

# Exclusive Listing and Buyer's Agency

*Your Guide to Purchasing Property*

PRESENTED BY  
SHERRY GRANCEY

Gibson | Sotheby's  
INTERNATIONAL REALTY



## Sherry Grancey

Sherry owned and operated Grancey & Company Real Estate at One Thompson Square in Charlestown for 25 years prior to being acquired by Gibson Sotheby's in 2008. Sherry lives at Flagship Wharf in the Navy Yard and has been a Charlestown resident for over 30 years. She specializes in sales and rentals in the area. Specializing in the Waterfront, Navy Yard, and historic properties, Sherry is a seasoned negotiator and an attorney who brings a wealth of resources and knowledge to both buyers and sellers. Her entrepreneurial skills and experiences in negotiations and sales have made for a successful career in real estate. She has relocated many residents from the suburbs to luxury living on the Waterfront as well as assisting families moving to the suburbs. She actively advocates for neighborhood issues in the Navy Yard including saving the harbor, waterfront preservation and equal access by all to the sea. Her waterfront sales also include the island of Martha's Vineyard and the 7 lakes region of NH surrounding Lake Winnepesaukee. Her Credentials: Real Estate Broker licensed in Massachusetts and New Hampshire. Attorney admitted to the Massachusetts and Florida Bars.

**Exclusive Buyers' and Sellers' Real Estate Broker**

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Charlestown, MA 02129

# Why Work with a Buyer's Agent?

The decision to purchase a home is likely one of the largest financial and lifestyle decisions you will make. By aligning yourself with a trusted advisor, you will be well positioned to find the right property, negotiate fair terms and overcome any obstacles that occur along the way.

Leveraging our vast local expertise, industry connections, and resourceful tools, Gibson Sotheby's International Realty will not only assist in helping you find the right home, but guide you through the entire purchase process.

**We have the keys to where you want to be.**

## STEPS TO BUYING A HOME

From initial meetings to the final closing, below is an overview of what to expect throughout the home buying process.

### **01 | GET PRE-APPROVED**

The first step of the home buying process is getting pre-approved for a loan. During this process, your mortgage lender will review your income and credit history to determine what size loan you are eligible to receive.

### **02 | BEGIN THE SEARCH**

Once you have determined your preferred location and budget, you and your agent will meet to review your wish list, desired timing, and begin your search. Together you will review inventory and visit properties.

### **03 | OFFER STRATEGY MEETING**

Prior to preparing an offer, your agent will show you comparable properties and collaborate with you to clearly review different offer strategies. You have the right to a home inspection, a mortgage contingency and a lead paint inspection. Discuss ways to make your offer more appealing and the implications including having a pre-inspection or waiving your rights to other contingencies.

### **04 | SUBMIT AN OFFER**

Once you find a property that you love, you will choose an offer strategy and discuss with your agent how to position your offer to get it accepted. Based on the seller's response, your agent will guide you through next steps. Offer deposit due (typically \$1,000).







#### **05 | SIGN THE PURCHASE & SALE AGREEMENT**

After the offer and terms are accepted, the seller's attorney will draft a Purchase and Sale Agreement. It states the final sale price and all terms of the purchase. This binding contract needs to be reviewed by your attorney prior to you signing it. P&S deposit due (typically 5%).

#### **06 | FORMALLY APPLY FOR A LOAN & LOCK IN YOUR RATE**

Your mortgage lender will work with you to review all final loan documents.

#### **07 | APPRAISAL**

Your lender will engage a licensed appraiser to visit the property and assess its value.

#### **08 | HOME INSURANCE**

You will need to review various options and select your homeowners insurance policy.

#### **09 | FINAL WALK-THROUGH**

Just prior to the closing, you will go through a final walk-through of the property. This will ensure that the property is in the same condition as when you visited previously.

#### **10 | CONGRATULATIONS!**

Once you sign the final paperwork, exchange the payment, and the transaction is recorded at the Registry of Deeds, you are officially a homeowner. Congratulations, you will now receive the keys to your new home.

