HOME

BOSTON NORTHWEST
KELLERWILLIAMS. REALTY

HOME BUYER'S GUIDE

PROFOUND HOME TEAM
WHO YOU MOVE WITH MATTERS!

nice to meet you

Marie Cumming

REALTOR®

Licensed Broker in MA & NH
Real Estate Negotiation Expert
Graduate of Realtor Institute
Certified Pricing Strategy Advisor
Certified Home Professional
e-Pro
Seller Representative Specialist

Marie Cumming is a proud mother of two, a lifelong musician, and a former banking professional who brings a unique blend of creativity, financial expertise, and passion to everything she does. With years of experience in banking, she developed a strong foundation in finance and client service, which now serves her well as she helps individuals and families navigate important life decisions.

A lover of history and craftsmanship, Marie has a special passion for renovating and restoring historic homes, breathing new life into properties while preserving their character and charm. She believes that a home is more than just a place to live — it's the foundation for a family's dreams and memories.

Through her work, Marie is dedicated to guiding others toward making their dreams a reality, combining her practical knowledge, artistic sensibility, and heartfelt commitment to every project she takes on.

LET'S CONNECT

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Marie Cumming

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"I get to wake up everyday and do something I love, I get to inspire people to do things that inspire them. It's the most wonderful thing in the world!"
-Simon Sinek

Committed to bringing you the most professional, informative, trustworthy & dedicated service.

My responsibility is protecting the interests of my clients in every transaction.

ten steps
TO BUYING A HOME

01. FIND THE RIGHT AGENT
02. PREPARE FINANCES
03. GET PRE-APPROVED
04. START HOME SHOPPING
05. MAKE AN OFFER
06. ORDER AN INSPECTION
07. NEGOTIATE FINAL OFFER
08. APPRAISAL ORDERED
09. SCHEDULE THE MOVE
10. CLOSING DAY

01/ FIND THE RIGHT AGENT

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A buyer agent's fiduciary responsibility is to represent the buyer and to ensure that they are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone operating on YOUR behalf when buying a home.

GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! I look at dozens of homes every week, and I can help you identify potential problems within a home.

HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBORHOOD EXPERT

I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I work tirelessly to make sure buying a home is a fun and stress-free process.

02 PREPARE FINANCES

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- **Paying down credit card balances**
- **Continuing to make payments on time**
- **Avoid applying for a new credit card or car loan until you have been approved**
- **Avoid making big purchases until you have been approved**
- **If possible, avoid job changes until you have been approved**

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs, home inspector and possibly realtor commission.

- **A Down Payment is typically between 3.5% & 20% of the purchase price**
- **Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.**
- **Closing Costs for the buyer run between 2% & 5% of the loan amount**
- **A Home Inspection costs between $400 to $800**
- **Realtor compmensation fees range from .5 to 2.5% of the net purchase price.**

03 GET PRE-APPROVED

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports etc.) to be reviewed & verified by the lender.

PREPARING for a home loan

GET *qualified*

TYPE OF LOAN		DOWN PAYMENT
VA LOAN		NO DOWN PAYMENT
USDA LOAN	*CREDIT SCORES VARY FOR EACH LOAN TYPE	NO DOWN PAYMENT
FHA LOAN		3.5%
203K LOAN		3.5%
CONVENTIONAL 97		3%
CONVENTIONAL LOAN		5-20%

INCOME *qualifications*

QUALIFYING INCOME

W-2 Income/Salary
Income from part-time jobs
Income from a second Job
Overtime & Bonuses
Seasonal jobs
Self-employed Income
Alimony & child support (Documentation required)

NON-QUALIFYING INCOME

Income from the lottery
Gambling
Unemployment pay
Single bonuses
Non-occupying co-signer income
Unverifiable income
Income from rental properties

****** THERE ARE MANY TYPES OF LOANS AND WE WILL CONNECT YOU WITH LENDERS WHO WILL DISCUSS WHICH OPTIONS ARE BEST SUITED FOR YOUR PERSONAL SITUATION *****

