

ENGEL&VÖLKERS[®]
TRISH LUZZI



Buyer's Guide





The Engel & Völkers Buying Experience

From starter homes to dream homes, Engel & Völkers advisor, Trish Luzzi, provides unique and personalized buying experiences for each of her clients in both Western North Carolina and Southwest Florida.

Trish believes that buying a home is one of the most important decisions you will make, and it is an honor to be a part of clients' journeys and guide them through successful transactions. As a trusted advisor, Trish Luzzi makes it her responsibility to understand your home buying goals - from your overall vision and budget, to neighborhood amenities and architectural details - and to help you discover the right space to call your own. To Trish, luxury is the richness of life the begins and ends in the most importance space we know - home.



The Power of Investing in Ownership



HOME EQUITY

There are both financial and emotional benefits to owning a home. After all, a home is the center of your world.

When you own a home, you are investing your money into your future. Home equity has the ability to increase each time you make your monthly mortgage payments, as well as when you make smart home improvements. In a strong economy, home values can increase each year. The greater your equity, the more you can capitalize on your home's value over time.

Partner with Trish Luzzi

Engel & Völkers is known around the globe for the unmistakable service experience that Trish and other E&V advisors provide to their clients. Trish Luzzi offers more than your typical real estate agent, representing an elevated level of service, expertise and performance.

Trish, along with each firm that she is affiliated with, is well-respected within the community and those who have a deep understanding of client service. Trish knows the people, the places, and the nuances of each street, neighborhood, and state she represents.





FIXED COSTS

Seek professional advice from your tax consultants and mortgage advisors about financing options (if you are financing) to tailor your investment commitment to your specific needs.

If you need a recommendation to a local professional, Trish is happy to provide one.

CREATIVE FREEDOM

Owning a property allows you to surround yourself with an aesthetic that reflects your personality and brings you joy. The possibilities can be endless when it comes to turning your home into your dream space.

STABILITY

A home should be a place of comfort and happiness. With homeownership comes a sense of security in an investment and a space where memories are made.



Breaking Down the Buying Process

The reasons for buying a home are personal, so the first thing you want to consider is what you want to achieve by purchasing a home. Buying a home is filled with both strategic thinking and emotions. As your consultant, Trish Luzzi helps you understand the market landscape, and determine, based on your goals, if now is in fact the right time to buy and then identifying the correct approach. Trish will also help you identify key factors relating to your search like:



YOUR BUYING POWER

It's important to identify what you are able to afford when it comes to a home and how much a lender is willing to loan based on key factors such as income, debt, expenses, etc. Trish Luzzi can help you work within that budget and take into account other considerations as it relates to the property you seek.



YOUR MUST-HAVES

Identify your must-haves and list them out in priority, for you and whomever you may be purchasing a home with. Make a list of your non-negotiables when it comes to a home and take that with you when you are visiting properties with Trish.



WHAT TYPE OF HOME YOU WANT

Are you looking for a single-family home, townhouse, condominium, co-op or a multi-family building? There are many options and considerations for each that will impact your search. It is important to identify your lifestyle and how each of these property types might align with you and your family.



LOCATION, LOCATION, LOCATION

This is one of the most important factors to consider when you're looking for your new home, because unlike structures, paint colors, and flooring, the location of your home cannot be changed. Beyond the physical location of your home within the city or town, you should also think about its location in the neighborhood, community, and/or building as this too will have an impact on your home's value.

The Buying Process

Whether you are looking to purchase your first home, a vacation home, or an investment property, Trish

Luzzi maintains an active list of available local homes, and also has access to listings worldwide through the global Engel & Völkers network.

Trish takes pleasure in working with each of her clients, and preparing them, for the home-buying process through the following steps:

- Select your real estate advisor
- Gain pre-approval (if financing the purchase)
- Have an initial consultation with your advisor (pre-approval in hand) to establish your buying strategy
- Shop for your new home
- Work with your advisor to present a well-crafted offer and allow them to negotiate on your behalf
- Home Inspection
- Appraisal
- Finalize Documents
- Final Walk-Through
- Closing & Move In





Moving Checklist

Packing Tips

1. Separate your valuables and important documents, and keep them with you during the move.
2. Prepare a 'Start-Up Kit' of items that travel with you. This way, if your belongings arrive late, or you are delayed in unpacking, you will have what you need immediately on hand.
3. Label boxes by items and rooms to make unpacking an easier process.



DECLUTTER AND DONATE

Before you begin packing up boxes, take inventory of your furniture and other belongings to decide what to keep and what to purge. If items are not worth the effort of packing, moving, and unpacking, considering donating, selling, or discarding.



STRATEGIZE

A smooth and successful move is only possible with a plan. Select a moving day to work toward. Identify and engage a moving company as soon as possible - Trish is happy to make a recommendation.



PACK

Purchase your moving supplies including boxes, moving labels, bubble wrap, etc. and begin packing items that won't be needed between now and your move date. These may include decorations, photos, and off season clothing. From there you can pack in level of priority.



CHANGE YOUR ADDRESS

Make sure to not only update your address with friends, family, and service providers, but also any mailing clubs, subscriptions and utility companies for both ending services and activating them at your new address.



WHAT TO EXPECT: CLOSING DAY

As long as everything is in order, closing day should be simple and straightforward. Closing day typically happens 4-6 weeks after the contract goes into effect. Closing will occur between buying and seller and their respective agents/advisors. The closing attorney will conduct the closing and the lender (if applicable) will be in attendance.



FINAL PREPERATIONS

The time has finally come and your hard work has paid off! Now you can focus on saying your goodbyes and enjoying the exciting new elements of your new home. Upon move in, make sure to change locks and have new keys made.

Be sure to bring two forms of identification, certified funds for any remaining costs, and any additional documents requested by the lender. Once all the paperwork is signed, you'll receive the keys to your new home and it's off to celebrate!



Live Your Luxury

I look forward to the opportunity to demonstrate the Engel & Völkers process, precision, and passion for service, so that you can focus on living your luxury.



Guiding You Toward Your Dream

After spending many years in the media industry both in Canada and the United States and working with real estate companies on how to market their homes, I have honed my skills to successfully help clients navigate the complexities of buying, selling, and relocating in Western North Carolina and Southwest Florida.

Having previously lived in the Greater Toronto area, Southwest Florida, and Connecticut and now residing in both WNC and SWFL, I understand the stress homeowners experience when relocating or purchasing a second home.

As a Real Estate Agent & Advisor, “Estate Sales” are also a passion of mine as families need the assistance of a local expert for auctions, staging and an Advisor with compassion, experience, guidance, and patience to successfully handle these type of home sales. I enjoy both sides of a real estate transaction, whether that be selling someone’s home or finding them their next dream home. Should life take you away from either of these beautiful States, I can also assist with that process as well by connecting you to an excellent Advisor within our amazing network across the world in your new community. My partner, Jim, who is also licensed in Florida, and I are both outdoor enthusiasts and love to ride motorcycles and hike throughout all four seasons in the Carolinas and enjoy time on the beach, golfing and exploring all of Florida’s hidden treasures. Contact me today to discuss your real estate needs and let us find your dream home together.

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