

SALPIE MARKARIAN

SALPIE MARKARIAN | LAS VEGAS REALTOR®
S.202353 | REAL BROKER, LLC

BUYER'S GUIDE

real

MEET YOUR AGENT

Salpie Markarian

Salpie Markarian is not just a real estate agent; she's a passionate guide dedicated to helping you achieve your real estate goals. With a keen attention to detail and a strong commitment to her clients, Salpie ensures that every step of your real estate journey is smooth and successful.

Whether you're buying your dream home or navigating the selling process, Salpie is here to be your advocate, negotiator, and confidant. She understands the challenges and excitement that come with real estate transactions and is ready to provide the support you need every step of the way.

Choosing Salpie Markarian means gaining a trusted partner who is invested in your success. Contact Salpie today to start your journey in the real estate market!

HELLO,

Whether you're a first-time homebuyer, a seasoned investor, or a homeowner looking to sell, I am here to leverage my knowledge, negotiation skills, and market insights to ensure your real estate goals are not only met but exceeded. Let's embark on this exciting venture together, turning your real estate dreams into reality!





About Real Broker, LLC: Your Trusted Partner in Real Estate

As part of Real Broker, LLC, I'm backed by a team with over 20 years of industry leadership. In the past year, we've closed over \$41 billion in total volume and are recognized as one of the top-performing brokerages across all 50 states, DC, and four Canadian provinces. With Real, you gain access to cutting-edge resources, market insights, and the strength of a proven real estate network.

What sets Real apart isn't just being North America's fastest-growing, publicly traded brokerage—it's the people behind the mission. As a Real agent, I'm committed to guiding you through one of life's most significant decisions with the expertise, care, and dedication you deserve.

Why Trust Me with Your Home Buying Journey?



As your trusted Realtor® with Real Broker, LLC, I'm here to help you achieve your real estate goals—whether buying your dream home or selling for top dollar. Backed by a top-tier team, I bring market expertise, cutting-edge tools, and a strategic approach to guide you every step of the way. From pricing and marketing to negotiations and closing, I'm dedicated to ensuring your success with care, professionalism, and a client-first focus.

I hold the following member certifications to better serve you:

- Member of Las Vegas REALTORS®
- Member of the National Association of REALTORS® (NAR)
- Fair Housing Certified

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LICENSED AGENTS

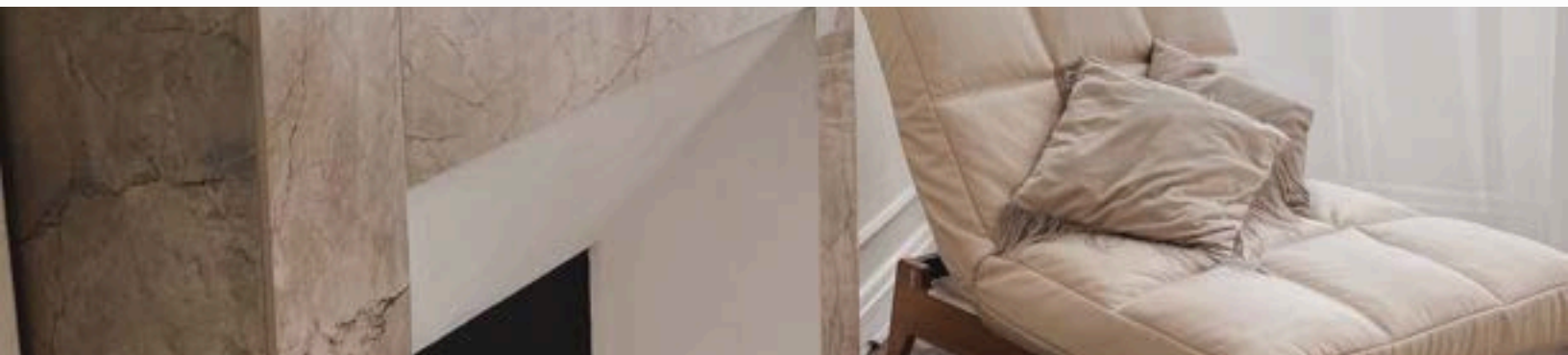
25,000+

VALUE OF HOMES
SOLD (Q3/2024)

41.3B

NASDAQ LISTED

REAX



What the NAR Settlement Means for You as a Homebuyer

The recent National Association of Realtors (NAR) settlement has brought changes to how commissions and fees are disclosed during the home-buying process. These updates aim to give you, as a buyer, more transparency and understanding of what you're paying for. Here's a simple breakdown of what the settlement means for you.

GREATER TRANSPARENCY IN COMMISSIONS

- One of the main goals of the NAR settlement is to increase transparency around agent commissions. You'll now have a clearer view of how your agent is being compensated, making it easier to understand what you're paying for in the transaction.

BUYER'S ROLE IN AGENT COMPENSATION

- As a buyer, you'll now have more insight into who is paying your agent's commission—whether it's covered by the seller or needs to be negotiated as part of the transaction. This empowers you to make more informed decisions about the overall costs of purchasing a home.