NEEDED *documents*

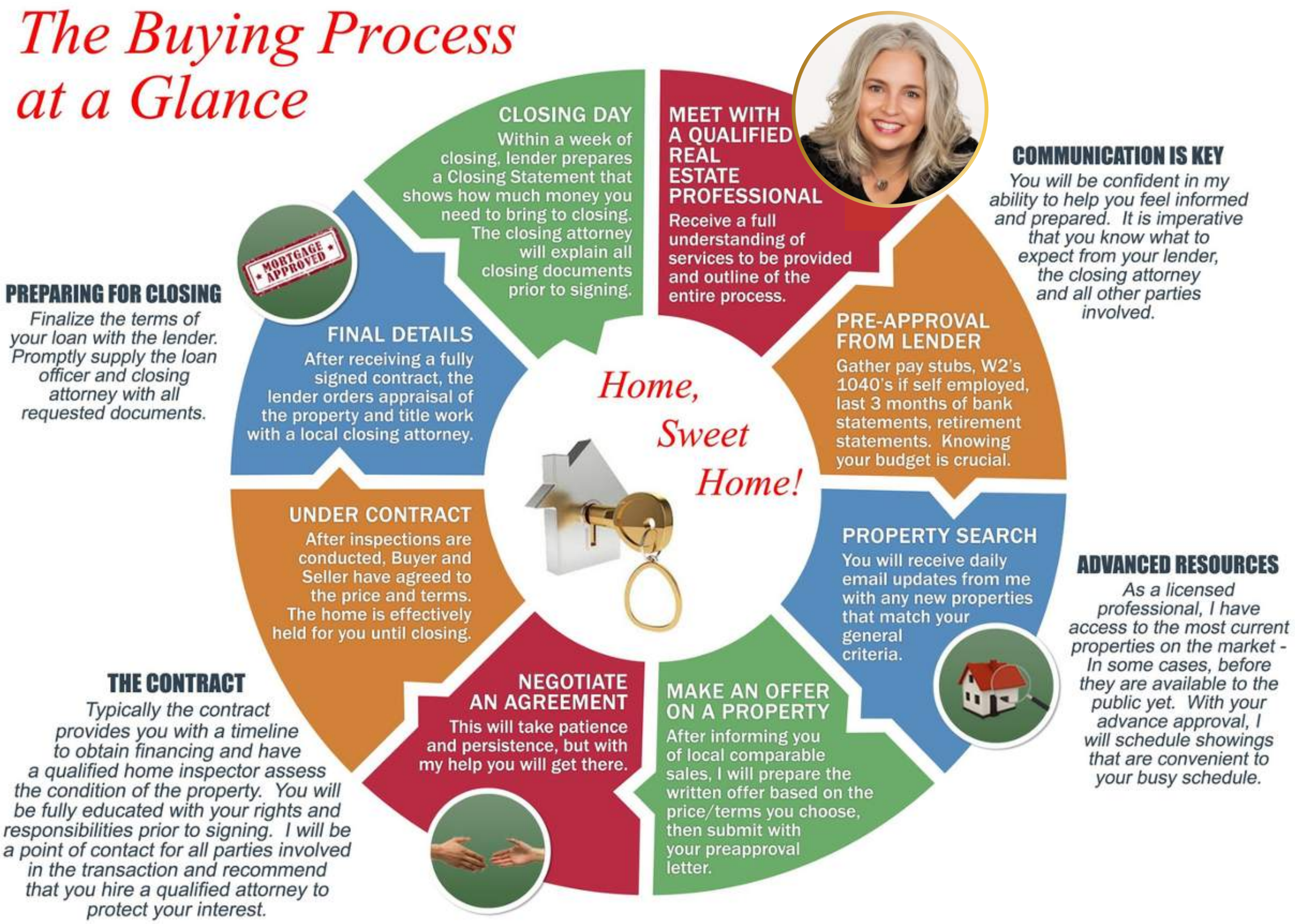
W2'S FROM THE PAST 2 YEARS
3 MONTHS WORTH OF PAY-STUBS
BANK STATEMENTS (PAST 3 MONTHS)
PREVIOUS 2 YEARS OF TAX RETURNS
LIST OF YOUR DEBTS & ASSETS
DIVORCE DECREE
ADDITIONAL INCOME DOCUMENTS

Pre-Qualifed vs Pre-Approved
What's the Difference?

