

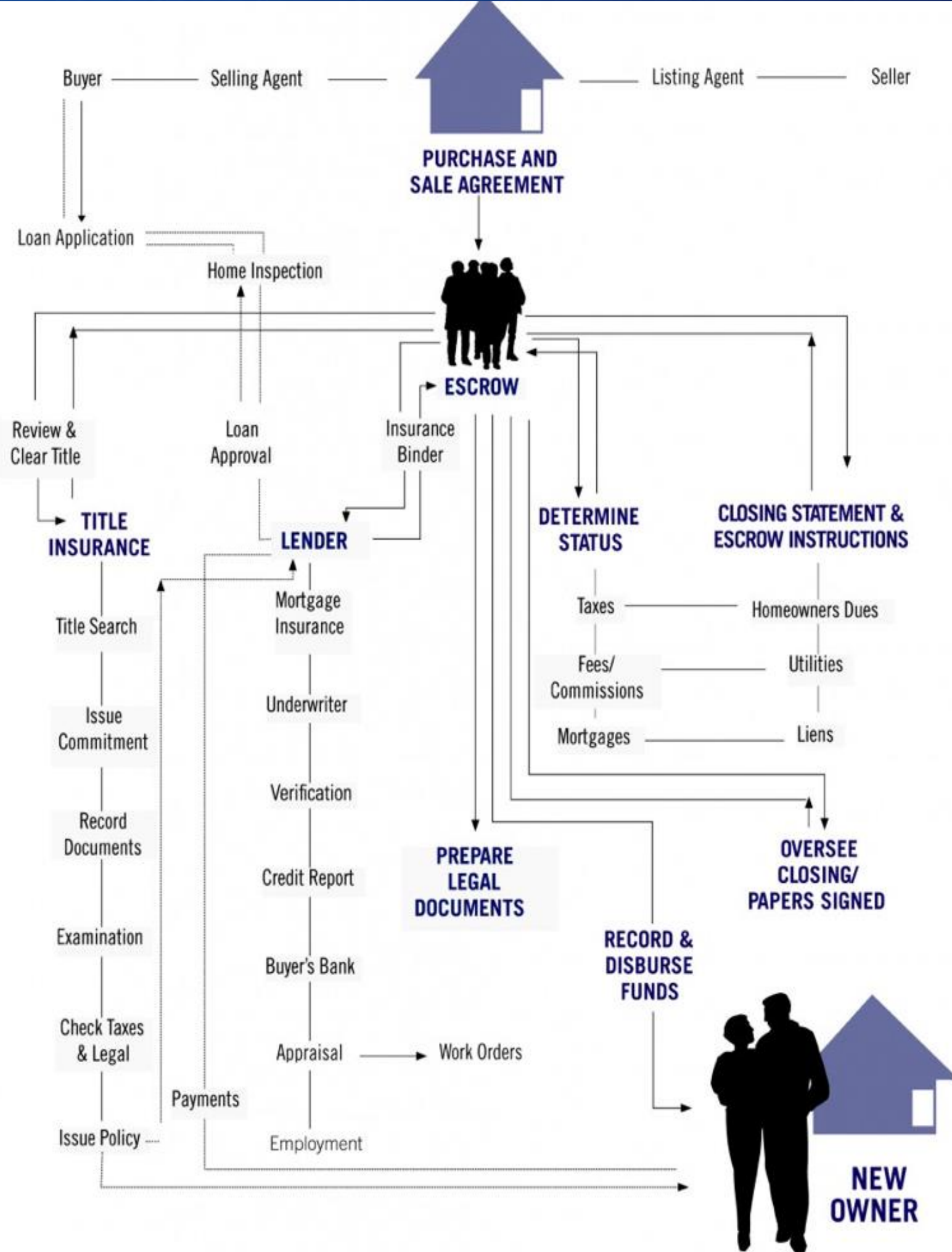


# The Keys to Buying Your Home



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# About Working with Me



**My Mission: to provide the finest real estate services in the greater Los Angeles area with uncompromising principles.**

**My Strengths and primary value to you, my clients:**

- 1. Representation**
- 2. Negotiation**
- 3. Transaction Management**



# Getting the right Representation



- **Best Interest**
  - *what's best for the client*
- **Best Price**
  - *to get to mutual acceptance*
- **Best Terms**
  - *from financing to occupancy*

