



Buyers Guide

Whether your needs are city, waterfront or mountain properties, locally or around the world, discerning home buyers will enjoy a total real estate experience with our concierge level service.

Our end-to-end solution will handle each and every detail of the real estate process with the discreteness and expedience you deserve.

We keep the following points in mind to ensure you receive the service you deserve.

- We make your home search easy – we will be sure to understand your exact needs and desires so that we can quickly narrow down your search out of all available homes on the market. Whether you desire a home reminiscent of the colonial era or a Craftsman style home, a French country or modern décor, lakefront or golf community, we will provide you with information on only the homes that meet your needs. Should your desires take you out of the local market, we will work with our world-wide network of luxury agents to find that perfect location. Preview services are always available.
- Offering relevant market data to make the right offer – each local real estate market is constantly changing. In order to construct a fair offer, we will offer you pertinent statistics on homes that are in the exact price range you are interested in such as number of real buyers, current listings, average days on market, expired vs. current listings, sold vs. current listings, sales price as a percentage of list price, pending offers and more.
- Managing the purchase process – from the moment you choose to make an offer on a home, time is of the essence in completing your transaction. Whether it be scheduling inspections, working with your financial institution or handling negotiations, the necessary steps will occur on schedule.



Mortgage Services

Our select team of mortgage service partners specialize in luxury home and investment property financing, offering a variety of products to meet your individual requirements. The addition of real estate to your investment portfolio will be handled by experts who can offer services such as securing a mortgage to financial advice and other planning services.

Let the agents of East Tennessee Luxury Properties make your home search a luxury real estate experience.