

APRIL TAVARES, REALTOR INIGUEZ & TAVARES TEAM

Your Guide to Buying with Confidence

MORE THAN A TRANSACTION; A ROADMAP, A STRATEGY, AND A
TRUSTED PARTNER FOR YOUR HOME JOURNEY.



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INIGUEZ & TAVARES
— TEAM —



**APRIL TAVARES
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- ✓ Nearly 20 years local
- ✓ 200+ families served
- ✓ Concierge-level support

Let's design a plan for
your home journey;
clear, personalized and
stress-free.



Hi, I'm April Tavares, your dedicated Silicon Valley Realtor (DRE #01742179). For nearly 20 years, I've helped more than 200 families buy and sell homes across Santa Clara County: Saratoga, West San Jose, Cupertino, Willow Glen, and beyond. I also assist buyers and sellers in select nearby markets, including lower Alameda County and Santa Cruz County, while leveraging a trusted statewide and nationwide referral network when clients move outside the Bay Area.

Buying a home here can feel overwhelming. High prices, low inventory, multiple offers, and fast-moving timelines are the norm. My job is to remove the stress and add strategy. I'll bring you options you can't find online, negotiate with a cool head, and keep the process calm and on track.


Whether you're a first-time buyer or moving up to your dream home, my concierge-level service means I handle the details while you focus on the excitement of what's ahead.


Let's turn your real estate goals into reality.


Proof in Action


REAL SUCCESS RESULTS FOR REAL CLIENTS


Miki's Results at a Glance

 Viewed 24+ homes together

 Found the right neighborhood fit

 Negotiated a credit to reduce her interest rate and ease closing costs

 Purchased below list price

 Closed in under 6 weeks

Miki's Story - From Yelp to Keys in 6 Weeks

Challenge: Miki, a first-time homebuyer, found me through Yelp while searching for someone she could trust. She wanted to find her place in Silicon Valley but wasn't sure which neighborhood best matched her lifestyle or who to trust. Like many buyers in today's market, she felt overwhelmed by the options, the pace of the market, and the pressure of making the "right" decision.

The Process: We began with a Zoom consultation to learn about her goals and how I work. Together, we built a strategy. From there, we toured more than 24 homes across several neighborhoods. This process helped her gain clarity on her must-haves, nice-to-haves, and the lifestyle each area offered. Through each step, I provided guidance, kept her informed, and made sure she felt confident in her decisions.

The Win: When we found the right home, I negotiated a valuable credit she used to reduce her interest rate and ease closing costs. Even better, her final purchase price came in below the listing price—an uncommon outcome to receive both a closing cost credit and a reduction in sale price. From our first Zoom call to the day she received her keys, Miki was in her new home in just under 6 weeks.

“

April explained every step clearly and patiently, which made me feel safe and confident throughout this big journey.”






— Miki, San Jose Homebuyer

”

Every buyer's journey is unique. My role is to create opportunities, remove obstacles, and help you achieve the best outcome possible.

Proof in Action

Trevor's Results at a Glance

-  Clarified must-haves and budget
-  Connected with trusted loan officer
-  Flexible tours on his schedule
-  Negotiated key contingencies for protection
-  Secured his ideal home, with protections in place, even in a competitive market.

REAL SUCCESS RESULTS FOR REAL CLIENTS

Trevor's Story

From Overwhelmed to Confident First-Time Homeowner

Challenge: Trevor, a young professional new to San Jose, wanted to buy his first home but didn't have family nearby for support. He was unsure what he needed, overwhelmed by the market, and uncertain about how to even begin.

The Process: We started by clarifying his must-haves, budget, and lifestyle priorities. I connected him with a trusted loan officer and walked him through every detail of the financing and purchase process. Together, we toured homes around his busy work schedule, and I explained each step, from disclosures to contingencies, so he always felt confident and informed.

The Win: Trevor found a home in the exact neighborhood he hoped for, even during one of the most competitive market spikes in recent years. While many buyers were pressured to waive protections, I negotiated key contingencies as safeguards, giving him confidence and peace of mind without losing the deal. The result was a smooth close, with terms that fit comfortably within his budget and the reassurance that he was fully protected.

“ April did an amazing job guiding me through my first home purchase in the San Jose area. She helped me clarify my priorities, explained every step in incredible detail, and made sure I never felt alone in the process.”
— Trevor B., First-Time Homebuyer ”

Every buyer's journey is unique. My role is to advocate fiercely, negotiate strategically, and ensure you're fully protected so you can buy with confidence no matter the market.

