



POINTREALTY



BUILT ON TRUST. DRIVEN BY PURPOSE.

A LETTER FROM JASON AND MORGAN



At Point Realty, we believe buying a home is about more than finding the perfect property—it's about helping you confidently begin your next chapter. Whether you're purchasing your first home, upgrading, downsizing, or relocating, we're committed to making the experience as smooth, informed, and enjoyable as possible. With honest communication, personalized guidance, and a team you can trust, we're here to support you every step of the way.

As a husband-and-wife team with more than 30 years of combined real estate experience, we understand that every buyer's journey is unique. We take the time to learn your goals, answer your questions, and help you navigate the Central Ohio market with confidence. From your initial home search and touring properties to writing offers, negotiating terms, and handing you the keys on closing day, we'll be by your side through every milestone.

Our knowledge of the local market, strong negotiation skills, and commitment to exceptional service are what set Point Realty apart. We're passionate about helping our clients find a place they're proud to call home, and we're honored that so much of our business comes from repeat clients, referrals, and the lasting relationships we've built throughout the years.

Jason & Morgan

JASON GARDNER

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WHO WE ARE



JASON GARDNER

As a lifelong Fayette County resident, I grew up in Washington Court House and graduated from Miami Trace High School before continuing my education in Business Management at Shawnee State University and Ohio University. Those experiences laid the groundwork for what has become a decades-long career built on integrity, leadership, and service. Since 1999, I have been a trusted name in real estate across Central Ohio, specializing in residential, commercial, agricultural, and investment properties. As the Owner and Broker of Point Realty LLC, I have focused on building a brokerage known for elite service, strong relationships, and a commitment to putting people first.

Outside of real estate, my greatest pride is my family. I am married to Morgan Gardner and am the proud father of four children—Rylan, Kate, Bexley, and Blake. When I'm not working for my clients, you'll likely find me outdoors, hunting, spending time with family, or enjoying the simple moments that matter most. Deeply rooted in the community I call home, I continue to serve Central Ohio with one clear goal in mind: helping people win—not only in real estate, but in life.

