



# Jill Witte's Coastal HOME BUYER'S GUIDE

Helping You Buy with Confidence  
in southern california

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## Avoid These Common Buyer Pitfalls

One of the best ways to set yourself up for success as a buyer? Be prepared! With a clear budget, the right financial guidance, and a solid strategy in place, you'll be prepared to act quickly when your ideal home becomes available. Timing is everything, and with the right agent by your side, you'll feel confident and ready to make your move.

## Get Financially Ready Before Falling in Love

One of the best things you can do is prep your finances before you start shopping. Is it a cash purchase, or do you need a loan? Define your must-haves versus nice-to-haves, and be ready to move when you find a home you love. The “one that got away” is real. Let's make sure that doesn't happen to you.



## Tips for Buying on the Coast

Begin by clarifying your passions and lifestyle goals. Are you looking for walkability, beach access, schools, or views? Let that clarity guide your search. Then work with an experienced agent who understands how to connect your bigger picture with the right property. That's how we find your home, not just a house.

## Buying on the Coast Is a Different Ball Game

Purchasing a home along the Southern California coast isn't like buying in other markets. Higher price points, specialty insurance, salt air maintenance, and Coastal Commission restrictions can all contribute to the increased costs. My job is to help you understand those variables upfront so you can make smart, informed decisions with confidence.

## My Best Advice for New Buyers

Don't wait around hoping the perfect home magically appears. Take a proactive approach, make necessary financial preparations, and understand your wants and needs. When you're ready, I'm ready to help you move forward with confidence. The best time to purchase is 20 years ago; the next best time is right now.

# My Approach and Client Experience

## Discovering the Right Fit: It's About More Than Just Bedrooms and Baths

There is more to working with buyers than just showing homes. It's about truly understanding what you need, what you think you need, and sometimes what you didn't even realize was possible. I love the moment when a client walks into a home that expands their vision. Maybe it's outside their original criteria, but it ends up being the perfect match. That's where the magic happens, and that's why I do what I do.

## My Buyer Process Keeps Things Simple and Smart

First, we talk about your budget, goals, and lifestyle. Then we identify must-haves, deal-breakers, and the neighborhoods that fit your vibe. I'll set up listing alerts (including off-market gems), arrange showings, walk you through the paperwork, negotiate offers, and guide you through the escrow and inspection process. My goal is to keep everything smooth and transparent so you're never left guessing.

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## How I Help You Win in Competitive Markets

When you're up against multiple offers, it's about more than just the price. I take time to understand what matters to the seller and tailor our offer to stand out. Strong agent relationships and clear communication can make a big difference. I'm known for being collaborative and persistent, which can give my clients the advantage when it counts most.

## Coastal Neighborhoods I Can't Recommend Enough

I specialize in coastal communities that strike the perfect balance between natural beauty, lifestyle, and long-term value. Whether you're drawn to laid-back surf vibes, vibrant neighborhoods, or refined seaside living, there's a coastal haven that fits your vision. I'm here to help you find that just-right place that feels like home.



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# LET'S GET YOU HOME

Buying your dream home is about more than timing. It's about having a plan, asking the right questions, and working with someone who can get you what you want.

Let's connect for a personalized strategy session and make your next move your best move yet.



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