# Having an expert at Negotiations



## **Prepare an Offer & Acceptance Strategy**

- ☑ Market Analysis of Competing and Sold homes

## **Present the offer in person to sellers**

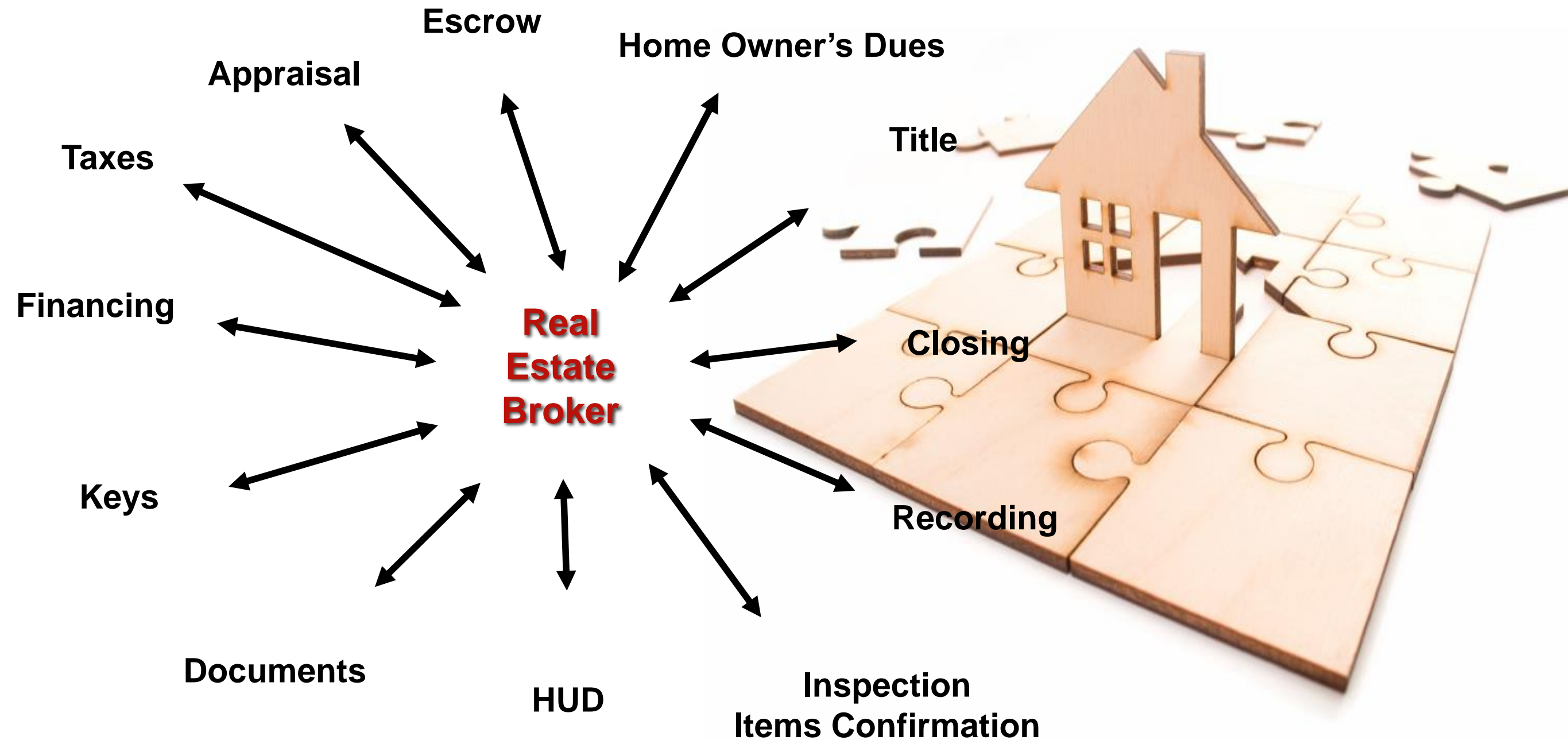
- ☑ Working together with the listing agent

## **Handle the Details**

- ☑ Inspections, contingencies, closing costs, remedies,  
etc



# Managing the Transaction



# Partnering with The Right Team

A complex **Real Estate Transaction** has become even more so over the past few years. And since buying a home is one of the greatest emotional and financial investments anyone can make, having the right **mortgage, escrow, and title** team who can get the job done is crucial.







