SIERRA

LUXURY RESIDENTIAL REAL ESTATE

HOME *BUYING* GUIDE

EVERYTHING YOU NEED TO KNOW BEFORE PURCHASING A HOME IN SOUTHERN NEVADA.

meet Sierra...

Buying a home is one of the most important financial decisions you will ever make, and having the right guidance can make all the difference.

I’m Sierra Holt, a Las Vegas and Henderson real estate consultant and proud 21-year local who truly loves this city. I specialize in helping buyers navigate the home buying process with clarity, confidence, and the right strategy at every step.

As a two-time new construction homeowner, I understand firsthand the excitement and decisions that come with purchasing or building a home. That experience allows me to guide my clients through the process with insight, advocacy, and attention to detail.

My goal is simple: to make your home buying experience smooth, informed, and successful.

Sierra Holt
Real Estate Consultant
725.525.3959
SierraHoltRealEstate@gmail.com
@SierraHoltRealEstate

Ready to buy or sell? Schedule a consultation call today!

What you can expect working with me

I'm *Curious*

I take the time to understand your goals, lifestyle, and what your ideal home truly looks like.

I'm *Committed*

I treat every transaction with the same level of care and dedication as if it were my own.

I'm *Proactive*

I stay one step ahead by anticipating potential challenges and solving them before they become problems.

I'm *Personal*

Real estate is about relationships. I treat my clients like family and support them long after closing.

01

The Buyer Broker Representation Agreement

This is how you hire me

A **Buyer Broker Representation Agreement (BBRA)** simply formalizes the partnership between you and your real estate agent. Just as sellers hire an agent through a listing agreement, buyers hire an agent through this agreement to represent their interests throughout the home buying process.

This agreement allows me to fully advocate for you, negotiate on your behalf, and guide you through every step of the transaction.

This is how you fire me

Jennifer Hill | Designated Broker | 702-326-3917

How we provide value

Fiduciary *Loyalty*

You have an agent with a legal duty to protect your best interests throughout the transaction.

Unbiased *Advice*

I provide honest guidance so you can make confident decisions about pricing, negotiations, and property value.

Skilled *Negotiation*

Negotiating real estate contracts is a daily part of my job. My goal is to secure the best possible terms for you.

Contract *Protection*

Purchase agreements are legal documents. Having professional guidance helps ensure your interests are protected.

02 How I Support You Through the Buying Process

As your buyer's agent, my role is to guide you through every step of the home buying process while protecting your best interests. From the moment we begin your search to the day you receive your keys, I provide the expertise, strategy, and support needed to make your purchase smooth and successful.

- **Protect Your Interests:** I represent you exclusively and work to ensure your best interests are protected at every stage of the transaction.
- **Provide Market Insight:** Before submitting an offer, I prepare a detailed property valuation using comparable sales so you can make a competitive and informed decision.
- **Confidential Representation:** Your financial capabilities, motivations, and negotiation strategy remain strictly confidential throughout the process.
- **Access to More Properties:** I help you explore homes listed on the MLS, new construction communities, for-sale-by-owner properties, and off-market opportunities.
- **Strategic Negotiation:** I negotiate on your behalf for pricing, repairs, inspection items, seller credits, closing costs, and favorable contract terms.
- **Transaction Management:** I coordinate timelines, paperwork, inspections, and communication between all parties to keep the transaction organized and on track.
- **Ongoing Communication:** You will receive consistent updates and guidance throughout the process so you always know what to expect next.

Note: Buyer's agent compensation is typically paid at closing and is most often covered by the seller. In the rare case that it is not offered, it is fully negotiable.

03 The Home Buying Process

Throughout this entire process, my role is to keep everything organized, protect your interests, and ensure you feel confident every step of the way.

ONE

Build your team

We begin by discussing your goals and connecting you with a trusted lender to obtain a pre-approval if financing is needed.

TWO

Set up home search

We establish your price range, preferred locations, and key home features so we can create a customized search.

THREE

Tour properties

We schedule private showings and tour homes that match your criteria until we find the right one.

FOUR

Determine fair value

Once you find a home you love, I analyze comparable sales and current market conditions to help determine a strong and competitive offer price.

FIVE

Write a strong offer

We prepare a purchase agreement that includes the offer price, contingencies, timelines, and other important terms.

