

ENGEL & VÖLKERS[®]
DAFINY ALICEA



BUYER CONSULTATION GUIDE

The Engel & Völkers Buying Experience





Home Buying Guide



Our foremost commitment is to our clients, prioritizing their needs above all else. Specializing in real estate sales, we are dedicated to delivering exceptional service to assist our clients in seamlessly navigating the selling process of their homes. Our comprehensive home buying guide aims to offer guidance and valuable insights, ensuring a smooth and efficient selling experience.

Engel & Völkers Tampa Downtown
523 W. Cass St
Tampa, FL 33602 USA

ENGEL & VÖLKERS®



Red Bow Commitment

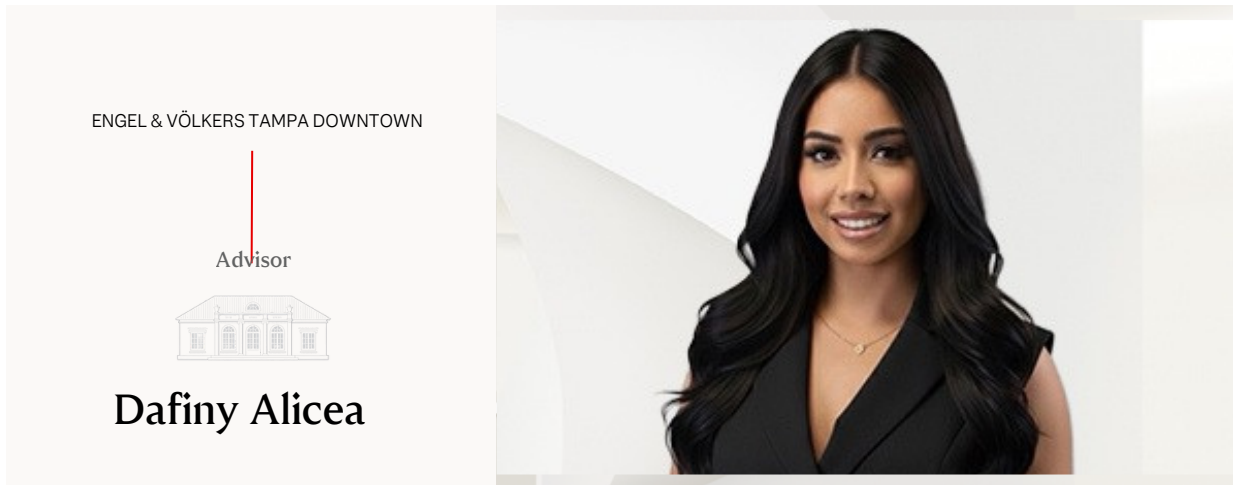


Engel & Völkers Tampa Downtown

Our goal is to provide you with an elevated real estate experience. If ever during your real estate transaction, you feel you need to be heard on a challenge or concern, we invite you to give us the opportunity to resolve it.

Please email or call to our Managing Broker Aaron Bond
aaron.bond@evrealestate.com or 727-278-9558

We want the opportunity to address your concerns and make it right.
We value our relationship with you.



Originally from New York, Dafiny Alicea relocated to Tampa more than ten years ago and quickly connected with the area's energy, lifestyle, and continued expansion. Before embarking on her real estate career, Dafiny worked in automotive sales with Infiniti and gained valuable property management experience, both roles shaping her commitment to exceptional service, communication, and relationship-building.

To Dafiny, real estate is more than a transaction, it is an opportunity to walk alongside clients during one of the most meaningful milestones of their lives. She prides herself on listening closely, understanding individual needs, and creating a supportive experience that allows her clients to begin their next chapter with confidence. Over time, many of the people she works with become like family, which is one of the parts of the profession Dafiny values most.

Dafiny is inspired by Tampa's rapid development and is grateful to be part of a community that continues to grow, offering beloved destinations such as Water Street's waterfront experiences and the timeless charm of Hyde Park. Her passion for this city drives her dedication to helping others call it home.