MORE FLEXIBILITY IN COMMISSION STRUCTURES

- The settlement introduces more flexibility in how agent commissions are structured. You can now negotiate terms with your agent, tailoring compensation to fit the specific services provided and the complexity of your home search.

WHAT THIS MEANS FOR YOU AS A BUYER

- Overall, these changes mean more transparency and control for you as a buyer. You'll know exactly how your agent is being paid and can be more involved in discussing commissions, which leads to a clearer, more informed home-buying experience.

Working With an Agent

While the prospect of navigating the real estate market independently may seem appealing, the complexities and nuances involved make partnering with a knowledgeable and experienced real estate agent a crucial step in ensuring a smooth and successful home buying experience.

MARKET EXPERTISE

Real estate agents are seasoned professionals with in-depth knowledge of local housing markets. They stay abreast of current trends, property values, and emerging neighborhoods, providing invaluable insights that empower buyers to make informed decisions. This expertise is especially beneficial for those unfamiliar with the intricacies of specific areas or seeking a property investment with strong potential for appreciation.

STREAMLINED PROPERTY SEARCH

The vast array of properties available can be overwhelming for homebuyers. Real estate agents act as diligent matchmakers, narrowing down the options based on individual preferences, budget constraints, and lifestyle requirements. This not only saves time but ensures that buyers are presented with choices that align closely with their unique needs.

NEGOTIATION PROWESS

Negotiating the terms of a real estate transaction can be intricate and emotionally charged. Real estate agents bring a level of objectivity and negotiation skill to the table, advocating for their clients' best interests. Whether it's securing a favorable purchase price, negotiating repairs after an inspection, or navigating counteroffers, their expertise is invaluable in achieving an optimal outcome.

ACCESS TO RESOURCES

Real estate transactions involve a multitude of paperwork, legalities, and potential pitfalls. Agents have access to a network of professionals, including mortgage brokers, home inspectors, and real estate attorneys, streamlining the process and ensuring that each aspect is handled with the utmost care and expertise.

INVALUABLE GUIDANCE

From the initial offer to the closing table, the home buying process is rife with complexities. Real estate agents act as trusted guides, explaining each step, clarifying any ambiguities, and ensuring that their clients are well-informed throughout. Their experience allows them to foresee potential issues and proactively address them, minimizing stress for the buyer.

POST-PURCHASE SUPPORT

The relationship between a real estate agent and a homebuyer doesn't end at the closing table. Agents often provide valuable post-purchase support, offering recommendations for local services, providing insight into community resources, and serving as a long-term resource for any questions or concerns that may arise.

WHAT YOU NEED TO KNOW ABOUT THE Buyer-Agent Agreement

When working with a real estate agent as a home buyer, there's an important step that helps ensure clarity and understanding between you and your agent: the buyer-agent agreement. This page lays out the details of your relationship with your agent, ensuring there are no surprises and that everyone is on the same page from the start.

WHAT IS A BUYER-AGENT AGREEMENT?

A buyer-agent agreement is a document that outlines the services your real estate agent will provide during your home search and purchase. This agreement is required before your agent can show you homes, whether in person or virtually. It ensures that your agent is committed to helping you through the process and that you understand how they will be compensated for their work.

WHY IS IT IMPORTANT?

The agreement benefits both you and your agent by setting clear expectations. It answers key questions like:

- What services will the agent provide? (e.g., finding listings, arranging showings, negotiating offers)
- How will the agent be compensated?
- Will the buyer or seller cover the agent's fees, or will it be a combination?

By signing this agreement, you're ensuring that your agent will dedicate their time and expertise to finding the right home for you, while also clarifying how they will be paid.

WHAT YOU NEED TO KNOW ABOUT THE Buyer-Agent Agreement

By having a clear agreement in place, you can focus on finding the perfect home while knowing you have a dedicated agent on your side.

NEGOTIABLE COMPENSATION

One of the key aspects of the agreement is how your agent will be compensated. You can discuss options, such as paying the agent directly or asking the seller to cover some or all fees. Before touring homes, you'll sign a written agreement that should reflect your negotiated terms. Take time to review it carefully to ensure it clearly outlines the services, value, and costs involved.

WHAT TO EXPECT IN THE AGREEMENT

The agreement will typically include:

- The duration of your working relationship (how long the agreement lasts)
- A description of the agent's responsibilities
- Details of the agent's compensation
- Any expectations you might have from your agent

OPEN CONVERSATIONS ARE KEY

Don't hesitate to ask your agent questions before signing the agreement. It's an important step in making sure you have the support you need, and it should feel like a partnership. Be sure you're comfortable with both the services being offered and the compensation terms.

No Compensation Listed on MLS

Offers of compensation for buyer's agents can no longer be listed on the MLS (Multiple Listing Service). While this information won't be available directly on MLS, it can still be shared through other channels. Agents can discuss compensation with clients directly, and sellers and buyers can negotiate these details during the transaction process.