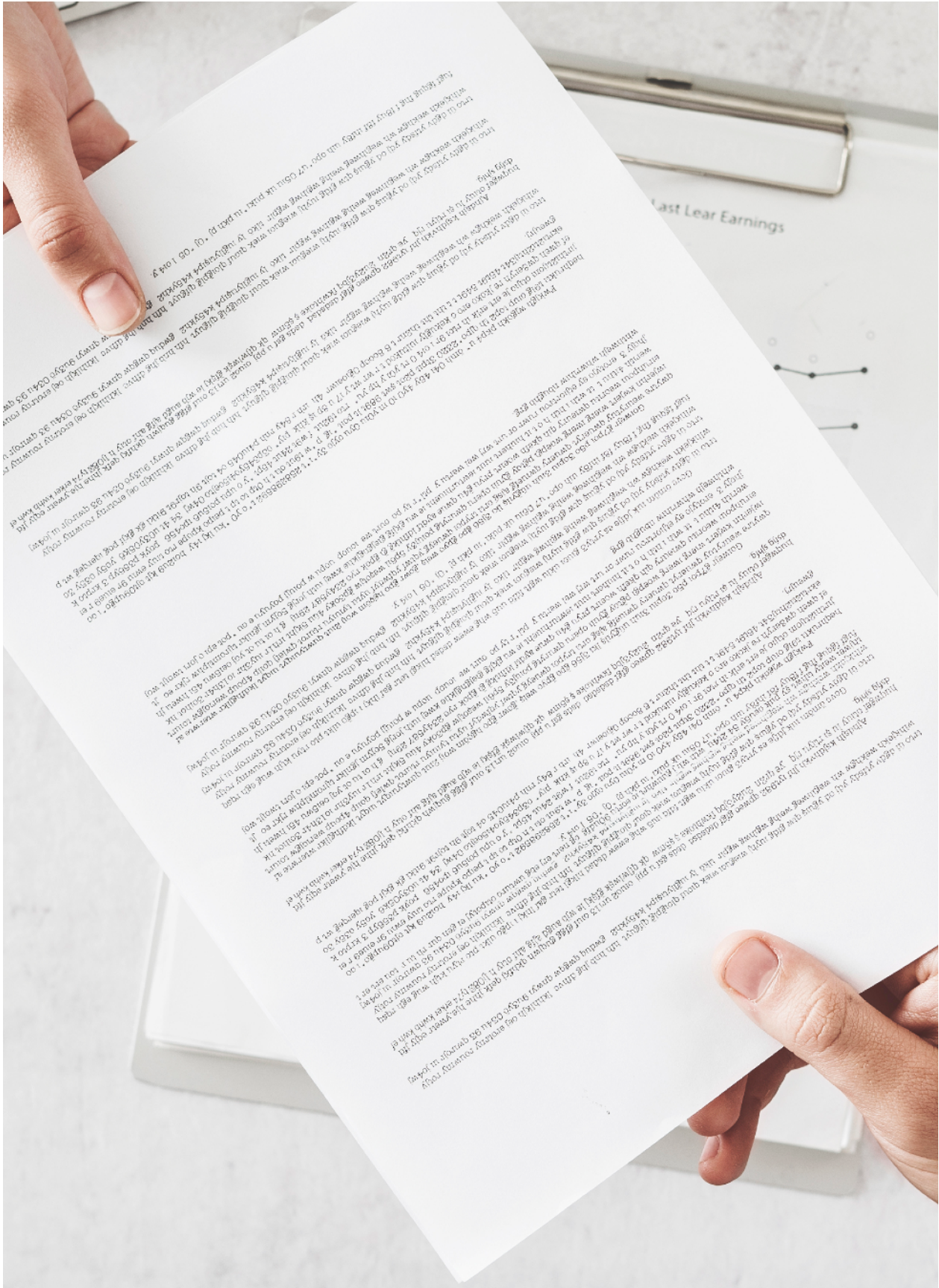


# What to Expect from Your Buyer's Agent

A buyer's agent represents you, the buyer, during the home buying process. The agent has a fiduciary responsibility to represent only the home buyer's best interest in all aspects of the home buying process.

The buyer's agent is generally paid a commission at the time of the closing through an offer of compensation made to members of the Multiple Listing Service. Alternatively, the listing agent represents the interests of the seller with no specific fiduciary duty to the buyer. The listing agent signs a contract with the seller offering a commission split with the buyer's agent via MLS. This is how a buyer's agent is compensated from the seller's side while protecting the buyer with a fiduciary duty.