When she isn't working, Dafiny enjoys being outdoors, relaxing with a good book, and holding her title as the reigning UNO champion during competitive family game nights. Whether someone is relocating, buying their first home, or investing, she is honored to support them in finding the perfect fit for their lifestyle

Global Real Estate Advisor: Dafiny Alicea
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Buyer Information & Goals

BUYER INFORMATION GOALS	
Name:	Partner:
Address:	
City:	State: Zip:
Phone 1: <input type="checkbox"/> Primary	Phone 2: <input type="checkbox"/> Primary
Email:	Contact Preference: <input type="checkbox"/> Call <input type="checkbox"/> Text <input type="checkbox"/> Email
CURRENT HOME DETAILS	
Do you have a home to sell before you buy? <input type="checkbox"/> Yes <input type="checkbox"/> No - proceed to new home details	
Address (if different from above):	
City:	State: Zip:
Property Type: <input type="checkbox"/> Single Family (Detached) <input type="checkbox"/> Single Family (Semi-detached, Duplex)	
<input type="checkbox"/> Townhouse <input type="checkbox"/> Condominium <input type="checkbox"/> Co-op <input type="checkbox"/> Other:	
Is the home currently listed? <input type="checkbox"/> Yes - list price:	<input type="checkbox"/> Under contract - closing date:
<input type="checkbox"/> No. If property is out of town, will buyer need an advisor referral?	
NEW HOME: DESIRED PROPERTY TYPE	
Property Type: <input type="checkbox"/> Single Family (Detached) <input type="checkbox"/> Single Family (Semi-detached, Duplex)	
<input type="checkbox"/> Townhouse <input type="checkbox"/> Condominium <input type="checkbox"/> Co-op <input type="checkbox"/> Other:	
<input type="checkbox"/> New Construction <input type="checkbox"/> Resale Property	
Desired square footage:	Size of grounds:
Notes:	

Agenda

1

What is Important to You?

Your home ownership goals

2

Assess Current Market Trends

Market data informs our strategy

3

Map Our Strategy

Your homebuying journey

4

Deliver an Exceptional, Tailored Experience

Your trusted advisor

5

Maximize Your Negotiation

Verify your financial readiness

6

Find Your Dream Home

Tour homes with a local market expert

THE ENGEL & VÖLKERS BUYING EXPERIENCE

What is Important to You?

To us, luxury is about the richness of life that begins and ends in the most important space we know — home.

The reasons for buying a home are personal, so the first thing to consider is what you want to achieve in purchasing a property.

As for the property itself, it's wise to invest the time to outline the key factors and features relating to your search, including:

- ◆ Type and style
- ◆ Your must-haves
- ◆ Location
- ◆ Amenities
- ◆ Price range
- ◆ Lifestyle





The Power of Homeownership

Home equity

Investing in a home is investing in your future. Every mortgage payment you make and every smart improvement you implement contributes to increasing your home equity. In a strong economy, your home's value can appreciate each year. The greater your equity, the more you stand to gain from your property's value over time.

Fixed costs

If you are financing, seek professional advice from your tax consultant about financing options to tailor your investment commitment to your specific needs.

Creative freedom

Property ownership provides a canvas to mirror your lifestyle and personality, while cultivating joy. The possibilities are 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.

Real estate continues to be a smart investment.