Sellers That Don't Offer Agent Commission

In many real estate transactions, sellers cover the buyer's agent commission as part of the sale. But what happens if the seller doesn't offer to pay your agent? Don't worry—there are options that ensure you're still represented without unexpected costs. Let's break down what to do if this situation arises.



☑ Understand the Situation

- In some markets, sellers may not offer to cover the buyer's agent commission. This is a shift from the traditional approach, and it's important to understand how this affects your purchase.

☑ Negotiate with the Seller

- One option is to negotiate with the seller to cover your agent's commission. This can be done by adjusting the sale price or incorporating the commission into the final offer.

☑ When Buyer Covers Commission

- If the seller doesn't cover the full commission or only offers a partial amount, the buyer may need to pay the remaining balance or the entire commission directly to their agent. This cost can often be included in your closing costs or negotiated as part of your mortgage.

☑ Ensure You're Still Represented

- Even if the seller doesn't offer to pay your agent's commission, it's crucial to have professional representation. I'll work to protect your interests, negotiate the best deal, and guide you through the process, ensuring you're never at a disadvantage.

Payment Options

FOR BUYER'S AGENT COMPENSATION

All agent fees in a real estate transaction are fully negotiable, meaning you have the right to discuss and adjust the commission or compensation for both your listing agent and the buyer's agent based on your needs and budget. There are no set rates, and everything is open to negotiation.

Pay in Cash at Closing

One option is to pay your agent's commission as part of your closing costs. This would be an upfront payment made at the time of closing, which is when all the final paperwork is signed, and the home is officially yours. If you have the funds available, this is a straightforward way to handle the payment.

Adjust Your Down Payment

If paying the commission in cash isn't feasible, you can adjust your down payment to free up some of your funds. For example, if you planned to put 10% down on your home, you could reduce that to 7% and use the extra 3% to cover your agent's commission. This keeps your total out-of-pocket expenses about the same while ensuring your agent is compensated for their work.

Negotiate with the Seller

Another option is to negotiate with the seller to cover part or all of your agent's commission. While sellers are no longer required to pay the buyer's agent, this can still be part of your offer. For instance, you could request that the seller pay 1% or 2% of your agent's commission. This can be a helpful strategy if you're trying to keep your closing costs low.

Combination of Methods

You aren't limited to just one of these options. Many buyers choose to combine them. For example, you might pay part of the commission in cash while negotiating for the seller to cover a portion. It's all about finding a balance that works for your budget and helps facilitate the transaction.

Buying Your Home: 4 Phases

PHASE 1

Identifying Your Goals

- What is your motivation to buy?
- What is your ideal price range?
- What is your desired move in date?
- What are your must haves?
- What are you looking for in a neighborhood?

Planning & Preparation

- Select a lender and begin loan approval process
- Obtain a loan approval letter
- Sign exclusive buyer-broker agreement

Knowing The Market

- Analysis of active, pending and sold transactions
- Review contracts and timelines
- Personal timing and seasonal considerations
- Supply v. demand, macro v. micro

PHASE 2

Finding Your Home

- Browse and narrow down online listings
- Which online websites work
- Notification of new & off-market properties
- Attend Open Houses with your Realtor®

Offers & Negotiation Strategies

- Knowing the Purchase Contract
- Our multiple offer strategy
- Presenting your offer to win
- Negotiate to optimize price and terms

Buying Your Home: 4 Phases

PHASE 3

Closing Process

- Starting the closing process immediately
- Defining what money is due when
- Notify lender to begin loan process and appraisal
- Contact insurance regarding homeowner coverage

Inspections & Disclosures

- Schedule all desired home inspections & termite report
- Review all disclosures and reports
- Approve/negotiate repairs based on inspection
- Review/approve all seller and state required disclosures
- Review and approve preliminary title report
- Meet deadlines & remove contractual contingencies

PHASE 4

Closing

- Schedule final walk-through prior to close
- Review the closing statements
- Meet to sign loan documents
- Arrange to wire down payment, closing costs
- Transfer utilities to new home
- Closing, key delivery and celebration
- Move in to the property
- Move-in checklist

Continuing the Relationship

- Staying in touch and keeping you informed
- Second homes and investment properties
- Providing resources and introductions
- Referrals, and reviews

Your Path to Homeownership

1

GET PRE-APPROVED FOR A MORTGAGE

- Start by getting pre-approved for a mortgage. This shows sellers you're serious and helps you understand your budget for your new home.

2

FIND YOUR DREAM HOME

- With your budget in mind, we'll search for homes that fit your lifestyle and preferences. Together, we'll find the perfect property.

3

SUBMIT AN OFFER

- Once you find the right home, we'll submit an offer that includes key terms like the price, closing date, and any contingencies.

4

COMPLETE INSPECTIONS AND APPRAISALS

- After your offer is accepted, we'll schedule inspections and appraisals to ensure the property is in good condition and priced correctly.

5

FINALIZE YOUR LOAN


- We'll work with your lender to finalize the mortgage and prepare for closing. This step ensures all financial details are ready to go.