Pre-Qualified	Pre-Approved
Estimated income, assets & liabilities	Documented income, assets & liabilities
Verbal credit score	Credit report pulled
For the borrower's understanding	Conditional commitment from lender

YOU WANT TO BE PRE-APPROVED IF POSSIBLE....

Home Buying Process



IMPORTANT TO NOTE:

** As of 2024, buyer agent commissions are no longer automatically paid by the seller. Instead, buyers typically negotiate compensation directly with their agent, and many are now rolling this cost into their mortgage financing, subject to lender approval.

** Our standard fee is 2.5%, which is often paid by the seller if included in the offer. If no buyer agent commission is offered, or if the offered amount is less than 2.5%, you will be responsible for covering the difference up to the full 2.5% at closing.

CLOSING COSTS TO BUY A HOME IN MA

Buyer's Estimated Expense Worksheet

INITIAL DEPOSIT WITH OFFER $1000-5000
HOME INSPECTION $450-700
DEPOSIT WITH P&S (both initial deposit and P&S deposits typically total 5+% of purchase price)
APPRAISAL FEES $550-600
HOMEOWNER INSURANCE BINDER (1 year in advance averages $1000-1500)
ATTORNEY FEES $700-1000
LOAN BALANCE varies
REALTOR COMMISSION 0 - 2.5% of sale price

OTHER CLOSING COSTS (recording fees, prepaid interest prorated monthly, escrows for insurance, PMI, and taxes, owner's title insurance (adjustments for pre-paid seller items such as taxes, water/sewer, oil.)
TAXES PAID QUARTERLY IN MA

LOAN CLOSING COSTS fees for origination (depends on loan type), credit report, settlement ie, title search, survey, lender's title insurance, loan fee if applicable ie, USDA/FHA

***Closing costs can vary depending on loan type, lender, etc.
On average the cost is approximately 2-3% of the loan amount.

CLOSING COSTS TO BUY A HOME IN NH

Buyer's Estimated Expense Worksheet

1st DEPOSIT WITH OFFER (P&S)	$1000-5000
HOME INSPECTION	$450-700
2nd DEPOSIT WITH P&S	(both deposits typically total 3-10% of purchase price)
APPRAISAL FEES	$550-600
HOMEOWNER INSURANCE BINDER	(1 year in advance averages $1000-1500)
ATTORNEY FEES	$650-1000
LOAN BALANCE	varies
REALTOR COMMISSION	0 - 2.5% of sale price
TRANSFER TAXES	$.75 per $100 of purchase price split between buyer and seller

OTHER CLOSING COSTS (recording fees, prepaid interest prorated monthly, escrows for insurance, PMI, and taxes, owner's title insurance (adjustments for pre-paid seller items such as taxes, water/sewer, oil.)

TAXES PAID 2X PER YEAR IN NH

LOAN CLOSING COSTS fees for origination (depends on loan type), credit report, settlement ie, title search, survey, lender's title insurance, loan fee if applicable ie, USDA/FHA

***Closing costs can vary depending on loan type, lender, etc.
On average the cost is approximately 2-5% of the loan amount.

START Shopping

04 START HOME SHOPPING

START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or video to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based off of recent sales and current buyer activity in the area, as well as the value of the property in it's current condition. Negotiations may take place after the offer is presented.