Current Market Trends

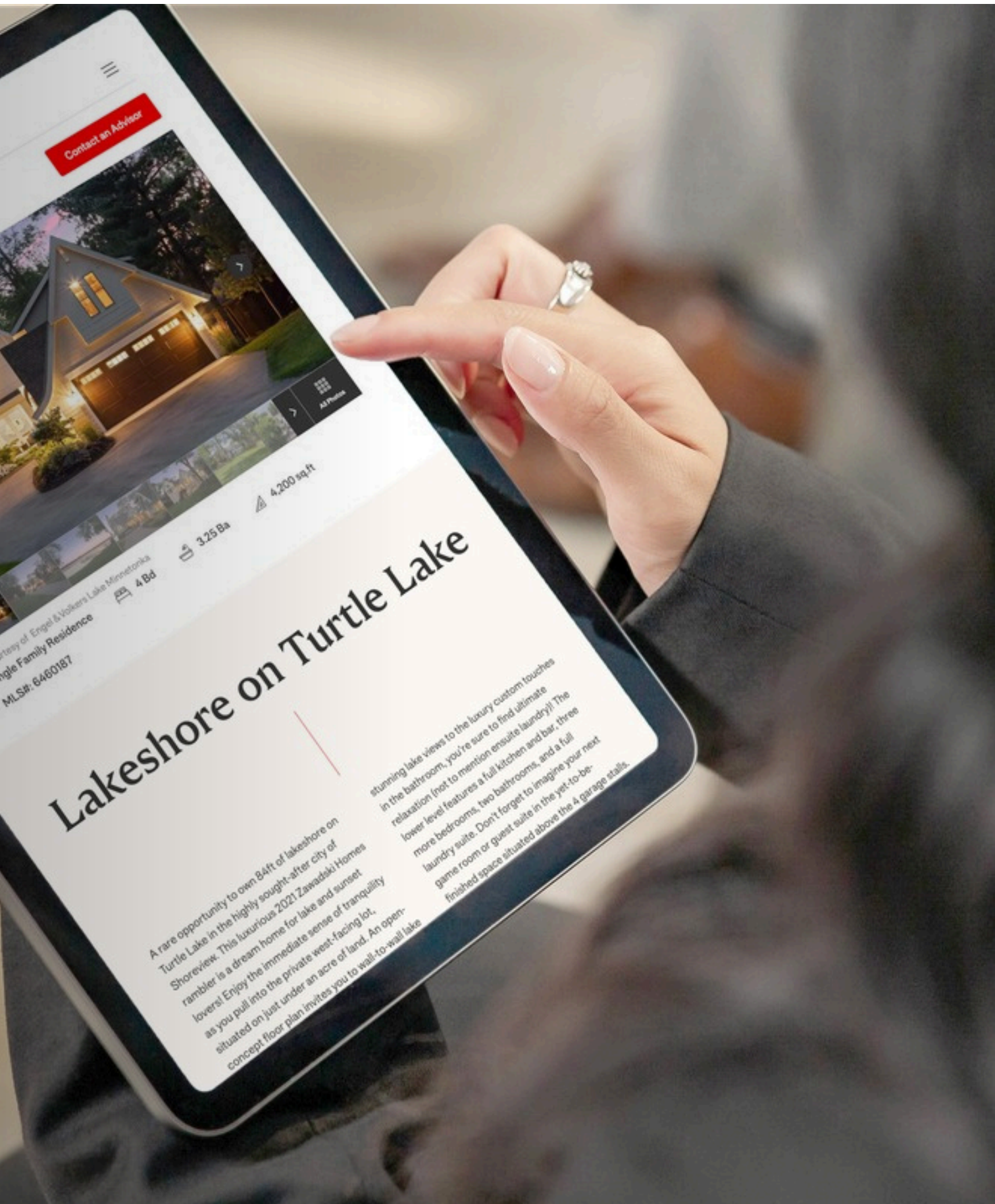
What have you heard about the real estate market?

The real estate market today presents a wealth of conflicting information for consumers. As your local real estate advisor, you can rely on my expertise to help you understand the market landscape and determine the best approach based on your goals.

I actively monitor:

- Local market
- Financing options
- conditions Current
- Real estate news
- inventory
- Macro and micro real estate investment data
- Supply and demand
- Interest rates







Map Our Strategy

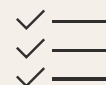
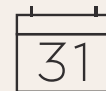
The homebuying process is a strategic journey that involves careful planning and decision-making to achieve the goal of homeownership.

As your trusted advisor, I will guide you with in-depth neighborhood expertise and distinguished care.

The Engel & Völkers Homebuying Roadmap helps to establish transparent and timely communication throughout your homebuying journey, from search to celebration.



- ◆ Outline the homebuying process.
- ◆ Define what to expect and how I will guide and coordinate a seamless experience.
- ◆ Track the timeline and important dates along the way.
- ◆ Provide a helpful checklist in preparation for closing.
- ◆ I don't just show properties; I offer home tours to assist you in getting acquainted with the community.
- ◆ As your advisor, I am here for you before, during, and long after your homebuying experience.





Deliver an Exceptional, Tailored Experience

At Engel & Völkers, we provide unparalleled and personalized buying experiences for every client. We believe that buying a home is one of the most important decisions you will make, and it's an honor and our passion to be part of this journey with you.