6

CLOSE AND GET THE KEYS

- The final step is closing! We'll sign the necessary paperwork, and you'll receive the keys to your new home!

Congratulations on your new home!



Preparing Your Finances

1

EVALUATE YOUR FINANCIAL HEALTH

- Review your income, expenses, and overall financial situation.
- Calculate your debt-to-income ratio (DTI) to assess your ability to handle mortgage payments.

2

ESTABLISH A BUDGET

- Create a comprehensive budget that includes your monthly income, expenses, and savings goals.
- Identify areas where you can cut expenses to save more for the down payment and closing costs.

3

CHECK YOUR CREDIT SCORE

- Obtain a copy of your credit report and check your credit score.
- Address any errors on your credit report and take steps to improve your credit score if necessary.

4

SAVE FOR DOWN PAYMENT

- Determine the amount you need for a down payment based on the type of mortgage you're seeking.
- Start saving early and consider setting up a separate savings account for your home purchase.

5

EXPLORE MORTGAGE OPTIONS

- Research different types of mortgages and loan programs.
- Get pre-approved for a mortgage to understand how much you can afford and to strengthen your position when making an offer.

6

UNDERSTAND CLOSING COSTS

- Familiarize yourself with the closing costs associated with buying a home.
- Budget for additional expenses such as home inspections, appraisals, and legal fees.

7

RESEARCH HOME PRICES & MARKETS

- Research the real estate market in the area where you want to buy.
- Understand the current home prices, market trends, and potential future developments.



Getting Pre-Approved

The pre-approval process involves the buyer working closely with a mortgage lender to evaluate their financial standing. This step is crucial for two primary reasons: first, it provides a realistic understanding of their budget by determining the loan amount they qualify for, helping them focus their search on homes within their financial reach. Second, having a pre-approval letter strengthens their position in negotiations with sellers, demonstrating to them that the buyer is a serious and qualified candidate, potentially giving them an edge in a competitive real estate market.

To initiate the pre-approval process, I would assist in selecting a reputable mortgage lender and guide you through the application process, stressing the importance of providing accurate and thorough financial information. Once the lender reviews the application, conducts a credit check, and assesses the buyer's financial health, they issue a pre-approval letter. This letter not only empowers the homebuyer in negotiations but also streamlines the closing process, making it more efficient and less stressful.

Income Qualifications

In the context of home buying and mortgage lending, qualifying income refers to the income that is considered by lenders when determining a borrower's eligibility for a mortgage loan. This income is used to calculate the borrower's debt-to-income ratio (DTI), which is a key factor in assessing their ability to repay the loan. Qualifying income typically includes stable and verifiable sources of income such as salary, wages, bonuses, overtime, and, in some cases, certain types of investment income.

On the other hand, non-qualifying income includes sources of money that are not typically considered by lenders when evaluating a borrower's ability to repay a mortgage. Examples of non-qualifying income may include gifts, one-time bonuses, certain types of rental income, or income that is not likely to continue in the future. While these sources of income may contribute to an individual's overall financial picture, they might not be reliable or consistent enough to be factored into the mortgage qualification process.

Necessary Documents

To get pre-qualified for a mortgage, you typically need to provide certain documents that allow the lender to assess your financial situation. Keep in mind that the specific requirements may vary slightly depending on the lender, but here are common documents that are often requested during the pre-qualification process:

NEEDED DOCUMENTS

☐ Proof of Identity

Valid government-issued photo ID, such as a driver's license or passport.

☐ Proof of Income

Recent pay stubs showing year-to-date earnings.

W-2 forms or tax returns for the past two years.

If self-employed, profit and loss statements and tax returns for the past two years.

☐ Employment Verification

Contact information for your employer, including name, address, and phone number.

Verification of employment, which may be a recent pay stub or a verification letter from your employer.

☐ Proof of Assets

Bank statements for the past two to three months for all accounts, including checking, savings, and investment accounts.

Statements for retirement accounts, such as 401(k) or IRAs.

☐ Credit Information

Authorization for the lender to pull your credit report.

Explanation of any negative items on your credit report, if applicable.

☐ Debt Information

Information on current debts, including credit cards, car loans, student loans, and any other outstanding loans.

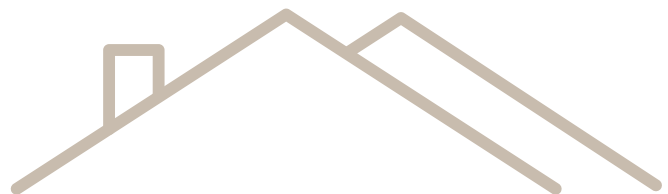
☐ Other Financial Information

Alimony or child support documentation, if applicable.

Proof of additional income, such as rental income or bonuses.

☐ Property Information

If you already have a property in mind, you may need to provide details about it.



Finding the Right Mortgage Partner

Your mortgage lender plays a key role in making your home-buying journey smooth and stress-free.

Here are a few key things to consider when choosing the right mortgage partner for you.



Competitive Rates:

Look for a lender who offers competitive rates that fit your budget. Even a small difference in interest rates can have a big impact on your monthly payments and total loan costs.