Your Home Buying Journey

From Consultation to Keys

Every step has a strategy — and I'll guide you through it with clarity, care, and experience.



Discovery Consultation - Step 1

We'll clarify your goals, must-haves, and timeline so you feel confident and supported from the very start.



Financial Preparation - Step 2

I'll connect you with trusted and experienced local lenders if needed and make sure you understand your buying power up front.



Curated Home Search - Step 3

Forget endless scrolling, I'll hand-select homes that match your lifestyle, needs, and future plans. You'll also get early alerts and access to off-market opportunities. We'll tour with purpose and perspective.



Crafting the Right Offer - Step 4

When it's time to make your move, I'll guide you in writing an offer that's competitive, compelling, and aligned with your comfort.



Strategic Negotiation - Step 5

Whether it's price, terms, or repair requests, I'll advocate for your interests while maintaining professionalism that keeps deals together.



Offer Accepted & Escrow Begins - Step 6

Once accepted, we'll enter escrow and manage key deadlines. I'll keep you informed, on track, and feeling calm throughout.



Due Diligence - Step 7

This includes inspections, appraisal, and disclosures. I'll help you interpret results, negotiate repairs or credits, and protect your interests throughout.



Final Loan Approval - Step 8

Your lender completes underwriting and gives the green light for closing. I'll coordinate with them to ensure a smooth finish line.



Final Walkthrough - Step 9

We do a last check of the property to ensure it's in the agreed-upon condition before we close.



Closing & Keys - Step 10

You sign, you smile, you get the keys. This isn't just a transaction. It's the start of your next chapter. And I'll be here long after move-in as your trusted resource.

BUYING A HOME CAN FEEL OVERWHELMING, BUT WITH THE RIGHT GUIDE, IT DOESN'T HAVE TO. MY ROLE IS TO SIMPLIFY, PROTECT, AND ADVOCATE, SO YOU CAN ENJOY THE JOURNEY TO YOUR NEW HOME.

Getting Clear on What Matters Most

Buying a home is about more than bedrooms and bathrooms. It's about the life you'll live there. Use these prompts to help us design a search that truly fits you.

Lifestyle

- ☐  **Your Daily Rhythm:**
What does your ideal day at home look like? (morning routine, evening unwind)
- ☐  **Community Vibe:**
Are you looking for a quiet retreat, a lively community, or something in between?
- ☐  **Neighborhoods You Love:**
Which neighborhoods or areas feel most "you"?
- ☐  **Schools, Commute & Walkability:**
How important are schools, commute, or walkability in your decision?
- ☐  **Lifestyle Amenities:**
Do you want access to parks, trails, shopping, or dining nearby?

Must-Haves vs. Nice-to-Haves







- ☐  **Non-Negotiables:**
What are your non-negotiables in a new home? (e.g., yard size, number of bedrooms, home office)
- ☐  **Wish List:**
What features would be nice-to-have but not essential?
- ☐  **Deal-Breakers:**
Are there any red flags or features you absolutely want to avoid?
- ☐  **Space for Your Life:**
Do you need space for pets, hobbies, or entertaining?
- ☐  **Future Fit:**
How do you see this home fitting your life in the next 5–10 years?

SHARE YOUR ANSWERS WITH ME, AND I'LL CREATE A PERSONALIZED SEARCH PLAN FOR YOU WITHIN 24 HOURS.







The Value of Representation

With the right advocate, you gain peace of mind, protection, and stronger results at every step.

ON YOUR OWN

-  Limited to online listings only
-  Negotiating under pressure without guidance
-  All contracts, deadlines, and disclosures fall on you
-  Higher risk of overpaying or missing repair credits
-  Hours spent managing searches, showings, and paperwork
-  No one to call if issues pop up after closing onward

WITH APRIL TAVARES

-  Early alerts and access to off-market homes many buyers never see
-  Fierce, strategic negotiation that protects your best interests
-  Contracts and disclosures reviewed and explained clearly
-  Savings through negotiated credits, repairs, and terms
-  Streamlined process that saves you time and stress
-  Ongoing support and trusted advice long after move-in

With the right representation, you don't just buy a house — you gain a trusted guide, skilled negotiator, and long-term partner for your real estate journey.