TIPS

We will make sure to look into important details of each house
•Test the plumbing and look for leaks
•Observe condition of roof, siding, heating/cooling systems
•Due diligence with town to ensure necessary permits have been pulled if there are improvements, check for easements, & contact dept. of health for septic info

Evaluate the neighborhood and surrounding areas
•Are the surrounding homes well maintained?
•How much traffic is on the street?
•Is it conveniently located to schools, shopping, restaurants, & parks?

MAKE AN *offer*

05/

MAKE AN OFFER

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in it's present condition. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

•Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make a good impression.

•Put Down a Healthy Earnest Deposit

A large earnest money deposit shows the seller you are serious

•Cash Talks

A transaction that is not dependent on receiving loan approval is more attractive to a seller

•Inspections

Try shortening the inspection period, doing them for informational purposes only, or waiving them all together. We will discuss these options.

•Write the Seller a Letter

We can occasionally make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with their home.

•Offer to Close Quickly

Many sellers prefer to close within 30 days but we always find out what works best for the seller and try to include that time frame.

THE PROCESS

AFTER YOU SUBMIT AN OFFER

THE SELLER COULD:

- **ACCEPT THE OFFER**
- **DECLINE THE OFFER**

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

- **COUNTER-OFFER**

A counter-offer is when the seller offers you different terms. If this happens, you can:

- ACCEPT THE SELLER'S COUNTER-OFFER
- DECLINE THE SELLER'S COUNTER-OFFER
- COUNTER THE SELLER'S COUNTER-OFFER

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED - CONGRATS!

You will sign the Offer to Purchase and you are now officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else will take place. Once final negotiations have taken place following inspection, you will sign a Purchase and Sale Agreement.

ESCROW *period*

06 ORDER AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of their findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be mindful and reasonable on smaller items, while being very cautious and vigilant of potentially significant safety issues.

07 NEGOTIATE FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

1. Ask for a credit for the work that needs to be done.
Likely, the last thing the seller wants to do is repair work.

2. Think “big picture” and don’t sweat the small stuff.
Tile that needs some caulking, or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.

3. Keep your poker face.
The listing agent may be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.

08 APPRAISAL ORDERED

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

If approved you will receive your final commitment letter that includes the final loan terms & percentage rates.

Property Title Search

This ensures that the seller truly owns the property, and that all existing liens, loans or judgments are disclosed.

Homeowner's Insurance

You'll need insurance for the new home prior to closing. This will protect against things like fire, storms and flooding

09

scheduling YOUR MOVE

6 WEEKS OUT — Moving Styles

- ☐ Pick your moving style.
  DIY: You pack, load, transport, unload and unpack yourself
  Hybrid: You rent the truck, movers do the rest
  Full Service: Movers do it all: truck, driving, lifting
- ☐ Reserve a truck and/or container. The sooner you reserve, the cheaper the cost.
- ☐ Purge. Get rid of all unnecessary stuff to save time, money and sanity!

4 WEEKS OUT — Supplies & More

- ☐ Notify businesses of your move. Change of addresses take awhile, so start notifications early.
- ☐ Collect moving boxes. Nobody should wait until moving day to find boxes (and supplies).
- ☐ Getting new stuff? Buy any deliverable furniture now so it can be delivered, not moved.

3 WEEKS OUT — Get Packing

- ☐ Pack. Dedicate a day or two to each room to cut down on stress.
- ☐ Reserve your movers. Movers get booked early, especially the good ones!
- ☐ Plan around what you're allowed to transport. Some stuff isn't allowed on a moving truck, so be prepared.

1 WEEK OUT — Prep Work

- ☐ Get moving day essentials: water, new keys, trash bags, extra tape and pair of scissors.
- ☐ Finish all mandatory cleaning of your old place. Renting? Get your deposit back! Fix drywall, holes in the wall, new paint and clean the carpets.
- ☐ Start the most essential cleaning of your new place:
  - ☐ Kitchen counters
  - ☐ Refrigerator and refrigerator fan
  - ☐ Tub jets
  - ☐ Outside and inside of stove
  - ☐ Inside the washing machine

MOVING DAY — Be Ready

- ☐ Prepare move day essentials:
  - ☐ Cash
  - ☐ Keys
  - ☐ Directions
  - ☐ Container and truck appts.
- ☐ If you're doing a DIY or Hybrid move, pick up the truck and/or container.
- ☐ If you hired movers:
  - ☐ Relax!
- ☐ If you didn't hire movers:
  - ☐ Have friends meet at your load location
  - ☐ Load everything
- ☐ Do a final walk through of old place and drive to the new location.