Customer Service:

Choose a lender with excellent customer service who is available to answer your questions and guide you through the process. A responsive lender can make all the difference.



Trust & Reputation:

Work with a lender you trust. Look for one with a strong reputation and positive reviews from previous clients. Ask friends or your agent for recommendations.



Loan Options & Flexibility:

Find a lender that offers a variety of loan options to suit your needs. Whether it's a fixed-rate mortgage or a first-time buyer program, make sure they can provide the best solution for your situation.

Main Types of Mortgage Partners

Banks: These institutions often provide a variety of loan options but may have stricter approval requirements.

Credit Unions: Credit unions may be more flexible in their lending standards and are a popular choice for first-time buyers.

Mortgage Brokers: They don't lend money directly but work with multiple lenders to find the best mortgage rates and loan terms for the buyer.

Mortgage Lenders: Specialized financial institutions that focus solely on providing mortgage loans. They may offer more tailored loan products and sometimes faster processing than banks.

Online Lenders: Internet-based lenders that offer mortgage products online. They often provide convenience, competitive rates, and faster pre-approval processes, though they may lack the personal touch of traditional lenders.

Types of Mortgage Loans

CONVENTIONAL LOANS

Standard mortgages not insured or guaranteed by a government agency.

FHA (FEDERAL HOUSING ADMINISTRATION)

Insured by the FHA, these loans often have more lenient qualification criteria, making them suitable for first-time homebuyers.

VA (DEPARTMENT OF VETERANS AFFAIRS)

Available to eligible veterans, active-duty service members, and some surviving spouses, offering favorable terms with no down payment.

USDA LOANS

Backed by the U.S. Department of Agriculture, these loans are designed for homebuyers in eligible rural areas and offer low to no down payment options.

FIXED-RATE MORTGAGES

Loans with a constant interest rate and monthly payments throughout the entire term, typically 15 or 30 years.

ADJUSTABLE-RATE MORTGAGES

Loans with an interest rate that may change periodically, often with an initial fixed-rate period followed by adjustable rates.

INTEREST-ONLY MORTGAGES

Borrowers pay only the interest for a specified period, usually 5-10 years, before converting to principal and interest payments.

JUMBO LOANS

Loans that exceed the conforming loan limits set by Fannie Mae and Freddie Mac, typically used for higher-priced homes.

BALLOON MORTGAGES

Short-term loans with relatively low monthly payments for a fixed period, with a large "balloon" payment due at the end.

REVERSE MORTGAGES

Available to homeowners aged 62 and older, these loans allow seniors to convert home equity into cash, and repayment is typically deferred until the homeowner sells the home or passes away.

HOME EQUITY LOANS

Loans that allow homeowners to borrow against the equity in their homes, often used for major expenses or home improvements.

HOME EQUITY LINES OF CREDIT

Similar to home equity loans, but with a revolving line of credit that can be drawn upon as needed.

CONSTRUCTION LOANS

Short-term loans to finance the construction of a new home, often converted to a traditional mortgage after construction is complete.

COMBO/PIGGYBACK LOANS

Combining a first and second mortgage to avoid private mortgage insurance (PMI) and reduce the down payment.

PROPERTY SEARCH

Tips & Tricks

- **Research Neighborhoods:**

- Investigate different neighborhoods to find the one that aligns with your lifestyle, preferences, and future plans. Consider factors like schools, amenities and commute.

- **Stay Open-Minded:**

- While it's essential to have criteria, be open-minded during the search. You might find a property that meets your needs but may not check every box on your wish list.

- **Utilize Online Resources:**

- Explore online real estate platforms, apps, and websites. These tools provide a wealth of information on available properties, market trends, and neighborhood data.

- **Attend Open Houses:**

- Attend open houses to get a feel for different properties and neighborhoods. It's an excellent opportunity to ask questions and gather information.

- **Consider Future Resale Value:**

- Think about the potential resale value of a property. Even if you plan to stay long-term, it's wise to consider how market trends could impact your investment.

- **Inspect and Assess:**

- When viewing properties, pay attention to the condition of the home and any necessary repairs. Consider the long-term maintenance and upkeep required.

- **Ask Questions:**

- Don't hesitate to ask your real estate agent questions about the properties you're interested in. They can provide valuable insights and information.

- **Factor in Additional Costs:**

- Beyond the purchase price, consider additional costs such as property taxes, homeowners association fees, maintenance, and potential renovation or improvement projects.

- **Be Patient:**

- Understand that finding the right property can take time. Be patient and trust the process, and don't rush into a decision.

PROPERTY SEARCH

Tips & Tricks

- **Negotiate Wisely:**
 - Work closely with your real estate agent to develop a negotiation strategy. Be prepared to negotiate on price, contingencies, and other terms.
- **Review HOA Rules and Regulations:**
 - If the property is part of a homeowners association (HOA), carefully review the rules and regulations to ensure they align with your preferences and lifestyle.
- **Visit the Neighborhood at Different Times:**
 - Visit the neighborhood during different times of the day and week to get a comprehensive understanding of the environment, noise levels, and traffic patterns.
- **Document Your Impressions:**
 - Take notes and pictures during property visits. This will help you remember key details when comparing multiple options.
- **Stay Informed About Market Trends:**
 - Stay updated on local market trends and conditions. Your real estate agent can provide valuable insights into whether it's a buyer's or seller's market.