POINT

WHO WE ARE



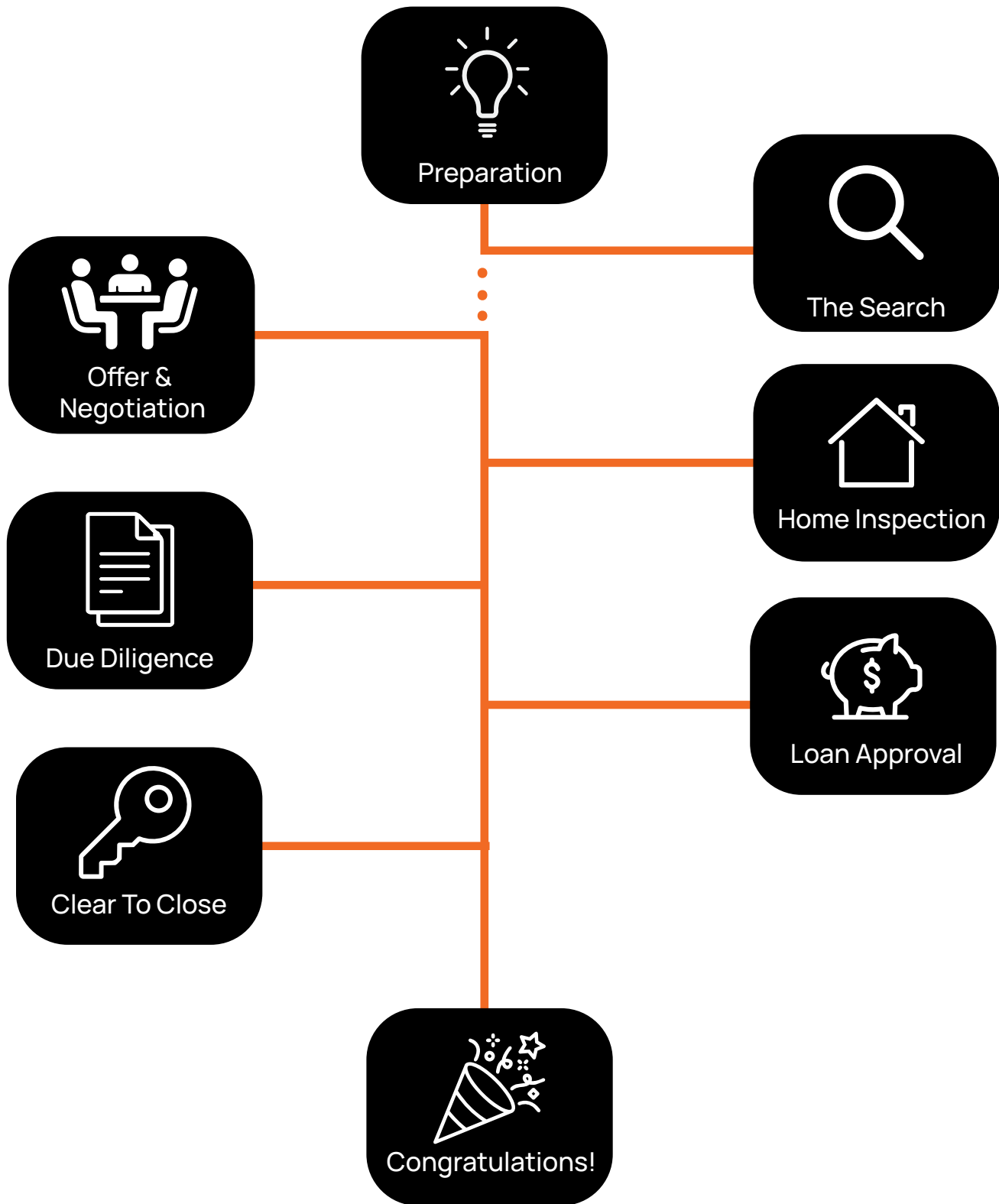
MORGAN GARDNER

Hi, I'm Morgan Gardner! I am a Realtor, business owner, wife and mom. I have been helping people on their real estate journey since 2015. As someone deeply rooted in our community, I understand that buying and selling a home is more than just a transaction, it's personal. It's about family, new beginnings, dreams, and building a future. My goal is to make every client feel confident, informed and genuinely cared for throughout the entire process. I take pride in creating an experience that feels professional, honest and relationship-driven from start to finish. I believe open and honest communication, trust and hard work are the foundation of every successful experience. Alongside my husband, Jason, who serves as Broker of our company, I've helped build our real estate business based on integrity, faith, service and community. We are passionate about helping people not only find a house, but finding a HOME.

When I'm not working with clients, you will usually find me spending time with my family, supporting our kids in all of their activities, being outdoors, vacationing, or shopping! To me, real estate is about putting people first, and I would be honored to help guide you through your next move.

REALTY

PURCHASE PROCESS & TIMELINE



10 WAYS POINT REALTY CAN HELP:

1. We provide expert insight into neighborhoods, market trends, and home values so you can make informed decisions.
2. Your goals come first. We tailor your home search to match your lifestyle, budget, and vision.
3. From new listings to exclusive opportunities, we help you stay ahead in a competitive market.
4. We schedule and attend showings with you, offering honest guidance every step of the way.
5. We keep you informed throughout every stage of the buying process, ensuring you always know what comes next.
6. When it's time to make an offer, we negotiate strategically to help you achieve the best possible outcome.
7. We manage the details, coordinate with all parties, and keep your transaction moving smoothly.
8. Need a lender, inspector, or contractor? We connect you with professionals you can count on.
9. From the final walk-through to closing, we're by your side to ensure a seamless experience.
10. Our relationship doesn't end at closing. We're always here for market advice, referrals, or your next move.



WHAT IS DUE DILIGENCE?

Due diligence is the period of time after a purchase agreement is signed that allows a buyer to thoroughly research and evaluate a property before making a final commitment. Think of it as your opportunity to "do your homework" and make sure the property is the right fit.

During the due diligence period, buyers can schedule inspections, review important documents, and investigate any concerns about the home. This negotiated timeframe helps buyers make an informed decision and, if necessary, negotiate repairs or even walk away from the purchase before moving forward.



PHASE 1: CONSULTING

Initial Buyer Consultation

- Review all needed documents.
- Establish the “Needs” and “Wants” for your next home – price, size, type, area, amenities, schools – whatever is important to YOU!
- Establish your Timeline for buying.
- Discuss Lenders and the Loan Application Processes.
- Review and sign a Buyer Broker Agreement.

Visit Potential Properties and Research Values

- Tour homes that match your goals, lifestyle, and budget
- Receive expert insight on property values and current market conditions
- Compare your options with confidence as we help you find the perfect home

Establish a Lender Relationship

Choose a Trusted Lender

Connecting with a lender early is one of the most important steps in the home buying process. If you need recommendations, we're happy to connect you with trusted lenders.

Get Pre-Approved

A pre-approval helps you understand your budget and strengthens your offer when you find the right home.

Stay on Track

Once you're under contract, respond quickly to your lender's requests to keep your loan moving smoothly and help ensure approval before closing.

PHASE 2: NEGOTIATING THE OFFER PRICE

Purchase Price:

Fair price for the home based on its condition and current neighborhood comps

Upon the following terms, the undersigned Buyer agrees to buy and the undersigned Seller agrees to sell, through the Broker referred to below, the premises, described as being located in the State of Ohio, County of _____, Tax parcel no(s). _____ and further described as:

1. Purchase price shall be \$_____ in USD.

1.1 Additional Terms and Conditions

1.2 Buyer Broker Compensation

Inspection Period:

Also a remedy period; which is a period where repairs can be negotiated.

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6.3 Specified Inspection Period: Buyer shall have _____ (not applicable if the number of calendar days is not inserted) calendar days after the date of acceptance of the Contract by both parties to have inspections, environmental inspections, and/or tests completed. This time period shall be known as the Specified Inspection Period. The number of calendar days for the Specified Inspection Period is a specific time frame agreed upon by the Seller and the Buyer. The number of calendar days cannot be modified or waived except by a written agreement signed by both parties.

