

Welcome to the picturesque Shenandoah Valley of Virginia

Land of genteel horse farms, vast apple and peach orchards, rolling hills, forested ridges & mountains, pristine rivers and streams.....Home to Shenandoah University and the Winchester Medical Center. Some of our illustrious sons and daughters who helped shape your new community and impacted 250 years of quality of life are George Washington, Col James Wood, Daniel Morgan, Explorer Richard Byrd, Singer Patsy Cline, Judge John Handley, Pulitzer prize winning Author Willa Cather & former Shenandoah University President, Dr James Davis

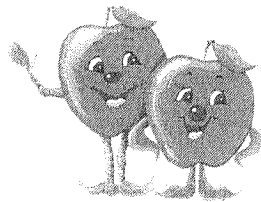
A Guide to the Home Buying Process

*By Roger Lamborne, Realtor®
ABR, CHS, Virginia and West Virginia Licensed Real Estate Broker
Proven Experience...Proven Teamwork*

800-820-8562

roger@lamborne.com

www.lamborne.com



*Featuring Apple Country's Shenandoah Valley Home Team
"Together, We're Bringing You Home!"*

"Dear Roger....I've bought and sold several pieces of properties but never had all the services you rendered me. I feel I've made a good deal and a good friend."

James

"Roger.....Thank you for the professional service we received from you over the past months... You always stayed in touch with us & were very honest, if you didn't think something was a good thing, you'd let us know...You are the epitome of a 'BUYERS AGENT'...above all you never pushed us into buying something we weren't interested in."

David and Dawn

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David and Dawn

Our Mission is to find the home that you were meant to have. We are your full service, full time Real Estate Team and it is our desire to do our best to understand your needs and respond to them promptly, professionally and with integrity.

It is my personal pledge to provide you with sound real estate advice to help you make the most informed, intelligent decision possible. Buying property through Roger Lamborne and his team means receiving the following benefits: 40 years of Experience guides our team approach to bring you world class service... Integrity... Skill... Effectiveness... Advanced Techniques and Aids... Intimate Knowledge of the Marketplace... Financial Counsel and Assistance.

As a Certified Relocation Specialist, I have local knowledge that has been gained house by house, and neighborhood by neighborhood. I know that moving to a new town, or even across town is like walking out into the unknown. You have to learn a new neighborhood, make new friends and take the children to new schools.

Whether you are buying a first home, planning residential construction, changing lifestyles, or downsizing, or selling your current home, my years of experience in real estate, my concern for you as an individual client and my determination to provide you with the highest level of professional service will help take away your anxiety at a time when it's the little things that count.

I've prepared a BUYER packet that you'll receive before touring, selecting and purchasing your home. Among the items you'll receive:

How Best to Buy or Sell Your Home published by the Virginia Association of Realtors, Buyer Advice and Tips Packet, The Shenandoah Valley Home Team Packet, Agency Brochure, Useful Information and Disclosures for Buyers of Real Property in Virginia, Fair Housing Pledge, Disclosure of Brokerage Relationships, FHA Home Inspection Notice.

It will also include our written Buyer Service Agreement and sample contract forms and related Addenda pages commonly used in this market area, along with the new Virginia Property Disclosure form that became effective 01-01-08 that sellers are required to provide you.

You can also go online to www.lamborne.com for the latest versions of many of these forms by clicking the Forms/Documents button, by clicking the Buyers Resource Center Button.

I'm look forward to providing you with this high level of service and commitment. After all, it's YOUR satisfaction that defines my success.....and I even provide you with a written agreement outlining our services.

Sincerely,

Roger

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"At Your Service!"

Biography

Roger Lamborne, a “Buyer’s Broker,” draws expertise from his 43+ years of real estate, land development and business experience to provide his clients with “world class personal service.” His mission statement “At Your Service,” is more than a motto; it represents his commitment to each of his clients “to find the home they are meant to have.” He is currently licensed in Virginia and West Virginia as the Associate Broker for MarketPlace Realty in historic Old Town Winchester.

He has been a member of the Blue Ridge Association of Realtors (BRAR) for 20+ years and is a former member of the Dulles Area Association of Realtors (DAAR) in Loudoun County. He was a member of the first BRAR “Computer Committee,” and has served on the MLS, Contracts and Grievance Committee’s, and currently serves on the Budget Committee, the Policies and Procedures Committee and the Technology Committee. He is the Realtor associations’ current SAC Liaison to the Metropolitan Regional Information System, (MRIS) the Realtors MLS listing system that serves some 60,000 Realtors in parts of Virginia, West Virginia, Maryland and the District of Columbia.