AFTER THE MOVE — Set Up

- ☐ Get rid of your moving boxes. Donate, recycle, store or even repurpose your boxes into art.
- ☐ Download neighborhood app. Is your community on Nextdoor?
- ☐ Unpack (efficiently). Unpack your boxes up high for your back, get your sleep & shower stuff opened first, and don't unpack the TV until the end.
- ☐ Relax! Phew, you did it. Look at you go!

SOME GREAT WAYS TO OBTAIN MOVING BOXES:

- GROCERY STORES
- COFFEE SHOPS
- BOOKSTORES
- FACEBOOK GROUPS
- CRAIGSLIST
- AMAZON

Easy MOVING CHECKLIST

2 MONTHS OUT

- ☐ Schedule movers
- ☐ Arrange transportation needs for the move
- ☐ Reserve storage unit
- ☐ Acquire school transcript for children

1 MONTH OUT

- ☐ Buy boxes, tape and other moving necessities
- ☐ Contact current services to cancel/transfer
  - ☐ Telephone ☐ Water ☐ Garbage
  - ☐ Gas & electric ☐ Cable/internet
- ☐ Contact the same services in your new area to start upon moving in

1 WEEK OUT

- ☐ Start Packing
- ☐ Label your boxes
- ☐ Create a moving survival kit
- ☐ Address changes:
  - ☐ US Postal Service
  - ☐ Internal Revenue
  - ☐ Social security ☐ Driver License
  - ☐ Banks ☐ PayPal ☐ Loans
  - ☐ Store credit cards ☐ Credit cards
  - ☐ Insurance ☐ Doctors ☐ Schools
  - ☐ Family / friends ☐ Work contacts
  - ☐ Subscriptions / newspapers
  - ☐ Medical records ☐ Dental records
  - ☐ Voter registration
- ☐ Send out change of address cards

ON MOVING DAY

- ☐ Arrange for post office to hold mail for new address until move-in date
- ☐ Keep personal and financial documents in one box
- ☐ Plan meals for the day
- ☐ Arrange help for kids/pets for the day
- ☐ Inform your movers of any special instructions
- ☐ Do a final walk around your place to make sure you have everything
- ☐ Do a final cleaning and dispose of trash
- ☐ Withdraw travel cash or prepare checks
- ☐ Lock all doors and windows
- ☐ Pay and tip your movers

MOVING IN

- ☐ Unpack and organize
- ☐ Confirm your new address with all services
- ☐ Utilities to activate
  - ☐ New telephone number
  - ☐ Water ☐ Garbage removal
  - ☐ Gas & electric ☐ Cable/internet
- ☐ Government licenses/services
  - ☐ Change address on driver's license
  - ☐ Register children in new school

If moving to a different state:

  - ☐ Apply for new driver's license
  - ☐ Register car
  - ☐ Register to vote
- ☐ Update your medical services, find new doctor /pharmacy / dentist

CLOSING *day*

10 closing day

CLOSING DAY
Closing is when you sign ownership and insurance paperwork and you receive your new home’s keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

CLOSING DISCLOSURE
Lenders are required to provide you with a closing disclosure, at least three days before closing. This will show you what your final loan terms and closing costs will be. You will have three days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the loan estimate and the closing disclosure, we must notify your lender and title company immediately.