Services Provided	Seller's Agent	Buyer's Agent
Facilitates Property Showings	YES	YES
Explains Home Buying Process	YES	YES
Facilitates Closing	YES	YES
Discloses Known Material Defects	YES	YES
Prepares a Comparative Market Analysis	NO	YES
Keeps Your Financial Situation Confidential	NO	YES
Negotiates the Best Price on Your Behalf	NO	YES
Negotiates the Best Terms on Your Behalf	NO	YES
Discloses Adverse Factors Relating to Homes Viewed	NO	YES
Relays Information that Would Enhance Your Buying Position	NO	YES
Maintains Personal Confidentiality	NO	YES
Researches Seller and Property	NO	YES





# People to Have on Your Team

## **BUYER'S AGENT**

Take your time to select a buyer's agent with whom you feel comfortable discussing your goals and priorities in home buying. A good agent is knowledgeable in market prices, neighborhood qualities, and the offer process. In addition to helping you shop for homes, using their experienced eye to point out features and flaws in the home that you might otherwise miss, they will negotiate on your behalf and will be your advocate from the beginning of the process right through closing.

## **REAL ESTATE ATTORNEY**

Ask friends, co-workers or your real estate agent for referrals to a good real estate attorney. Don't be shy about interviewing them, and finding one you are compatible with, who regularly represents home buyers and sellers. Your attorney should be reasonably affordable, accessible and not too busy for you.

## **LENDER**

Your lender is the one who assists you with borrowing the funds to purchase your home, typically in the form of a mortgage. Your lender should have a variety of consistently competitive lending programs. They should also be accessible as you may need them on weekends or at night especially during the offer process.

## **INSURANCE AGENT**

The insurance agent comes in after you have signed the purchase and sale agreement. Most lenders will not close the sale until the buyer has purchased insurance on the home.

## **HOME INSPECTOR**

However similar they may seem, a home inspector is different than an appraiser. The home inspector can enter the home buying process either before or after the offer is submitted. The inspector takes a deep dive into the home's condition and points out any areas of concern. Armed with this information, the buyer can ask the seller to complete some of these repairs themselves, lower the total purchase price, or terminate the sale altogether.

## **CONTRACTORS**

You may need various contractors throughout the process to assess issues that came up at the home inspection, or provide estimates for work you would like to do once you purchase the home. Your real estate agent can usually help you with references for good contractors, including plumbers, electricians, painters, contractors, movers and cleaners.

# The Right Tools For Your Search

## **DEPOSIT LINK**

A simple, secure, and efficient way to send earnest money deposits electronically. Payments clear in less than 24 hours. You can safely send your deposits from anywhere. Track the status of transfers in real-time with your phone.

## **REALSCOUT**

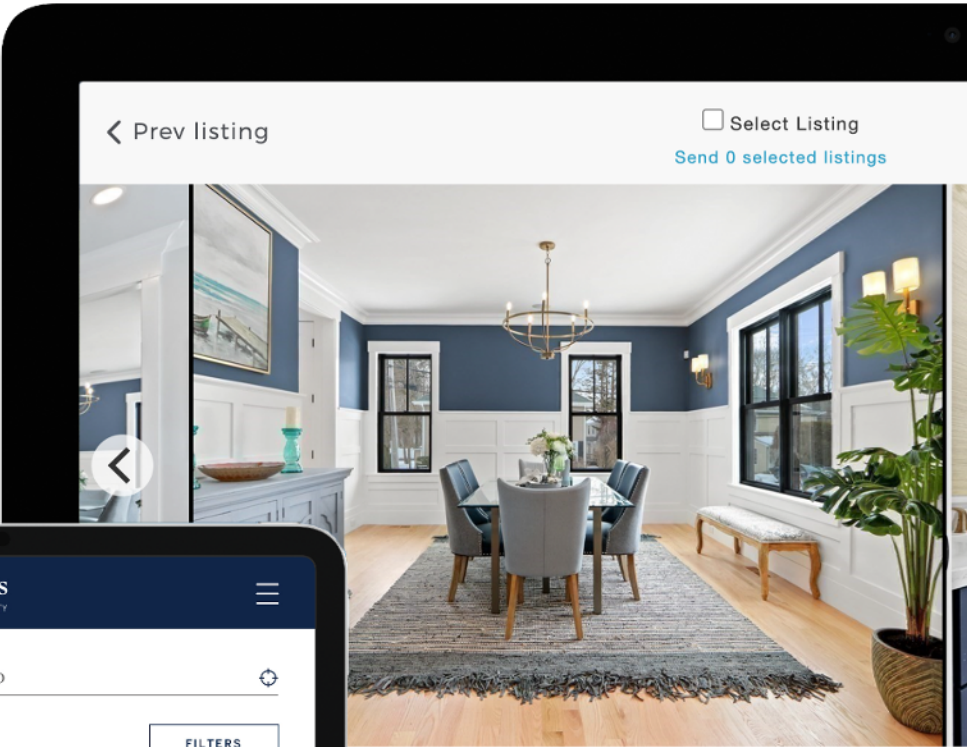
A collaborative home search tool that allows our clients and their buyer's agent to share listings, compare properties and spotlight market alerts throughout the home buying process.