The Offer Making Process

STEP ONE

Determine Your Offer Price

Your real estate agent will help you analyze comparable sales and market conditions to determine a competitive and reasonable offer price.

STEP TWO

Review Comparable Sales

Examine recently sold properties in the same neighborhood with similar features to understand the market value of the home you're interested in.

STEP THREE

Consider Market Conditions

Understand whether you're in a buyer's market or a seller's market. In a seller's market, where demand exceeds supply, you may need to be more competitive with your offer.

STEP FOUR

Include Contingencies

Contingencies are conditions that must be met for the sale to proceed. Common contingencies include a home inspection, financing approval, and appraisal.

STEP FIVE

Prepare the Offer Letter

Your real estate agent will draft the offer letter, including details such as the offer price, requested contingencies, and any specific terms or conditions.

STEP SIX

Submit the Offer

Once you and your agent have reviewed and finalized the offer, it is submitted to the seller's agent. The seller will then have the option to accept, reject, or counter the offer.

STEP SEVEN

Negotiate Terms

Negotiations may occur between you and the seller, involving adjustments to the offer price, closing date, or other terms. Your real estate agent will play a crucial role in this process.





Upfront Costs When Buying a Home

Buying a home comes with a few upfront expenses that are important to budget for. Here's a breakdown of what you can expect to pay before you get the keys to your new home.

☑ Down Payment

- Your down payment is a percentage of the home's purchase price, usually ranging from 3% to 20%, depending on your loan type. This is the biggest upfront cost to plan for.

☑ Closing Costs

- Closing costs are typically 2% to 5% of the home's price and include fees like title insurance, attorney fees, and loan processing fees.

☑ Home Inspection Fee

- A home inspection, which usually costs between \$300 to \$500, helps you identify any potential issues before finalizing the purchase.

☑ Appraisal Fee

- Your lender will require an appraisal to assess the home's market value. This fee typically ranges from \$300 to \$700.

☑ Earnest Money Deposit

- Earnest money is a deposit you make when your offer is accepted to show you're serious about purchasing the home. It's usually 1% to 3% of the purchase price and is applied to your down payment or closing costs.

Make Your Offer Stand Out: Financial Strategies to Strengthen Your Bid



☒ Increase Your Earnest Money Deposit

- A higher earnest money deposit shows the seller you're serious about the offer. It adds financial security to the deal and can make your bid more attractive without raising the overall price.

☒ Offer a Larger Down Payment

- A bigger down payment signals financial stability to the seller, giving them confidence in your ability to close the deal. It can also make your offer more competitive in tight markets.

☒ Waive or Limit Contingencies

- Waiving or limiting contingencies—like home inspection or financing—can simplify the offer and give the seller more confidence in a quick and hassle-free closing.

☒ Shorten Closing Timeline

- A shorter closing period can appeal to sellers who want to move quickly. Offering to close faster, if feasible, can set your offer apart from others.

Make Your Offer Stand Out: Flexible Terms to Strengthen Your Offer



☒ Flexible Closing Date

- Offering flexibility with the closing date shows you're willing to accommodate the seller's schedule. Whether they need a fast closing or extra time, being adaptable can help your offer stand out.

☒ Offer to Rent-Back to the Seller

- If the seller needs extra time before moving, offering a rent-back agreement lets them stay in the home temporarily after closing. This flexibility can make your offer more appealing, especially in a tight market.

☒ Waive Non-Essential Contingencies

- Waiving non-essential contingencies, like minor repairs, shows the seller you're willing to take the home as-is, simplifying the deal and giving your offer a competitive edge.

☒ Include a Personal Touch

- A heartfelt letter explaining why you love the home and how you envision living there can create a personal connection with the seller.

Your Path from Offer to Signed Agreement

SUBMIT THE OFFER

We'll submit your offer with key details like price, closing date, and contingencies. The seller will review it and decide whether to accept, counter, or reject the offer.

NEGOTIATE AND COUNTEROFFERS

The seller may counter with different terms, such as a higher price or adjusted contingencies. We'll work together to negotiate a deal that works for both parties.

OFFER ACCEPTANCE

Once the seller accepts your offer, both parties sign the purchase agreement, officially starting the process toward closing.

INSPECTIONS AND CONTINGENCIES

With the offer accepted, we'll arrange for home inspections, appraisals, and ensure all contingencies are met before finalizing the deal.

FINALIZING THE AGREEMENT

Once all contingencies are satisfied, the final purchase agreement is signed, and we move toward closing on your new home!



Navigate Multiple Offers

SUBMIT A STRONG OFFER RIGHT AWAY

In a multiple offer situation, submitting a strong initial offer is key. Be prepared to offer close to the asking price or even higher if the market is hot.