# Having a Successful Closing!

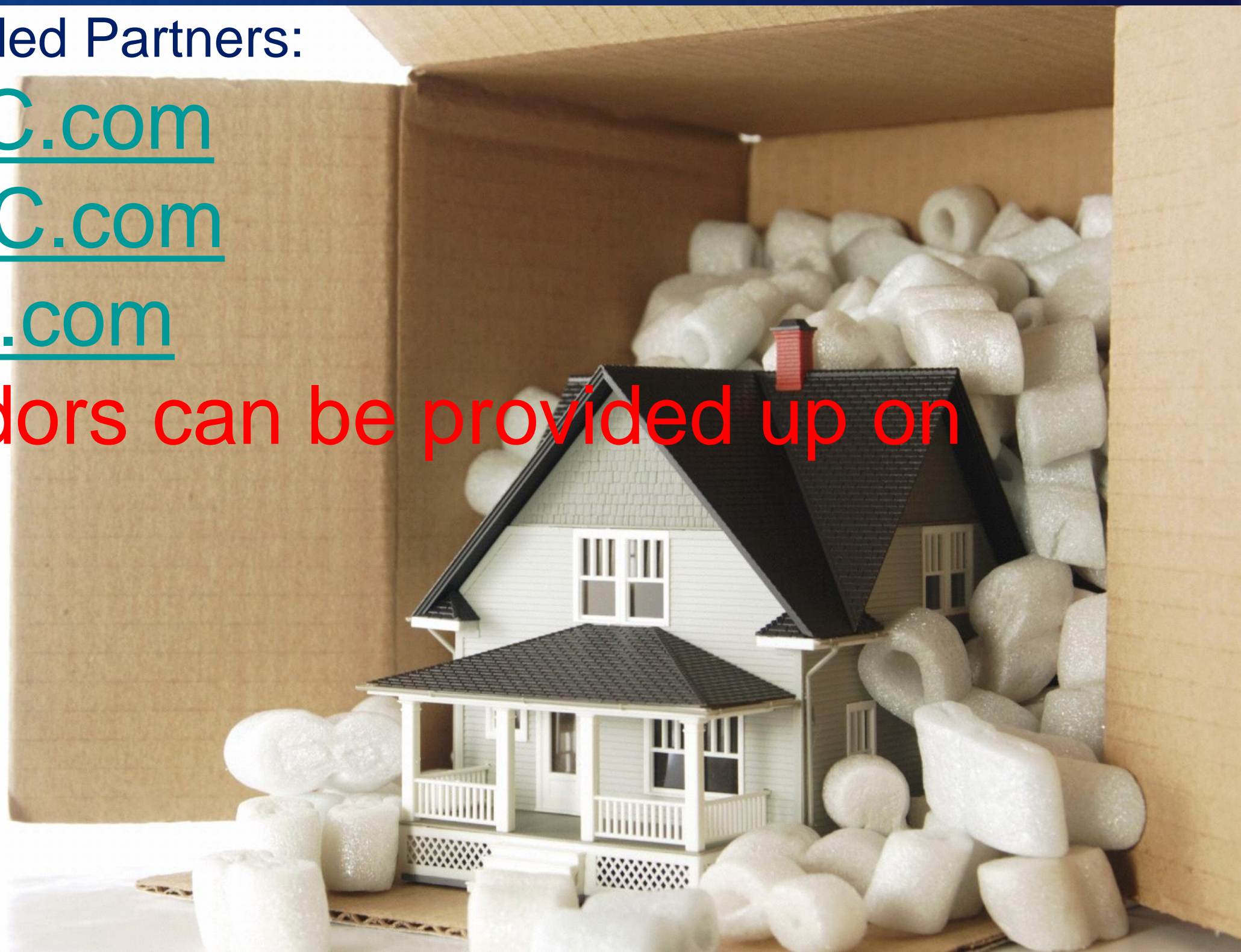
*My Recommended Partners:*

[www.ORTC.com](http://www.ORTC.com)

[www.FNTIC.com](http://www.FNTIC.com)

[www.CITC.com](http://www.CITC.com)

Other vendors can be provided up on request.





# Our Next Steps



- 1: Representation
- 2: Purchase and Sale
- 3: Negotiating the Offer
- 4: The Home Inspection
- 5: The Transaction Process
- 6: Loan Commitment
- 7: The Appraisal
- 8: Title and Escrow
- 9: Final Week of Closing
- 10: Post Closing Services







- The Buyers Agency Agreement
- We work as a team during the entire process
- You receive uncompromising representation
- You hold me accountable to my obligations

Committing to the Partnership