

MOVE BEYOND YOUR EXPECTATIONS

Buyers' Guide



Pacific

Sotheby's
INTERNATIONAL REALTY





Welcome *Home*

We take great pride in discovering and bringing to life the unique qualities of every home. With our extensive experience, resources, and global connections, we skillfully match these special properties with those who will cherish them as we do.

We understand that purchasing a home is one of the most significant financial decisions of your life. It involves not only finding a new place to live but also making a substantial investment and creating a valuable asset. By partnering with a Pacific Sotheby's International Realty Advisor, you will gain access to expert support, market knowledge, and strategic skills, ensuring you navigate the competitive market with confidence and security.

10 Essential Advantages of Representation

1

KNOWLEDGE & EXPERIENCE

Our expertise delivers in-depth insights into the local market, from pricing trends to sought-after neighborhoods, empowering you to make confident, informed decisions.

2

SUPERIOR ACCESS

We provide exclusive access to Off-Market, Coming Soon, and Broker Exclusive listings, offering you a competitive edge with properties not yet available to the public.

3

VAST NETWORK

We have access to a global network of industry professionals, including inspectors, mortgage brokers, and other real estate advisors, to expedite processes and unearth opportunities, ensuring a seamless experience for you.

7

TRUSTED COUNSEL

Buying a home can be emotionally charged. We serve as confidential advisors and fiduciaries, ensuring that emotions don't cloud judgment or derail a transaction.

8

FUTURE GUIDANCE

Even after your transaction is complete, you can rely on us as a trusted resource, always available to provide advice on home improvements, market trends, and much more.

4

CONTRACT NAVIGATION

We are well-versed in the complexities surrounding the legal paperwork involved in real estate transactions and can help you navigate disclosures and reports, helping you avoid mistakes.

5

PROBLEM SOLVING

We have a proven track record of overcoming hurdles and are equipped to tackle any obstacles that may arise, ensuring a smooth and successful outcome.

6

TIME SAVING

We handle all the behind-the-scenes work, from property research to paperwork, streamlining the process and saving you valuable time.

9

RISK MITIGATION

Mistakes in real estate can be costly. With our experience, we will help you make the right investment.

10

PROFESSIONAL DEVELOPMENT

The real estate market and its regulations are continually evolving. Pacific Sotheby's International Realty is committed to continuous education and learning, ensuring we provide you with informed and experienced service that stays ahead of the curve.

Advisory Fees

Pacific Sotheby's International Realty and your advisor are compensated by you per the terms of a Buyer's Representation Agreement.

SELLER-PAID BUYER'S BROKER COMPENSATION

The seller may offer or agree to pay a Buyer's Broker compensation through a concession. In most transactions, we will request that the seller pay the Buyer's Broker compensation as a term of the transaction.

BUYER-PAID COMMISSION

The seller may only offer a portion of the buyer's broker compensation in any particular transaction. Any portion of the Buyer's Broker compensation not covered by a concession, would have to be paid by you pursuant to the terms of the Buyer's Representation Agreement.





The Journey of Purchasing a Home

Initial Consultation

Getting to know you
and your goals

Property Search

Finding the perfect fit

Negotiation

Delivering the best price
and terms for your purchase

Pre-Approval

Defining budget and
price range

Offer Submission

Crafting a competitive
offer that aligns with
market conditions

Home Inspection

Examining the
condition of the home

Insurance

Obtaining Homeowner's Insurance

Mortgage Financing

Obtaining lender commitment

Settlement

Reviewing and executing final purchase documents

Coordinate and Appraisal

Valuating your future home

Pre-Settlement Walk-Through

Confirming of condition of the property prior to closing

New Home Awaits

Welcome home





Financial Preparation

The most important first step in the home buying process is understanding the loan programs available and the qualifying requirements of each program.

PREPARING FOR THE LOAN APPLICATION

1. All financial specialists will require you to provide proof of assets and income, good credit standing, employment verification, tax returns, and other personal financial documentation.
2. Review all available loan products with your financial provider to determine which loan is best suited for your situation.
3. Discuss your credit standing and income to ensure you qualify for the type of loan you want.
4. Seek alternatives with your lender if your current credit and income situation do not qualify you for a specific loan type. There are many non-conventional loan products available for unique situations.
5. For self-employed borrowers, a financial specialist can help you compare the cost difference between increasing your taxable income to qualify versus using a bank statement program with a higher interest rate.

Following these initial steps will enable your loan specialist to prepare a strong pre-approval letter when you are ready to begin the home shopping process.

Making an Offer

Once you have found the property you want, we will write a purchase agreement. While much of the offer is standard, there are a few areas we can negotiate:

PRICE

What you offer on a property depends on a number of factors, including its condition, length of time on the market, buyer activity and the urgency of the seller.

DUE DILIGENCE PERIOD

Conducting your inspections expeditiously shows seriousness and increases your odds of acceptance.





MOVE IN DATE

If you can be flexible on the possession date, the seller will be more apt to accept your offer over others.

OFFER DETAILS: INCLUSIONS & EXCLUSIONS

Often the seller plans on leaving major appliances in the home; however, which items stay or go is often a matter of negotiation.

