosure form.
  12. Explain forms and agreements.
  13. Assist in the offer with your best interest in mind.
  14. Negotiate the most realistic price and terms for you.
  15. Maintain confidentiality.
  16. Explain post-purchase activities and responsibility.
  17. Monitor closing activities on your behalf to ensure a smooth, hassle-free closing.
  18. Please note that Our Team will represent you and your family with 100% commitment in these services Monday through Saturday.