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6.4 If the Buyer is not, in good faith, satisfied with the condition of the premises as disclosed by the Buyer's inspections, tests, and/or reports provided for in paragraph 6.3, then the Buyer may elect to proceed under one of the following provisions, 6.4(a) or 6.4(b):

6.4(a) Agreement to Remedy Period: On or before the end of the Specified Inspection Period, the Buyer shall deliver to the Seller or the Seller's Broker a written request to remedy, signed by the Buyer, stating the unsatisfactory conditions, along with a written copy of the inspections, tests, and/or reports, if any, specifying the unsatisfactory conditions.

The Buyer and Seller shall have _____ calendar days (not applicable if the number of calendar days is not inserted), **after the end of the Specified Inspection Period**, to reach a written agreement regarding remedying the unsatisfactory conditions. This time period shall be known as the Agreement to Remedy Period. The number of calendar days for the Agreement to Remedy Period is a specific time frame agreed upon by the Seller and the Buyer. The number of calendar days cannot be modified or waived except by a written agreement signed by both parties. In the event the Buyer and Seller do **not** reach a written agreement regarding remedying the unsatisfactory conditions within the Agreement to Remedy Period, and the Buyer and Seller have **not** executed a written extension of the Agreement to Remedy Period, this Contract shall terminate. Upon termination of the Contract under this provision, the earnest money deposit shall be returned to the Buyer pursuant to paragraph 12.

PHASE 3: REVIEW, REPAIR & PREPARE

Negotiating Repairs With Sellers

Inspections may reveal items or systems in need of repair.

You may negotiate repairs with the sellers – and there is no limit to what you can request – however, there is no obligation on behalf of the seller to repair anything.

It is advisable to make repair requests in sufficient time to allow repair negotiations to be concluded (and repairs made) before the end of the Due Diligence Period.

Loan Approval

This is the final stage of the loan process before the file is submitted to the underwriting in order to receive the clear to close. Loan approval indicates that all requirements and conditions have been met and approved by the lender.



PHASE 4: WRAPPING UP

- Settlement & Closing
- Final Wrap-Up Period
- Loan Package Delivered To Title Company
- Schedule Closing
- Sign Settlement Statements and Closing Documents
- Fund Purchase
- Closing Complete
- Distribute Keys

SOLD!



WHAT OUR CLIENTS HAVE TO SAY:

There is nothing more rewarding than seeing our business grow through repeat clients and enthusiastic word-of-mouth referrals. **Having families trust us with their next chapters time and again is the highest compliment we could receive.** Below, you'll find featured stories and testimonials from the people we've had the pleasure of serving—and we look forward to helping many more Central Ohio families achieve their goals in the years ahead.

"The team over at Point Realty has been doing real estate deals for our family for many years, and has always been there to assist! They build long-term relationships with people and truly care!! Highly recommend this team!!"

-K.M.

"I would like to say how kind, understanding and good Jason was to me and my family. He listened and found the house that we were looking for. He walked us through every step in detail. There were no surprises at all anywhere. Keep up the good work. If I need a realtor in the future, I would come back to him. Thank You Jason!"

-M.M.

"Morgan works tirelessly to find the home that best fits your needs. She will not rest until all the details are aligned for your best experience. She is very knowledgeable about the local market and is happy to do the research to help you find the home of your dreams anywhere around the state. For the perfect balance of personal & professional, trust Morgan Gardner for all your real estate needs."

-B.B.

"Jason and his staff at Point Realty are absolutely amazing! It's not always that you have someone you can trust when buying or selling a house. In the many experiences I have had with him he has always looked out for me and my family every time. He is very knowledgeable and has made every experience easy. Thanks Jason and the Gardner Team for having my back and for being our family's go to for real estate needs!"

-K.K.

"We really love the service that Jason Gardner provides. We have both bought and sold properties with him and he has always done an excellent job. The main house we bought was not even for sale at the time and he was still able to get a deal done for us. We recently sold a commercial building that was also not even on the market and he worked out a great deal very quickly for us. I would not hesitate to use Jason again in the future, whether buying or selling a property."

-W.C.

"We had such a positive, smooth experience buying our first home. Jason was so helpful, kind and easy to work with. We can't thank him enough for all he did and effort he put into making this a great experience."

-C.R.

"Morgan is always available to answer your calls and explains the details of the process very thoroughly. She takes the time to make sure every question is answered and that you feel confident every step of the way. Her professionalism, patience, and genuine care made the entire experience smooth and stress-free."

-K.W.

"Can't say enough about Morgan and she goes above and beyond with her customer service and her knowledge in real estate is second to none. She will be our realtor for life!"

-C.N.

MORE THAN BUYING AND SELLING HOMES



At Point Realty we believe real estate is more than buying and selling homes - it's about building relationships, serving people with **INTEGRITY** and helping people move confidently into their next chapter. As a locally owned brokerage, we were founded on faith, family values, professionalism and a passion for serving our communities.

With a client-first approach, strong marketing expertise and personalized service, we are committed to delivering a real estate experience built on **TRUST, COMMUNICATION and RESULTS!**



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