FINAL WALK THROUGH
We will do a final walk through the home within 24 hours of closing to check the property’s condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.
We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans

CLOSING TABLE
Who might be there:

- Your agent
- The seller
- The seller’s agent
- A title company representative
- Your loan officer
- Any real estate attorneys involved in the transaction

The closing typically happens at the registry of deeds or an attorney's office. You will be signing lots of paper work so get your writing hand warmed up! Some of the papers you will be signing include: the deed of trust, promissory note, and other documents

CLOSING COSTS
Closing costs can vary depending on your home’s purchase price and where you are located. You can generally expect your closing costs to be around 3% to 4% of the home’s sales price. These closing costs can sometimes be shared with the seller.

BRING TO CLOSING

- Government-issued photo ID
- Homeowner’s insurance certificate
- Proof of funds to cover the remainder of the down payment and your closing costs

RECEIVE YOUR KEYS
Congratulations! It was a lot of hard work but you are now officially home owners!! Time to throw a party and get to know your new neighbors!

REVIEWS

REVIEWS

★★★★★

HERE'S WHAT CLIENTS ARE SAYING...

"I've worked with the Profound Home Team on a deal this year in Natick, an area that I was unfamiliar with. I was immediately impressed with their knowledge, thoughtfulness, responsiveness, ability to listen to what I was looking for and then her tenacity in quickly finding great properties that would work. They are one of the best teams I've worked with and I've been doing real estate transactions for more than twenty years. Always available, always listening and thinking things through. Most of all I loved that they were sincerely interested in finding me the best property for my needs and not pushing what happened to be available in the market. We started with a property I was interested in and they quickly teased out details of the home from the selling agent and seller. This digging and making sure we had a good overall picture was critical to uncovering serious issues that luckily steered me clear of the deal. They steered me clear of the deal despite putting so much time into figuring out how to make this work. Soon after, they had another much better property with more potential. They never stopped at the end of the purchase and has continued to be in touch, helping with layout, design ideas, walk throughs and remains part of my trusted team. You want a real estate team who is more than a stellar agent/closer, but that can do so much more and be there to think things through with you as the inevitable curve ball comes up. PHT is that team and I am lucky to have met and worked with them, and I am confident you will feel the same way too!"

~ P. Mehta

I ❤ my clients

"I consider meeting PHT "fate." We were first time home buyers with absolutely no idea of what we were doing. We had seen countless houses and were beginning to become frustrated (the housing market is insane right now). We saw a sign for a house for sale and called the number on the sign to schedule a viewing - which just so happened to be Sherry's listing. We hit it off right away, and while the house we initially saw wasn't for us, we asked Sherry if she would be willing to be our buyer's agent. She helped house hunting become "fun" again, and made herself available to us whenever we needed her. She helped us develop some great, competitive offers, and was so patient with us throughout the entire process. She was in constant communication with us every step of the way, and spoke to us in a way that made everything "confusing" about buying house just "make sense." She has a way of making you feel like her most important client, despite knowing she's working with many clients at once! We never doubted that she was, 100%, in our corner. Even after closing, Sherry continued to keep in touch with us, reaching out to ask how things were going and letting us know that we were in her thoughts. She not only an exceptional realtor, but an exceptional human. Thank you for everything, Sherry!"

~ B. Hunter

"We want to thank you for your outstanding service, professionalism, confidence and most importantly, your expertise as a real estate professional. Marie, your support during the buying and closing of our home was outstanding."

~ L. Reyes

REVIEWS

HAPPY CUSTOMERS

"We are so happy we met this team. They are great agents; nice, highly knowledgible, and high energy. We are from Virginia and they helped us buy a great home remotely (without setting foot in the house until after closing). Sherry and the team took the time to learn about our family and what was important to us. Then their local knowledge helped us zero in on communities in Middlesex that were the right fit. When we saw a property we were interested in, they gave us personalized virtual tours and helped us see (and smell) desirable and undesirable features in the homes. They helped us through all steps of the sale (offer, negotiation, inspection, final walk through). We always felt like they had our best interests in mind. Now we've been in our new home a little over a month and are still loving it! It truly is the perfect fit for us and we have to thank the Profound Ladies for making it all happen!!"