He served three years on the Board of Directors of the Dulles Area Association of Realtors (DAAR), two years as its Awards Committee Chairman, and now serves as a member of the BRAR Board of Directors as the President-Elect for 2009. He has served as the association’s Secretary/Treasurer and Vice President. He has consistently been a member of the DAAR Top Producers Club and is a five time recipient of the BRAR Presidents Award.....the award annually recognizing the associations’ top five percent of its members. He was then inducted into the association’s prestigious Realtor HALL OF FAME. He is also the Keller Williams recipient of the REALTOR OF THE YEAR.

He’s married to Pam Lamborne, Past President of the Board for the Shelter for Abused Women “The Laurel Center.” She works tirelessly on issues affecting women, children and the disadvantaged. He has 2 daughters, a stepson and a step daughter and twin grand daughters and a grandson.

Roger has been active in support of many community charities and non-profits, including the Shelter for Abused Women, Shenandoah University’s Summer Music Theatre at Shenandoah’s Ohrstrom- Bryant Theatre, the Shenandoah University Athletics Program, The Shenandoah University Leadership Circle, the Kiwanis Club, the Sunshine Kids Foundation, the Winchester Orchestra and the North Mountain Volunteer Fire Department.

The Shenandoah Valley Home Team’s Preferred Services Group

An up to date list is kept at www.lamborne.com, click the “Forms/Documents” button and open the various Buyer related files. Look for the Home Team Members file

.....these preferred team members are the loan officers, bankers, home inspectors, settlement & title companies, attorneys and tradesmen who will ease you through the home buying maze all the way to the settlement table and beyond.

They are the service providers who've proven their qualifications to my own family, to my clients, to my friends and to my business associates over many years....some of these professionals have been a part of our team for more then 2 decades.

I will promise you that these professional men and women are experienced and knowledgeable in their respective fields, they will be generous with their time and they will provide you with unsurpassed customer service.

BUYING A HOME?

Put an Accredited
Buyer Representative
(ABR®) to work for you!



*The Real Estate BUYER'S
AGENT Council is the nation's
oldest and largest association
of real estate practitioners
addressing all aspects of
consumer representation in
the real estate transaction.*

REBAC Members:

- Are part of a network of more than 28,000 Buyer Representatives from coast to coast in the United States and Canada.
- Subscribe to the strict code of ethics of the NATIONAL ASSOCIATION OF REALTORS®.
- Are kept up-to-date on changes in real estate laws and practices through the association's monthly newsletter, bulletins and continuing education programs.
- Are committed to providing high-quality, client-level services for buyers.

More than one million people in the United States are licensed to sell real estate.

Of those licensees, fewer than 2 percent are Accredited Buyer Representatives (ABR®).

Roger Lamborne, Realtor
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Member:

Real Estate BUYER'S AGENT Council and
NATIONAL ASSOCIATION OF REALTORS®



A real estate agent may represent either the buyer or the seller.

Until very recently, real estate agents almost always represented the seller, not the buyer, in the real estate transaction. Even the real estate agent who drove you from home to home was not working on your behalf. By law, the agent was required to work on the seller's side – to get the highest price and the best terms for the seller.

All That Has Changed!

Wide-sweeping changes in Multiple Listing Service regulations as well as revisions in legislation and local real estate regulations have opened a whole new era in real estate transactions...

The Age of Buyer Representation

Today, many real estate agents and companies are offering to represent the buyer in the real estate transaction. From the initial selection of properties, all the way through contract negotiations and settlement, you can now have an agent specifically committed to representing your best interests when buying a home.

Consumer advocacy groups have endorsed such representation, and licensing laws in virtually every state are now being reworked to enable and encourage representation for the buyer.

Is your agent working for you?

The Real Estate BUYER'S AGENT Council, the nation's oldest and largest association of real estate practitioners addressing all aspects of consumer representation in the real estate transaction, has established a criterion for excellence in buyer representation:

The "Accredited Buyer Representative" Designation.

To attain this designation, a real estate practitioner must complete an extensive classroom training program on buyer agency practices and procedures, pass a written examination and submit evidence of practical experience as a buyer's representative.

So... if a real estate transaction is in your future, put an Accredited Buyer Representative to work for you.

Look for the real estate professional who displays this emblem:



Some Client Testimonials

"We wanted to send a great big THANK YOU your way. Despite our first time jitters, we really could not have asked for a better house buying experience. We are so glad you were recommended to us and that we had the pleasure of doing business with you. Your expertise and guidance throughout the process were priceless! It isn't everyday in the world of business that you meet a person so willing to go above and beyond the call of duty for clients and who is such a gem of a person on all levels. We consider ourselves very, very lucky. We wish you all the best and will recommend you wholeheartedly. MANY THANKS!!!"