SIX

Negotiate the offer

I negotiate with the seller's agent to secure the best possible terms, price, and conditions for your purchase.

SEVEN

Under Contract!

*Once both parties sign the agreement, the home officially goes under contract and escrow begins. **Note:** this is when you need to pay the deposit!*

EIGHT

Contingency period begins

During this phase we complete inspections, appraisal, loan processing, and review all disclosures.

NINE

Final payments & signing

Your lender finalizes the loan and you sign the closing documents with escrow.

TEN

Key Exchange & Move In!

Once the transaction records with the county, the home officially becomes yours and you receive the keys!

04

Let's Talk Finances

Understanding your financing early allows us to search for homes confidently and ensures we are prepared to act quickly when you find the right property.

Pre-Approval & Planning

Before beginning your home search, it's important to understand your purchasing power. The first step is speaking with a trusted lender and obtaining a pre-approval letter.
A pre-approval helps determine how much you can comfortably borrow based on factors such as income, credit history, and current financial obligations. It also strengthens your position when submitting an offer, as sellers prefer buyers who have already been financially vetted by a lender.

Why Pre-Approval Matters

- It establishes a realistic price range for your home search
- It shows sellers that you are a serious and qualified buyer
- It allows us to move quickly when the right home becomes available

Comparing Lenders

Every lender offers slightly different loan programs, interest rates, and fees. I often recommend speaking with a few lenders to ensure you find the option that best fits your financial goals.

Timing Your Pre-Approval

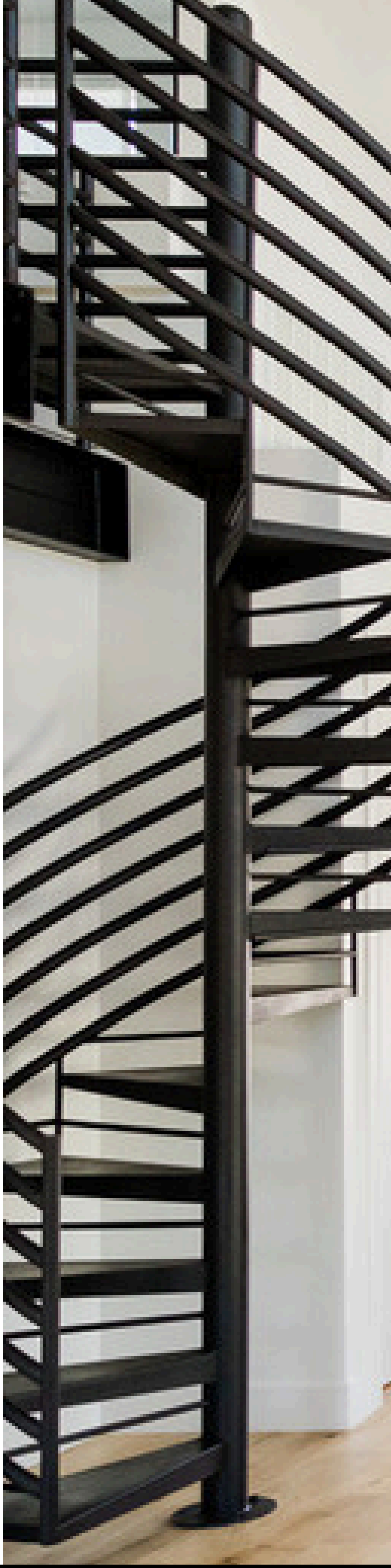
Most pre-approval letters are valid for 30 to 90 days, so it's best to obtain one when you're ready to actively begin your home search.

Cash Purchases

If you plan to purchase a home without financing, you will need to provide proof of funds showing that you have the financial ability to complete the purchase.

Costs to Anticipate

Purchasing a home involves several expenses beyond the purchase price. Understanding these costs ahead of time helps you plan financially and avoid surprises during the transaction.



Down Payment
Typically 3–20% of the purchase price
The down payment is paid at the close of escrow and is applied directly toward the purchase of your home. The exact amount depends on the loan program you choose.

Home Inspection
Typically $300+ depending on the size of the home
A home inspection is an out-of-pocket cost paid directly to the inspection company. The inspector evaluates the property's condition and identifies potential issues before closing.

Appraisal
Typically $500+
Most lenders require an appraisal to confirm the home's value. This fee is usually paid directly to the appraisal company and varies depending on the property and location.