~ L. Petrie

"I can't recommend the Profound Home Team enough. After a terrible experience with a different realtor, these ladies were a literal breath of fresh air. They were on top of things at every turn and always ahead of the game. Saying they were always prepared would be a serious understatement. They were with us every step of the way, no matter what we needed. I had so much else going on in my life, and the ladies took the stress of buying a house off of our shoulders, and constantly checked in and offered to help beyond the house. At inspection time they made sure to follow up with permits, and ensured any concern we had was addressed or discussed. Their communication was excellent- something I find to be exceptionally important, as a person that worries a lot. I'm not one to brag about realtors, but Sherry and the girls were beyond fantastic. Hiring anyone but this team would be a mistake, and I've already recommended them to everyone we know."

~ S. Meyer

"I highly, highly, highly recommend PHT! They are one of the most responsive and helpful teams I've ever worked with. My fiancé and I were looking to buy our first house and came across one of them on a Google search. We are so glad we called! Trying to navigate purchasing a home 2,000 miles away is a daunting and stressful task. They made it easy! We moved into the house of our dreams, and I couldn't have done it without them."

~ L. Hazirjian

"Aly was the perfect realtor for this first time home-buyer!!! She was very helpful and made the whole process stress free. I could not give her a more glowing review. She knew the questions we would have before we even asked them! If you are questioning who to help find your new home, definitely give Aly a call!"

~B. Trainor

REVIEWS ★★★★★

"Marie was wonderful to work with. She was reliable, extremely friendly and extremely flexible. Even in a tough market, she was always positive that we would find our dream home. She was able to book last minute showings, even day of. She's also extremely knowledgeable, she was able to find minor problems in the house that could end up being a costly project which saves us a lot of money and a headache. I would recommend Marie to my family and friends. If I ever needed a real estate agent again I would go to her in a heartbeat. She was able to find my dream home.Thanks again Marie!"
~ M. Ackerman

"Marie is the absolute BEST! She helped my fiancé and I find our first home. Marie was always there to answer any questions and made the process of buying our first home very smooth. She didn't want us to choose a house if we didn't feel 100% about it and we also felt zero pressure that we needed to find a home quickly. I cannot recommend her enough she was amazing to work with and she is someone we consider a friend now! First time home buyers should really work with her. She is great!"
~ A. Pignataro

"Our experience with Aly was nothing short of awesome, she was incredibly responsive to our needs and concerns. In both mine and my wife's opinions she went above and beyond in her role as our buying agent. Would recommend her to anyone buying in the central MA area. A joy to work with."
~ J. Chartier

"After careful consideration, we chose Sherry as our partner to help us navigate the stressful waters of home buying. The biggest things that I could highlight about our experience were that throughout the process
I felt like I was a priority and she made things as convenient for us as she could. I expected honesty and I expected someone to guide us with her knowledge and I felt that's what we got. At one point I was speaking with the mortgage representative and he complimented me on my knowledge of the home buying process. Truthfully, I knew nothing about the process but I sounded like I knew what I was talking about thanks to Sherry. Overall I highly recommend her. She is burst of positive and guiding energy in what is otherwise an exciting but complex and stressful time. Thank you for everything Sherry!"
~ M. Laskes

"This team is the most caring and personable group of realtors to work with. They go out of their way to help you and answer all questions! They works 24/7 to make sure their clients have all of their needs met when purchasing a home. We worked with the PHT for over 6 months and we were so fortunate to have them by our side through the process. These ladies are trustworthy and extremely knowledgeable in their area of expertise. Willing to travel and always be there, they're simply the best people to have by your side!"
~ C Goodell

More reviews online...

Recently Sold Homes






Sold








Thank you for the opportunity!
We would love to embark with you
on your real estate journey....
Let's make it PROFOUND!
PROFOUND HOME TEAM
WHO YOU MOVE WITH MATTERS!

HOME

HOME BUYER'S GUIDE