As an Engel & Völkers advisor, I offer more than what a typical real estate agent provides, representing an elevated level of service, expertise, and performance.

I am your trusted advisor.

- ◆ I am dedicated to acting in the best interest of my buyers.
- ◆ I commit to guiding you, with total passion, through every step of your homebuying journey.
- ◆ Consider me as your insider, granting you access to every available property on the market. Reach out to me when you spot something of interest.
- ◆ I will keep you informed and ensure transparent communication.
- ◆ I will empower you with knowledge about the real estate market and the entire buying process to help you make informed, confident decisions.
- ◆ I will advocate for you in negotiations, ensuring favorable outcomes that align with your goals.
- ◆ I will pay meticulous attention to detail and leverage my carefully curated team of local professionals to facilitate a seamless experience.
- ◆ My commitment extends beyond the closing date, fostering a lasting relationship built on trust and reliability.

A Seamless Approach

Engel & Völkers offers a thoughtful curation of resources, local professionals and concierge services to handle all aspects of your homebuying journey.

My shop

- Leadership
- Support Team

My team of local professionals

- Financing
- Appraisals
- Moving
- Cleaning
- Concierge Services
- Design
- Home Improvement
- Home Inspection
- Property Management



Maximize Your Negotiation Power

Many sellers require that only pre-qualified prospects be given access to their homes. I can show you the homes you'll want—and need—to see before making a smart buying decision. To maximize your negotiation power, we'll need to quickly verify your financial readiness and your preferred financial options.

- ◆ If needed, I can assist you in locating a suitable financial institution and guide you through the process of exploring various financing options.
- ◆ I can help you determine a realistic range of affordability tailored to your needs.
- ◆ You will want to get a mortgage pre-approval letter to strengthen your position when making an offer on a home and maximize negotiation power.
- ◆ I can help you work within your price range and take into account other considerations as it relates to the property you seek.





Find Your Dream Home

Engel & Völkers attracts real estate professionals who are well respected within their communities. We know the people, the places, and the nuances of each cul-de-sac, community, and country we represent.

Our global network and my local market expertise enable me to offer a bespoke property search experience tailored to your specific needs.

I can provide insights into all available properties for sale. I have access to everything on the market. Streamline your search process by reaching out – a quick call will save you time and ensure you discover the perfect property tailored to your preferences.

As your trusted advisor, I will expertly guide you through your home tour journey, offering in-depth neighborhood expertise with distinguished care.

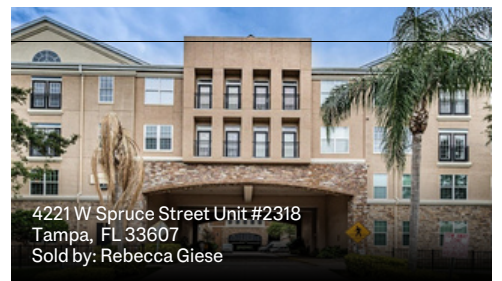
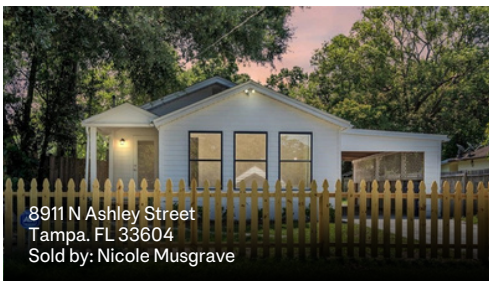
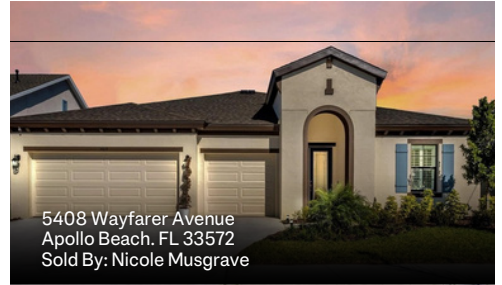


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DAFINY ALICEA

- ◆ XXX
- ◆ XXX
- ◆ LOCAL CARE, GLOBAL REACH

HOMES SOLD BY DAFINY ALICEA





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