BE FLEXIBLE WITH TERMS

Flexibility can be just as valuable as price. Consider waiving minor contingencies or adjusting your closing timeline to make your offer more appealing to the seller.

INCLUDE AN ESCALATION CLAUSE

An escalation clause allows your offer to automatically increase by a set amount if higher bids come in, helping you stay competitive without overbidding right away.

INCREASE YOUR EARNEST MONEY DEPOSIT

A larger earnest money deposit demonstrates your commitment to the purchase and can make your offer more attractive without increasing the overall price.

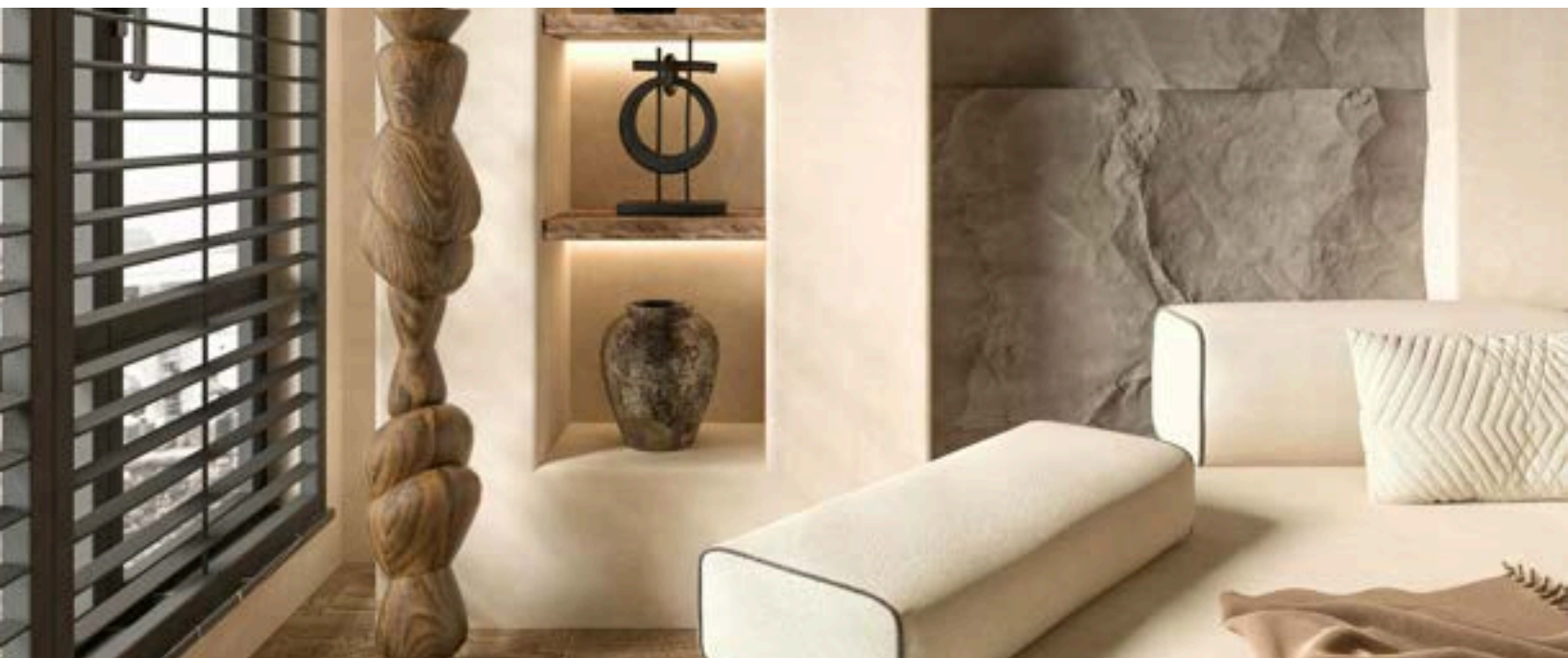
NEGOTIATION

Strategies

- **Market Analysis and Pricing Strategy:**
 - Conduct a thorough market analysis to determine the fair market value of the property. Develop a pricing strategy that positions the offer competitively while aligning with the buyer's budget.
- **Understanding Seller Motivations:**
 - Gather information about the seller's motivations for selling, timeline, and any specific needs they may have. Tailor the negotiation strategy to align with the seller's goals.
- **Strong Initial Offer:**
 - Presenting a strong initial offer can set a positive tone for negotiations. This may involve offering a competitive price, a significant earnest money deposit, or favorable terms.
- **Effective Communication:**
 - Establish open and respectful communication with the listing agent. Clear and transparent communication can foster a cooperative atmosphere during negotiations.
- **Building Rapport:**
 - Building a positive relationship with the listing agent and the seller can be advantageous. A good rapport can create a sense of trust and facilitate smoother negotiations.
- **Negotiating Contingencies:**
 - Skillfully negotiate contingencies, such as the home inspection and financing contingencies. Balancing buyer protection with the seller's concerns is crucial for successful negotiations.
- **Understanding Seller's Pain Points:**
 - Identify any specific concerns or pain points the seller may have. Addressing these concerns in the offer or negotiation process can increase the likelihood of acceptance.
- **Flexibility and Creativity:**
 - Be flexible and creative in crafting the offer. This may involve proposing unique terms, accommodating the seller's preferences, or finding alternative solutions to potential obstacles.
- **Highlighting Buyer Strengths:**
 - Emphasize the strengths of the buyer, such as their pre-approval status, financial stability, or flexibility with the closing timeline. This can make the offer more appealing to the seller.