Concierge-Level Pledge

PARTNERSHIP THAT LASTS BEYOND THE KEYS

Closing day is only the beginning of our relationship. I'm committed to being your trusted advisor, resource, and advocate for years to come, long after the ink has dried and the keys are in your hand.

Here's what you can expect when we work together:

Personalized Guidance 🎯

- A plan designed around you, never a cookie-cutter approach.

Strategic Advantage 📝

- Proven offer strategies, hands-on disclosure reviews, and skilled negotiation to protect your interests.

Seamless Experience 🤝

- Proactive coordination with lenders, escrow, inspectors, and vendors so you always feel supported, never overwhelmed.

Trusted Connections 🛠️

- Access to my network of vetted lenders, inspectors, contractors, movers, and service providers — before and after closing.

Post-Close Concierge 🏠

- Utility transfer checklist
- Annual home value updates
- Vetted vendor referrals for projects & repairs
- Tax & property reminders
- Quick answers whenever you need them

Long-Term Partnership 🌟

- Many of my clients reach out months or even years after closing and I wouldn't have it any other way.

Ready to start your home journey? Let's connect and design a plan that fits you.

My promise is simple: concierge-level service, expert advocacy, and genuine care. Not just until you get the keys, but for as long as you own your home.

“April doesn't go away after closing — she's the first call I make whenever I have a question about my home.
- Past Client, 3 Years After Closing
San Jose”

THE BUYER BROKER AGREEMENT: WHAT IT MEANS FOR YOU

This isn't just paperwork. It is your assurance that you'll have an advocate fully in your corner.

A New Rule That Protects You

In 2024, the NAR lawsuit settlement made big headlines, changing how buyer representation is handled nationwide. While many states are still figuring out how to apply those rules, California took the lead.

Starting January 1, 2025, California law (AB 2992) requires a Buyer Representation Agreement before an agent can show property. This ensures more clarity and more safeguards for you:

- Exactly what services I'll provide
- How and when compensation is earned
- By law, agreements must expire within 3 months unless renewed

Best of all, these agreements are flexible. They can cover a single property or a longer search. Think of it as dating before marriage. You can start with a shorter commitment and extend if it feels right and you are seeing the value.

How It Benefits You

- ✓ A dedicated advocate working solely for you — not the seller
- ✓ Full transparency on services, responsibilities, and compensation
- ✓ Priority access to off-market and exclusive listings
- ✓ Skilled negotiation that protects your best interests
- ✓ Flexibility: single-property or longer-term agreement (up to 3 months)

Why It Matters

This isn't just red tape. It's peace of mind. With California's leadership in real estate law, you now have even more protection and clarity as a buyer.

Let's Make It Official

I'm here to guide you, negotiate fiercely on your behalf, and help you win in today's market. Together, we'll choose the agreement structure that feels right for you — and then I can roll up my sleeves and get to work finding your perfect home.

Frequently Asked Questions



Here are a few commonly asked questions.

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|---|---|
| 1. What if the seller pays my agent's commission? | Great question — often, sellers do offer compensation, which may cover my fee. If not, we'll review options together up front so there are no surprises. |
| <hr/> | |
| 2. Can I start with a short-term agreement? | Yes! Agreements can be written for a single property or up to three months. Think of it as dating before marriage. You stay in control. |
| <hr/> | |
| 3. What if I change my mind about buying? | Life happens. If your plans shift, we'll adjust or end the agreement. My goal is to be your trusted resource, not add stress. |
| <hr/> | |
| 4. What will I pay up front? | Typically, your upfront costs include your earnest money deposit and any optional inspections. We'll review timing and amounts together before you write. |
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| 5. How fast can we get started? | We can meet on Zoom this week, align your goals, and start touring as soon as your pre-approval is in hand. |



April Tavares ✨



I hope this guide has provided valuable insights into buying a home. Your Home Matters
Buying a home in Silicon Valley is competitive — but with the right guide, it doesn't have to feel overwhelming. My role is to simplify the process, protect your interests, and negotiate fiercely on your behalf so you can focus on the excitement of finding your new home.
For nearly 20 years, I've helped hundreds of families achieve their real estate goals with confidence. I'd love to do the same for you.

Remember, knowledge is power in real estate. If you have any questions or want to discuss your specific situation, I'm here to help. Your dream home is out there, and I'm excited to see you find the best path to make it yours.

Ready to take the next step? Let's connect and explore your options together.



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follow on |  

let's connect

Scan the QR code to stay in the know about local happenings, hot new listings, fun things to do, and so much more.