Typically, you will not be present at the offer presentation. We will present it to the listing agent and/or seller. The seller will then do one of the following:

Accept the offer | Reject the offer | Counter the offer

By far the most common of these is the counteroffer. If a counteroffer is presented, you and I will work together to review each specific area of it, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.





Physical & Other Inspection Contingencies

There may be numerous contingencies, and your Advisor will help you navigate through them.

If you have an Inspection Contingency this will allow you to order further inspections and reports to gather more information about the property.

YOUR ADVISOR WILL ASSIST WITH:

- Recommending and arranging inspectors for necessary inspections
- Scheduling and coordinating inspection appointments
- Conducting an Agent Visual Inspection for each property
- Reviewing and discussing Inspection Reports with you
- Liaising with your lender as needed
- Facilitating appraiser access and providing comparables
- Offering homeowners insurance resources and options
- Assisting with Requests for Repair, if applicable
- Removing any remaining contingencies

Home Warranty & Insurance

Protecting Your Investment

FIRE AND HAZARD INSURANCE

Once you have a home under contract, it is critical that you contact your insurance company right away to get a quote on insurance. You can request a Claims History Report from the seller as part of the due diligence documents in the contract, which will give you a 5-year history of any claims on the property.

FLOOD INSURANCE

Many policyholders do not realize that basic homeowner's insurance does not include protection from flood damage. Instead, the Federal Emergency Management Agency (FEMA) administers flood insurance through a federal program. Flood insurance may be purchased as a separate policy. Be sure to have your insurance agent check to see if the property is in a flood zone.

HOME WARRANTY

As an additional benefit, some sellers provide a Home Protection Plan for the buyer. This coverage is good for one year on selected items, such as: central heating & air, interior plumbing, and built-in appliances. If the home you choose does not have a Home Warranty, you can acquire the coverage yourself, ask your Advisor for more details.





Preparing to Buy

PERSONAL CHECKLIST FOR PRIORITIZING YOUR MOST IMPORTANT CONCERNS

In what areas are you interested in living? _____

Are there specific neighborhoods you prefer? _____

What is your price range? _____

Is having a homeowners association important to you? ☐ YES ☐ NO

Do you have a lender? ☐ YES ☐ NO Have you been pre-approved? ☐ YES ☐ NO

Do you need to complete your existing lease? ☐ YES ☐ NO Lease end date _____

Do you need to sell your current residence? ☐ YES ☐ NO

If yes, describe your home: _____

What is your timeline for purchasing a new property? _____

Do you prefer: ☐ 1-story ☐ Multi-level ☐ No preference

Preferred number of bedrooms: _____ Preferred number of bathrooms: _____

Preferred square footage: ☐ Under 1,000 ☐ 1,000-1,500 ☐ 1,501-2,000 ☐ 2,001-2,500

☐ 2,501-3,000 ☐ 3,001-3,500 ☐ 3,501-4,000 ☐ 4,001-4,500 ☐ 4,501+

Which of the following are important in your new home? ☐ Yard ☐ Pool ☐ New Construction

☐ Fireplace ☐ AC/Heating ☐ Office ☐ Children's Area ☐ Hardwood Floors ☐ Garage

Which of the following are important to you about your new neighborhood? ☐ Easy Commute

☐ Parks ☐ Shopping/Restaurants ☐ Freeway/Transit ☐ Private Schools ☐ Public Schools

Other things that are important: _____

Mortgage Loan Checklist

BE PREPARED

CONTRACTS

- ☐ Copy of Sales Contract (on the purchase of your new home)
- ☐ Copy of Sales Contract and certified copy of Closing Statement (on the sale of your present home)

RESIDENCE HISTORY

- ☐ Past 24 months of residence with complete addresses and dates
- ☐ If currently renting, landlord's name and contact information

EMPLOYMENT HISTORY

- ☐ Employers for the past two years with complete addresses and dates
- ☐ W2 forms (most recent two years)
- ☐ Tax returns with all schedules (most recent two years)
- ☐ If self-employed, YTD profit and loss statement and current balance sheet
- ☐ If you have gaps in employment, be prepared to explain

ACCOUNTS

- ☐ Copies of most recent statements (3 months) for all loans and credit cards with current balances
- ☐ Copies of most recent bank statements (3 months) for all accounts, stock brokerages, mutual funds, IRAs, pensions, etc.

CURRENT REAL ESTATE

- ☐ Property addresses with estimated market values
- ☐ Outstanding loan balances (bring copy of recent loan statement)
- ☐ Amount of monthly payment
- ☐ Amount of monthly rental income (copy of rental agreements)

PERSONAL PROPERTY

- ☐ Net cash value of your insurance
- ☐ Year, make and value of all vehicles
- ☐ Value of your furniture and personal property
- ☐ Value of any additional property used to procure loan

IF APPLICABLE

- ☐ Copy of divorce papers
- ☐ Certificate of eligibility & DD214 (for VA only)
- ☐ Copy of drivers license and Social Security Card (for FHA only)