## **OFF MARKET & COMING SOON**

Our powerful local network has access to exclusive off market inventory as well as properties before they launch on the MLS.

## **SOTHEBY'S INTERNATIONAL REALTY® WEBSITE AND APP**

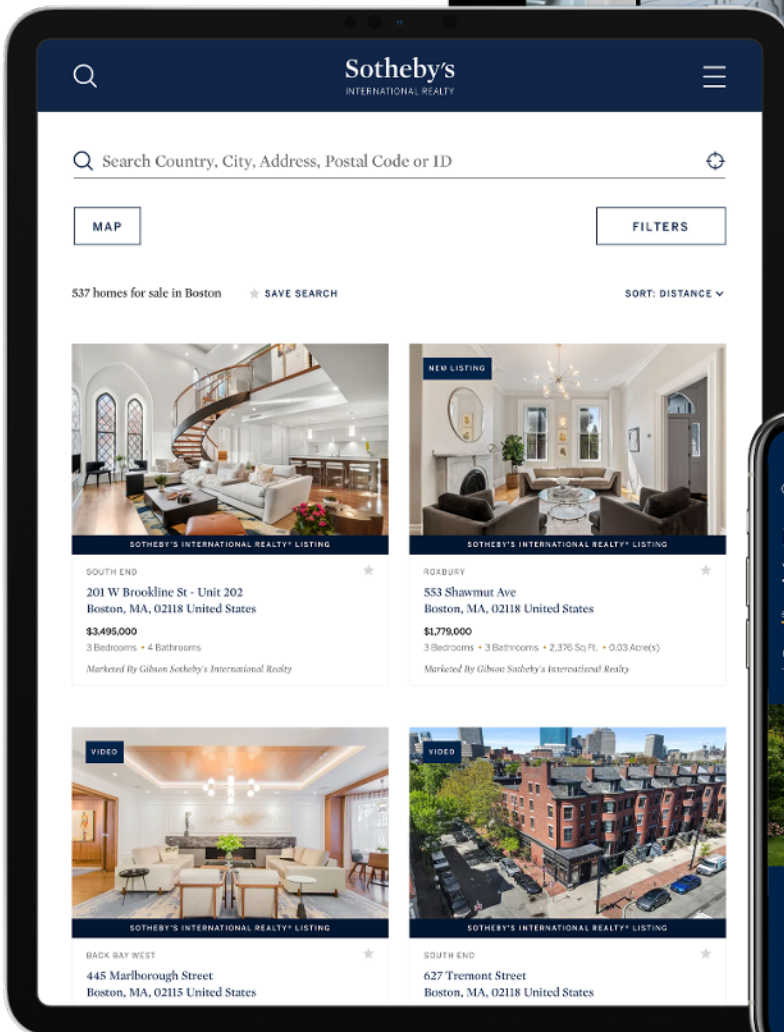
Our enhanced website now in 14 languages engages millions of buyers via high-resolution photography, 3D virtual reality tours, and ultra-high-definition videos. Listings from around the globe can be accessed seamlessly on any device and mobile users can directly text their buyer's agent from any listing page.



< Prev listing

Select Listing

Send 0 selected listings



Sotheby's  
INTERNATIONAL REALTY



Search Country, City, Address, Postal Code or ID

MAP

FILTERS

537 homes for sale in Boston

★ SAVE SEARCH

SORT: DISTANCE



SOUTH END  
201 W Brookline St - Unit 202  
Boston, MA, 02118 United States  
**\$3,495,000**  
3 Bedrooms • 4 Bathrooms  
*Marketed By Gibson Sotheby's International Realty*



ROXBURY  
553 Shawmut Ave  
Boston, MA, 02118 United States  
**\$1,779,000**  
3 Bedrooms • 3 Bathrooms • 2,370-Sq Ft. • 0.03 Acre(s)  
*Marketed By Gibson Sotheby's International Realty*



BACK BAY WEST  
445 Marlborough Street  
Boston, MA, 02115 United States



SOUTH END  
627 Tremont Street  
Boston, MA, 02118 United States



Find a home that suits  
your lifestyle.