Earnest Money Deposit (EMD)
Typically 1–3% of the purchase price
Earnest money is a deposit submitted shortly after your offer is accepted. It demonstrates to the seller that you are serious about purchasing the home.
The deposit is held in escrow and later applied toward your down payment or closing costs. During the contingency period, it is generally refundable under certain conditions.

Closing Costs
Typically 2–3% of the purchase price
Closing costs are paid at the final stage of the transaction and may include lender fees, title fees, escrow fees, recording fees, and prepaid property taxes.

Helpful Note
In many transactions, buyers are able to negotiate for the seller to contribute toward closing costs. I will help explore opportunities like this when preparing your offer.

05 Your Home Search

Get clear on non-negotiables

Before beginning your home search, it's helpful to identify what matters most to you in a future home.

I recommend creating two lists: Needs and Wants.

Needs are the non-negotiable features your home must have, such as location, number of bedrooms, or school district. Wants are features that would be nice to have but can potentially be added or updated later. Remember, certain things can always be changed over time, but location, lot, and purchase price cannot.

Seeing Homes

Download our Closely App!
I will set you up with access to our app, where you can view homes that match your search criteria, save your favorites, request showings, and communicate with me directly.

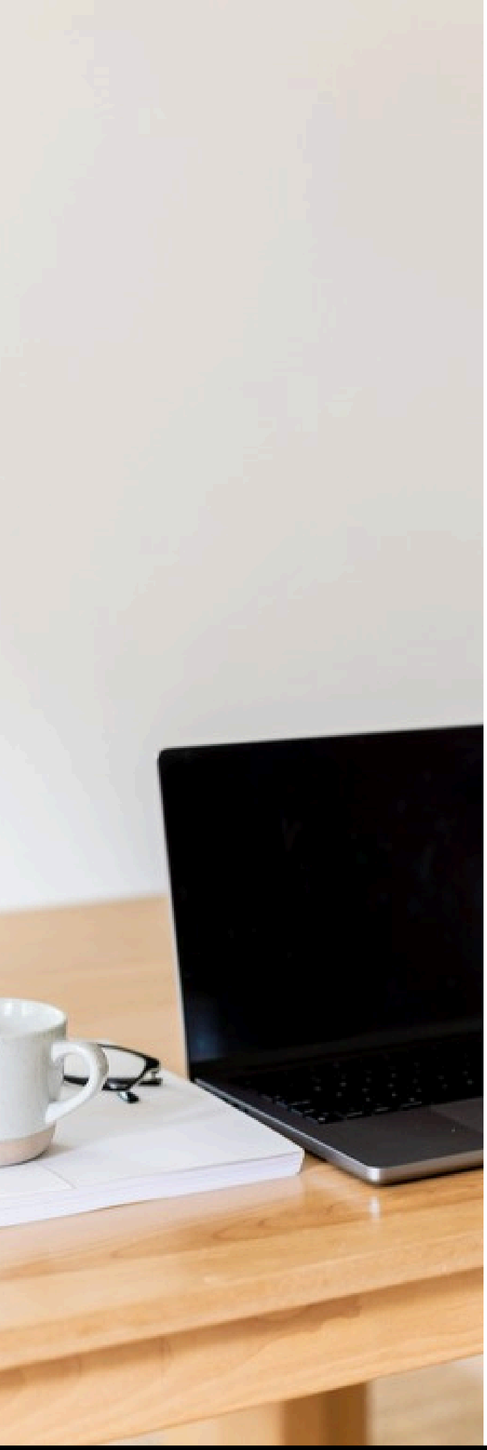
To ensure smooth showings, keep the following in mind:

- Most homes require 24-hour notice for scheduling showings
- A pre-approval letter or proof of funds may be required before touring homes
- I will coordinate all scheduling and logistics for your tours
- Builders require buyers to register their agent on the first visit. If you tour without your agent, the builder may refuse to allow representation later, which could leave you unrepresented and responsible for paying your agent's commission.

06 Writing Your Offer

Once we've found the home you'd like to purchase, the next step is preparing a strong and competitive offer. Your offer outlines the price you are willing to pay along with the terms and conditions of the purchase.

My role is to guide you through the process, analyze market data, and structure an offer that gives you the best chance of success while protecting your interests.