Betheny

"Roger's professional advice and expert marketing skills gave us the peace of mind that we were working with the best agent in the area."

Marguerite and Lee

"Thank you, thank you, thank you...your assistance in the recent sale of my home was handled with total professionalism...I can say without the slightest hesitation that the service you provided to my family far exceeded the services other REALTORS® have provided...Your professional assistance quite frankly kept me from making major mistakes..."

Lynette

"Roger was very courteous and friendly...and our daughter really liked him too. She said Roger was very nice and "kinda cool," and that meant a lot to us because teenagers are not really into this house hunting business.....we will recommend Roger to our family and friends."

Robert, Kristina and Tonya

"We want to take the time to thank you for everything you have done for us during the purchase of our new home. It meant a lot whenever you arranged your schedule to meet ours. You were always there to help us when we needed your service, even if it was short notice. We appreciated all of the help you did to help us find the right home. We don't think we could have asked for a better realtor better than you to help us. We were so thankful that a friend referred you to us. Being that we were first time homebuyers with no experience we appreciated that you work directly with the buyer. We will try our best to spread the word that you are a great realtor and share our story of our purchase with soon to be new homeowners. Hopefully, you will get many references coming from us. We enjoyed all of your services and we thank you very much! Keep up the good work!"

Will and Robin

"We would like to take this opportunity to THANK YOU for all the extra work you had to do to get us into our new home. We know it wasn't easy, but you did an exceptional job and went the extra miles to make it happen. THANK YOU for being there for us when there were problems and THANK YOU for all the helpful information you provided us."

Tony, Alicia and Eric

"We would like to take this opportunity to thank you for your help in the purchase of our new home. It means a lot to have a REALTOR® take the time for you and to look out for you. It's not very often that you find a REALTOR® who goes that extra mile for a client. It will be our pleasure to recommend you and Keller Williams® Realty to our friends and associates who may need real services in the future."

Tim and Diane

"Roger was very patient with us. He did not push or rush us into buying the first thing we found."

Tony and Chrissy

"Not only did Roger make buying our home easy and pleasurable, he also gave us helpful information about the area."

Lisa and Scott

"Roger has gone far beyond the call of duty in our house hunting adventures. His professional way made our experience of buying a home most enjoyable."

Terry and Linda

"We felt very comfortable with Roger. He is very knowledgeable and honest. When we found the house we were looking for, Roger continued to help us with everything from getting a mortgage to finding a house cleaner."

Dan and Michelle

"Dear Roger, Thank you for the notes.....In this high pressure deadline, oriented business, your notes are a welcome reminder that it is the individual who can make the difference."

Greg-Settlement Attorney

"Foremost in my thoughts will be appreciation for all the hard work you put into the sale of my house...Your suggestions to this out of town seller were most helpful. I will give our association a 5 Star rating."

Margaret

"Just a quick note to let you know once again how much we appreciated your expertise in locating our land for us and guiding us through some sticky steps...You are truly a class above in your profession...just knowing we could trust your recommendations and suggestions was great relief in our tense moments."

George and Laura

"Thank you for the professional service we received from you over the past months... You always stayed in touch with us & were very honest, if you didn't think something was a good thing, you'd let us know...You are the epitome of a 'BUYERS AGENT'...above all you never pushed us into buying something we weren't interested in."

David and Dawn

"Thank you for doing such a great job for Greg and Linda. Marie K."

a Realtor from Florida

"I really wanted to thank you for helping Dad and working with him like you did. It has meant a lot to him and is very much appreciated by us all."

Alan

"Roger is without a doubt one of the most knowledgeable, experienced, service oriented

individuals I know in any profession...Roger's diligence resulted in our finding the perfect dream home...Roger is truly focused on meeting clients' needs."

Bob and Betty

"I've bought and sold several pieces of properties but never had all the services you rendered me. I feel I've made a good deal and a good friend."

James

"We've been very impressed and pleased with the level of service that Roger has offered to us.....He showed enormous patience."

Debbie and John

"We purchased land through Roger and found him professional and friendly. He was always there when we had a question or needed advice."

Lynn and Clay

"Roger recently sold property for us & we found it to be a pleasure to work with him. He was knowledgeable about what was taking place in the real estate market & offered guidance to us throughout the sale process...Roger is very conscientious and takes his profession seriously..."

Randy and Lucy