



PRESENTATION

McGraw
REALTORS®

JENNIFER CAMPBELL

918.852.5878

jcampbell@mcgrawok.com



About us

McGraw REALTORS® has been working to make real estate simple since 1938. What started as an independent residential real estate company in Tulsa, Oklahoma has become one of the nation's top ten fastest-growing real estate companies with over 700 experienced associates serving Oklahoma and Arkansas.

We want to make real estate simple for our clients so they can have confidence during one of the largest transactions they will ever make. Our years of experience, innovative technology, and our collaborative network of industry professionals that love what they do allows us to take the complexity out of the entire process.

DRIVEN BY OUR *culture*



COMMITTED

We are wholeheartedly dedicated to one another, to the people we help walk through the real estate process, and to doing everything with excellence.



LOYAL

We are firm and constant in our support and allegiance to one another, to our clients, and to the values that have guided us through more than eight decades of service.



TENACIOUS

We are persistent, determined, and unyielding in our commitments to our values and culture, to our relationships with one another and our clients, and to representing McGraw and the industry with integrity.

We are committed. We are loyal. We are tenacious. We are McGraw Realtors.



Jennifer Campbell

ABOUT ME

Hello my name is Jennifer Campbell, I come with over 24 years of experience serving the Tulsa metropolitan area. I have established myself as a premier expert in residential real estate. I began my journey in Property Management. I learned that while a house is a just building, a true home is where your unique story begins. This insight allows me to not just sell properties, but to help families find their perfect next chapter.

I specialize in luxury properties and relocation, providing clients with unparalleled negotiation skills and deep market insights. I combine this proven data-driven approach with a personal touch, ensuring every client achieves top-tier results. Whether you are hunting for a first fixer-upper or downsizing to a quiet suburban oasis, I bring a keen eye for potential to every transaction.

I am a dedicated community member. When I'm not negotiating deals, you can find me working out, playing golf, or spending time with family and friends.

 918.852.5878

 jcampbell@mcgrawok.com

 tulsarealtorjennifer.com

MILESTONES & MEMBERSHIPS

- NATIONAL ASSOCIATION OF REALTORS®
- OKLAHOMA ASSOCIATION OF REALTORS®
- GREATER TULSA ASSOCIATION OF REALTORS®



BENEFITS OF BUYER REPRESENTATION

HOME SEARCH EXPERTISE. Not all sellers want their home showcased online. As your real estate agent I have the resources to search and identify a wider range of properties currently listed for sale.

PRICING EXPERTISE. As an experienced agent I am knowledgeable of current market conditions in your area. Let my expertise help you establish a fair and appropriate price.

SKILLED AND UNEMOTIONAL NEGOTIATION. Buying a home is an emotional experience. I am a skilled negotiator able to avoid an emotional response that may impact the sale.

MANAGING THE PAPERWORK. From a written offer to a signed counter offer, there is a lot of required paperwork. I will ensure all forms are completed and get your deal to the closing table.

INSPECTIONS AND REPAIRS. I will attend inspections and aid in negotiating the completion of important and necessary repairs.

TRANSACTION MANAGEMENT. I will keep your transaction on schedule ensuring everything is completed on time.

McGraw
REALTORS®

JENNIFER CAMPBELL
918.852.5878
jcampbell@mcgrawok.com



VALUE OF A MCGRAW REALTORS

Buyer's Agent

- Team Approach
- Full-service in house marketing team
- Collaborative strategies
- Advocate for your needs
- Knowledge of current market
- Firm Exclusive opportunities
- Pricing opinions
- Consistent communication throughout the process
- Negotiation skills
- Strategies to present a winning offer
- Support in navigating the lending, inspection, and title processes
- Transaction management
- Contract to closing guidance
- Post closing support for all things home and community



McGraw
REALTORS®

THE *Home Buying* PROCESS

MEET WITH YOUR REAL ESTATE AGENT

Discuss wants & needs, establish a desired area, review market conditions, set expectations as your buyer agent, and discuss the process from start to finish.

GET PRE-APPROVED

Meet with a lender, set a budget, and discuss timelines, terms, & documentation needed.

START HOUSE HUNTING

As your agent, I will diligently help you find the right home. **Advanced Search:** not all real estate websites are the same. McGraw Realtors has tools, systems, and access to firm exclusive listings to provide more available homes that meets your criteria.

MAKE AN OFFER

I will help you determine the offer based on the price and terms based on a market analysis and what meets your needs.

NEGOTIATE AND EXECUTE CONTRACT

I will help you understand the process and all the variables that encompass the overwhelming process.

UNDER CONTRACT

You and the seller have agreed to the price and terms

INSPECTIONS

Attend home inspection, review report with you, prepare repair negotiation request, and negotiate repairs.

APPRAISAL & TITLE WORK

Lender orders appraisal & works with you to gather needed documents. I will help guide you with appraisal, title process & addresses any potential issues. Title company ensures clear title.

PREPARING FOR CLOSING

Final walk through, re-inspection, and handle last minute obstacles.

CLOSING

The transfer of funds and ownership.

Congratulations

You're now a homeowner!

APPLYING FOR A *loan*

LIST OF ITEMS A LENDER WILL NEED FROM YOU:

- Photo I.D.
- Bank Statements for the past 2 months
- Pay stubs for the past 30 days
- Address history for the past 2 years
- Employment history for the past 2 years
- W2's/1099 for the past 2 years
- Federal tax returns for the past 2 years
- Signed copy of the executed contract

IF APPLICABLE:

- Gift letter
(If someone is helping with down payment.)
- Year-to-date profit & loss statement
- Divorce decree
- List of other properties owned
- Complete bankruptcy documents
(if filed within 10 years)



Under contract **GUIDE**

I WILL HELP GUIDE YOU FROM CONTRACT TO CLOSE

ONCE CONTRACT IS SIGNED & DELIVERED TO YOU

- Immediately proceed with your loan process.

DURING INSPECTION PERIOD

- Set file up for closing
- Perform inspections & specialized evaluations
- Negotiate repairs with Seller
- Title company performs title search and orders a property survey according to the contract terms
- Lender to order appraisal and other HOA documents, if applicable
- Review any restrictive covenants, by-laws, if applicable
- Obtain homeowners insurance
- Determine loan terms are acceptable to you
- Confirm your desire to move forward with the contract

2-3 WEEKS BEFORE CLOSING

- Arrange for utilities to be connected or transferred for day of closing
- Schedule re-inspection of repair items and obtain proof completion
- Schedule walk-through on the day before closing
- Confirm day & time keys will be released to you
- Schedule movers and deliveries
- Don't make any major purchases prior to closing that could impact your loan approval

DAY OF CLOSING OR DAY BEFORE CLOSING

- Perform a final walk-through of your new home
- Receive and review closing disclosure statement
- Wire funds
- All buyers must bring drivers licenses to closing

welcome home!

McGraw
REALTORS®

Forms

- BUYER BROKER AGREEMENT
- ANY ADDITIONAL FORMS