Offer Terms:

- Purchase price
- Earnest money deposit
- Financing terms
- Closing date
- Appraisal contingency
- Title and escrow company
- Inspection period
- HOA disclosures and addendums
- Seller contribution toward closing costs
- Buyer agent compensation

Ways to Strengthen Your Offer:

- Strong pre-approval letter
- Competitive purchase price
- Flexible closing timeline
- Increased earnest money deposit
- Favorable contingency terms
- Seller possession after closing (if needed)

A Note About Multiple Offers:

In competitive markets, it is common for desirable homes to receive multiple offers. When this happens, buyers may need to offer above the asking price or adjust certain terms to remain competitive.

A Note About "Low Ball" Offers::

While it can be tempting to submit a significantly lower offer, successful negotiations are typically based on realistic market value and comparable sales.

07

You're Under Contract

Offer Accepted & Signed by All Parties!

ONE
Earnest Money Deposit
It's important to notify your bank and ask about requirements!

TWO
Home inspection
As your agent, I will take care of scheduling this. You can attend for the last 15 minutes!

THREE
Repair request submitted
or accept condition as-is

FOUR
Secure Homeowners Insurance
I recommend getting quotes from various companies!

FIVE
Appraisal Completed
we can accept or re-negotiate depending on results.

SIX
Loan Approved
Clear to close!

SEVEN
Final Walk-Thru
Last chance to see the property before it's yours!

EIGHT
Signing Day
Be prepared with your ID

NINE
Recording & Keys!
Once signing is complete, escrow will release your file to record anf once it's recorded, it's officially yours!

TEN
Moving Day!
CONGRATULATIONS!

Your “get out of jail free” cards:

During the transaction, you have a couple of contingencies that I like to call your get out of jail free cards. These timeframes give you the ability to cancel the contract and get your Earnest Money Deposit (EMD) back, within reason.

I will keep you updated on all of these timeframes and when they are expiring, so you don’t have to worry. My ultimate goal during this phase is to protect your deposit like it’s my own.

Due Diligence Period:

- Typically 10 days
- Most lenient
- This is your time to really decide if you want to go through with the sale.
- It’s the time to get inspection and review it.
- You can cancel for whatever reason during this period.

Appraisal Contingency:

- Typically 14 days
- **Good case:** appraisal comes back at value
- **Bast case:** appraisal comes back higher than offer
- **Worst case:** appraisal comes back lower than offer in which case we can re-negotiate or cancel the contract.

HOA Document Review Period:

- You have 5 days from receipt
- This gives you a time to review the HOA Documents that pertain to the rules and regulations for the community.
- If you are unhappy with any of the information, you can cancel without penalty within this timeframe.

- **Loan Contingency:**

- Typically 21 days
- This gives you a time for the lender to work on your loan. If anything comes up and they decide you cannot financially go through with the purchase, you can cancel without penalty.

Due Diligence Period (Inspection)

PURPOSE

The inspector's job is to find issues with the house. Your agent helps determine which issues to request repairs for and which to ignore. Focus on significant problems and costs, not minor issues like chipped paint.

AVERAGE COST

Inspection costs vary based on the home's size, presence of a pool, etc. Typically, expect to pay between $200-$500+. Keep in mind that this cost is out of pocket.

IS IT REQUIRED?

Inspections aren't usually required but are highly recommended (although they may be required by your lender). They allow you to request repairs from the seller before closing and reduce the risk of costly repairs after moving in.

WHEN?

Inspections are scheduled by your agent during the due diligence period, typically within 10 days of escrow starting.

CAN I ATTEND?

It's generally not recommended to attend the full inspection. You can join for the last 15 minutes for a summary. Both you and your agent will receive the report to review together.

WHAT'S NEXT?

After reviewing the inspection report with your agent, you'll draft a "Request for Repairs" to send to the seller.

Trusted Inspection Companies

BRIDGE HOME INSPECTIONS
Tyler Perna
702-722-2222

EAGLE EYE HOME INSPECTIONS
Steve Wadkins
(702) 333-3039

INSPECT LV
Andrew Aliotti
702-210-5333

Home Warranty Cheat Sheet

PURPOSE

A home warranty is a service contract that covers the repair or replacement of major home systems and appliances that break down due to normal wear and tear.

