



HOME BUYER'S GUIDE

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WHAT TO EXPECT



Introduction



How to win in this market



Let's talk about your wants and needs



I'll answer all of your questions



Together, we'll identify next steps

YOUR HOME FORM

Price Range:

Square Foot Range:

Number of Bedrooms:

Basement:

Den/Office:

Single-Level or Two-Story:

Number of Bathrooms:

Describe your ideal home (kitchen features, flooring, corner lot, garage size, lot size, etc.):

In a perfect world, when would you like to move into your new home?

Any other features or search criteria that would be helpful for me to know?

Describe your ideal location (cities, specific zip codes, cross streets, school districts, etc):

If we find your dream home, are you able/willing to write an offer today?

Have you purchased a home in the past. If so, what was that experience like?



WHY WORK WITH ME



**22 Years of Military Leadership with a
Proven Record of Results**

**Deep VA Loan & Military Relocation
Expertise**

Local Las Vegas Market Knowledge

Proven Negotiator & Problem Solver

A Dedicated, Solo Point of Contact

A Process Built Around You, Not a Script

KNOW THE EXPENSES

We all know that it is important that you know ALL of the expenses involved in buying a home. Below are all the costs that will get you to the finish line:

1

DOWN PAYMENT
0-5% minimum

2

CLOSING COSTS
1-2%

3

EARNEST MONEY
1-2%

4

INSPECTION
\$300-\$650

5

APPRAISAL
\$600-\$750

6

OTHER INCIDENTALS
Variable

KNOW THE TIMING

The home-buying process can feel long but I will guide you through each step.

- Hire an Agent and Start the Process
(2-6 months out)
- Get Pre-Approved for a Loan
(2-6 months out)
- Begin looking at homes
(2-3 months out)
- Go Under Contract
(1-2 months out)
- **CLOSE!**
- First Mortgage Payment
(30-60 days after close)

KNOW THE MARKET

How to win in our competitive market:

- ✓ OFFER A COMPETITIVE PURCHASE PRICE
- ✓ SECURE GREAT FINANCING
- ✓ SET A TIME FRAME THAT MAKES SENSE FOR THE SELLER
- ✓ MINIMIZE CONTINGENCIES
- ✓ EXPLORE STRENGTHENING OPTIONS
- ✓ I'LL ADVOCATE AND EXPERTLY REPRESENT YOU



WHERE IS OUR MARKET AT **TODAY**?

Interest rates, seasonality and housing inventory all affect the local market.



HOW WE BUILD A STRONG OFFER

I'm excited to help you achieve your goals!.

- 1. Understand the property's true market value**
- 2. Structure a competitive purchase price**
- 3. Secure strong financing/pre-approval**
- 4. Protect you with the right contingencies**
- 5. Negotiate credits, repairs, and terms when appropriate**
- 6. Identify opportunities to strengthen the offer without taking unnecessary risk**
- 7. Advocate for you from offer through closing**