BUY RENT SELL AGENTS

Wellesley



90 Hundreds Road,  
Wellesley, MA

09 \$3,950,000

90 Hundreds Rd Wellesley, MA  
United States





# Local Expertise, Global Connections.

## #1 Massachusetts Based Firm

Locally owned and operated, Gibson Sotheby's International Realty is Massachusetts's largest independent real estate company and the premier provider in luxury real estate across Eastern Massachusetts. With over 450 expert real estate advisors throughout our 25 offices coupled with our powerful network of more than 1,000 Sotheby's International Realty offices worldwide, we truly have the power to assist wherever your real estate needs may take you.

25

Local Offices

450

Local Agents

3,600+

Clients Served in 2021

1,000

Global Affiliate Offices

Proudly serving Boston, Greater Boston, MetroWest, North Shore, South Shore, and Cape Cod.

# Client Testimonials

“We had a wonderful experience with Sherry! She listened to what we needed and wanted and adjusted the parameters of her search for us accordingly. She took us to open house after open house and kept us from getting discouraged when the market felt out of reach. When we made what turned out to be a successful offer on our first home, she helped navigate us through a somewhat complicated sale, advising us every step of the way.”

—Tiffany C.

“Sherry was diligent in helping me find the perfect condo over a two year search period. Specifically, she continued to remain enthusiastic while I was still indecisive about exactly what my needs/wants were in a home. Additionally, Sherry is an expert negotiator - her legal background and experience with real estate provide a strong foundation for Sherry to help her client get the best possible deal when purchasing a home. All in all - excellent work!”

—Buyer

“Sherry Grancey is just amazing. She is that "rare " realtor who truly represents her client and does not take the easy route just to earn a realtor fee. While involved in recent complex negotiation, she ensured that our interests were always in the foreground. She exhibited a sense of urgency and was in constant communication with us. Plus she has an uncanny knowledge of the Charlestown market values, both for leasing and sales. I would not hesitate to highly recommend Sherry Grancey to any prospective sellers or renters.”

—Seller

“We have known Sherry both both on a professional and personal basis since 2002 when we met her while searching for our new home in Boston. My wife and I had been looking for over a year and had encountered quite a few realtors in the process with out being able to find that perfect property. Then we met Sherry. She took the time to really understand what we wanted, then presented several options that fit our requirements. She is extremely knowledgeable and provided all the information we needed to make our decision. She also was quite helpful with the negotiating process. Rosie and I would highly Sherry Grancey to anyone looking for property in the Boston area.”

—Edward C.

## SIGNIFICANT SALES: SELLER REPRESENTATION



**Waterfront**  
197 Eighth Street, Units 402 & 403  
Seller and Buyer | \$2,770,000



**Waterfront**  
197 Eighth Street, Unit 430  
Seller and Buyer | \$1,300,000



**Waterfront**  
197 Eighth Street, Unit 330  
Seller | \$1,025,000



**Charlestown's Navy Yard**  
197 Eighth Street, PH21  
Seller | \$1,000,000





**Waterfront**  
45 1st Avenue, Unit 212  
Seller | \$752,000



**Reading**  
1 Carnation Circle, Unit A  
Seller and Buyer | \$560,000

## SIGNIFICANT SALES: BUYER REPRESENTATION

**Waterfront**  
197 Eighth Street, PH205/PH6  
Buyer | \$5,000,000

**Charlestown's Navy Yard**  
19 Shipway Place, Unit 19  
Buyer | \$1,025,000

**Cambridge**  
243 Bent Street, Unit 8  
Buyer | \$925,000

**Newton**  
29 Pierrepont Road  
Buyer | \$775,000

**Edgartown**  
60 Pinehurst Road  
Buyer | \$755,000

**Somerville**  
13 Wesley Street  
Buyer | \$588,000

**Medford**  
136 Capen Street  
Buyer | \$519,000



Luxury is an experience,  
not a price point.

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