AVERAGE COST

Home warranties typically cost between $300 and $600 per year, depending on the coverage plan selected. Who pays for it can be negotiated.

IS IT REQUIRED?

Not usually required by law, but highly recommended for added protection.

COVERAGE

What’s Covered: Commonly covers major systems (HVAC, plumbing, electrical) and appliances (refrigerator, oven, washer/dryer).

Trusted Home Warranty Companies

AMERICAN HOME SHIELD
Nora DeGregorio
1.800.735.4663

OLD REPUBLIC
Francine Willis
800.282.7131
Ext. 1151

FIDELITY NATIONAL
Ken Schilke
1-800-862-6837
Ext. 3643

Appraisal Cheat Sheet

PURPOSE	An appraisal is usually required by your lender to ensure the home's asking price aligns with its market value. If an offer exceeds the appraised value, it can lead to renegotiations for a better price.
AVERAGE COST	Appraisal costs can vary widely, typically ranging from $300 to $600, depending on the property and location.
IS IT REQUIRED?	Lenders require an appraisal to protect their investment by confirming the property's value.
WHEN?	Your Realtor will schedule the appraisal during the due diligence period, usually very soon in the escrow process.
CAN I ATTEND?	It is not necessary for you to attend the appraisal. However, your Realtor should be present. You may join during the last 15 minutes to receive a summary. Both you and your Realtor will receive copies of the report for review.
KEY CONSIDERATIONS	Contingency: The Residential Purchase Agreement (RPA) is contingent upon the property appraising for at least the purchase price. Outcome: A satisfactory appraisal supports moving forward with the purchase. A low appraisal can lead to price negotiations or, in some cases, reconsidering the purchase.

Closing Process

TIP

BRAVO! HERE'S WHAT YOU'VE COMPLETED SO FAR:

- ■ **Under contract**
- ■ **Inspections**
- ■ **Obtain home insurance**

THE CLOSING TABLE IS NEAR! HERE'S WHAT'S NEXT:

■ Order Appraisal

An appraisal is an estimate of the value of the property by a licensed professional appraiser. Once problems are resolved from inspection, the lender will order an appraisal and paid for by you. The appraisal verifies the value of the property for the lender and to protect you from overpaying.

The contract is contingent upon whether the appraisal comes in at or above the purchase price. If the appraisal comes back low, it's back to negotiations!

■ Obtain Mortgage

You have 5 days from the date of contract execution to begin the mortgage loan application. During the 30-45 days before closing, your lender will be finalizing the loan.

■ Conduct Survey

Unless a recent survey of the property exists, a recent one will be requested. The survey is a sketch showing a map of the property lines and boundaries and reveals if there are any encroachments on the property. The survey is ordered by the title company and paid for by the buyer as part of the closing costs.

It is very important not to make any major job changes, purchases, or open new credit cards, as any of these activities could alter your qualifications for a loan.

■ Title Search

The title company will conduct a title search to ensure the property is legitimate and that there are no outstanding mortgage liens, judgments, easements, leases, unpaid taxes, or other restrictions that would impact your ownership.

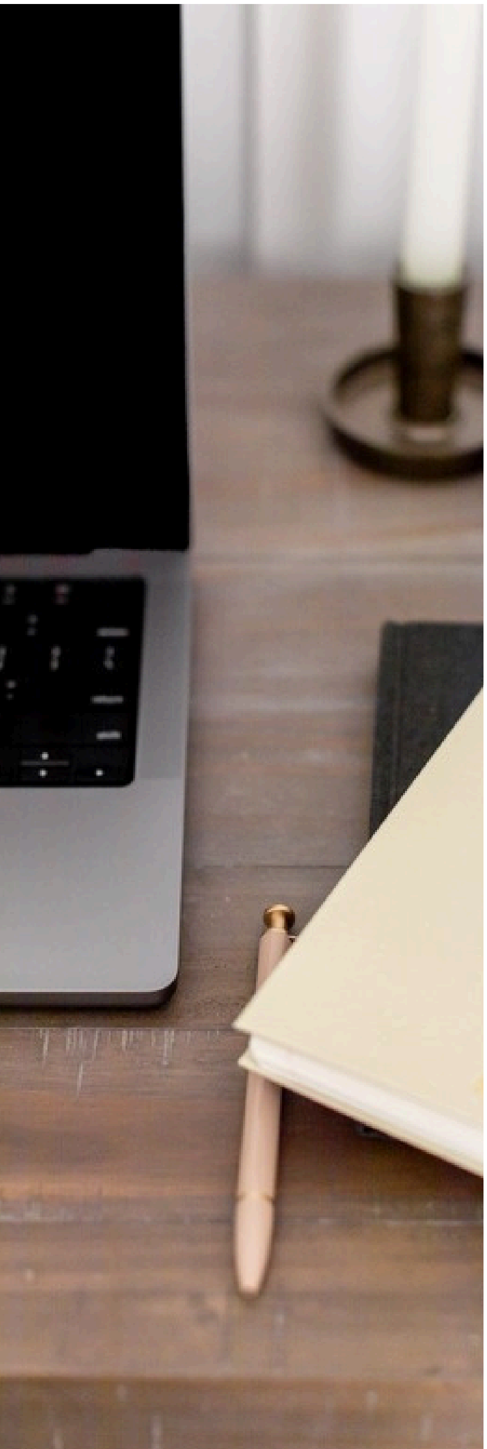
Once the title is found to be valid, the title company will issue a title insurance policy which protects lenders or owners against claims or legal fees that may arise over ownership of the property. This will be included in closing costs.

■ Clear to Close

The magic words! This phrase means the mortgage underwriter has officially approved all documentation required to fund the loan. All that remains is the actual closing process.

10

It's Closing Time!



Alexa: play 'My House' by Flo Rida

You've received the magic phrase "clear-to-close" and we've scheduled our closing day. Here's what to expect from the closing process:

First, schedule the final walk-through to confirm the seller made the repairs that were agreed upon. The walk through also ensures no new problems have occurred while under contract. We will typically schedule the walk through right before closing.

What happens at closing day? Sign all necessary documents, pay remaining closing costs and the down payment. The title is officially transferred to you. Note that this is NOT when keys are exchanged (so don't bring your U-Haul to closing day)!

What should I bring? A photo ID and a cashier's check to pay any closing costs. Your agent will share any other documents specific to your situation. Be prepared for A LOT of paperwork.

Funding and Recording – Once all documents are signed and funds are transferred, the transaction is recorded with the county or local municipality. This officially transfers ownership from the seller to you.

Get a hold of those keys and celebrate!
We made it to the finish line!

PART 2

WORKSHEETS

4-6 WEEKS BEFORE MOVING

- [ ] Declutter, discard & donate
- [ ] Collect quotes from moving companies
- [ ] Locate schools, healthcare providers in your new location
- [ ] Secure off-site storage if needed
- [ ] Choose a mover and sign contract
- [ ] Create a file of moving-related papers and receipts
- [ ] Contact homeowner's insurance agent about coverage for moving
- [ ] Contact insurance companies to arrange for coverage in new home

3-4 WEEKS BEFORE MOVING

Notify the following about your change of address:

- [ ] Banks + Post Office
- [ ] Credit Card Companies
- [ ] Insurance Companies

Notify utility companies of date to discontinue or transfer service

- [ ] Electric
- [ ] Gas
- [ ] Water
- [ ] Internet
- [ ] Trash
- [ ] TV

2-3 WEEKS BEFORE MOVING

- [ ] Notify DMV of new address
- [ ] Discontinue additional home services (housekeeper, gardener/lawn service)
- [ ] Start using up things you can't move, such as perishables
- [ ] Close/open bank accounts
- [ ] Arrange for child and pet care on moving day
- [ ] Notify HOA about upcoming move, reserve elevator usage

1 WEEK BEFORE MOVING

- [ ] Confirm final arrangements
- [ ] Arrange transportation for your pets and plants
- [ ] Review your moving-day plan with moving company
- [ ] Take a picture in your home
- [ ] Pack an essentials box for quick access at new home
- [ ] Label moving boxes with the contents inside

Lender Questionnaire

NAME: ______________________ **COMPANY:** ______________________

PHONE: ______________________ **EMAIL:** ______________________

What type of loan do you recommend for me and

why?

Do I qualify for down payment assistance programs?

What is the interest rate? What is the APR?

Will I pay mortgage insurance?

What will my monthly payment be?

Can I lock in an interest rate? If so for how long? Are there fees associated?

What will my closing costs be? Are they a part of my loan, or will I pay them at closing?