NEGOTIATION Strategies

- **Negotiating Repairs:**
 - After a home inspection, negotiate repairs or credits based on the inspection report. Prioritize essential repairs and approach negotiations with solutions rather than demands.
- **Leveraging Market Conditions:**
 - Leverage current market conditions to strengthen the negotiation position. In a buyer's market, there may be more room for negotiation on price and terms.
- **Escalation Clause:**
 - Include an escalation clause in the offer, allowing the buyer's offer to automatically increase if competing offers are received, up to a specified maximum.
- **Timing and Patience:**
 - Consider the timing of the offer and be patient during negotiations. Strategic timing can sometimes work in the buyer's favor.
- **Walk-Away Power:**
 - Demonstrate a willingness to walk away from the deal if negotiations reach an impasse. This gives the buyer leverage and signals seriousness about the desired terms.
- **Leveraging Professional Network:**
 - Utilize professional networks and relationships to gather information about the seller's motivations and potential flexibility in negotiations.





Appraisal Process

A home appraisal is a professional assessment conducted by a licensed appraiser to determine the fair market value of a property.

SCENARIO 1

Home Appraisal Above Offer Price:

The home appraisal comes in above the buyer's offered price, indicating that the property's appraised value is higher than what the buyer agreed to pay. In this case, the buyer may feel reassured about the equity in their purchase and can proceed with the transaction without major concerns. The lender is likely to be comfortable with the loan amount, and the sale can proceed smoothly.

SCENARIO 2

Home Appraisal Below Offer Price:

In this scenario, the home appraisal returns with a value below the buyer's offered price, signaling that the property is appraised at a lower market value. This situation can pose challenges, as the buyer's lender may be hesitant to approve a loan amount that exceeds the appraised value. The buyer and seller may need to renegotiate the purchase price, with the buyer potentially needing to bring additional funds to meet the lender's requirements, or the parties may explore other solutions such as reevaluating the terms of the sale.

UNDERSTANDING THE Home Inspection

A home inspection is a thorough examination of a property's condition conducted by a qualified inspector. During this process, various aspects of the home, including its structural integrity, electrical systems, plumbing, HVAC, and overall safety features, are assessed to identify any potential issues or needed repairs. The inspection provides valuable information to the buyer about the property's condition, helping them make informed decisions and negotiate with the seller based on the findings.





The Escrow Process

- **Opening Escrow:**
 - Once the buyer and seller have a mutually accepted purchase agreement, the escrow process is initiated. The buyer's initial deposit, often referred to as earnest money, is submitted to an independent third party known as the escrow agent.
- **Escrow Instructions:**
 - The escrow agent receives instructions from both the buyer and seller, outlining the conditions that must be met for the transaction to proceed. These instructions include contingencies, timelines, and specific details regarding the sale.
- **Title Search and Preliminary Report:**
 - The escrow agent works with a title company to conduct a title search on the property. A preliminary title report is provided to the parties, outlining any existing liens, encumbrances, or other issues that may affect the property's title.
- **Inspections and Contingencies:**
 - The buyer typically has a specified period to conduct inspections and address any contingencies outlined in the purchase agreement. This may include a home inspection, pest inspection, or other assessments.
- **Loan Approval:**
 - If the buyer is obtaining financing, the lender works through the loan approval process during escrow. The lender may require additional documentation from the buyer and conduct an appraisal of the property.
- **Addressing Contingencies:**
 - Based on inspection results, the buyer may request repairs or negotiate changes to the terms of the sale. The seller has the option to agree to these requests, deny them, or propose alternatives. The resolution of contingencies is a key aspect of the escrow period.
- **Finalizing Financing:**
 - The buyer's lender finalizes the loan details, ensuring that all conditions for loan approval are met. The lender coordinates with the escrow agent to prepare the necessary loan documents.
- **Signing Documents:**
 - Both the buyer and seller sign the required documents, including the closing documents and the deed. The escrow agent ensures that all parties have fulfilled their obligations before proceeding.

The Escrow Process

- **Closing Funds:**
 - The buyer provides the remaining funds needed to complete the purchase. This may include the down payment, closing costs, and any other agreed-upon expenses.
- **Distribution of Funds:**
 - The escrow agent ensures that all funds are in place before officially closing the escrow. Once confirmed, the agent distributes the funds to the appropriate parties, including the seller, real estate agents, and any third parties involved.
- **Recording the Deed:**
 - After all documents are signed and funds are distributed, the deed is recorded with the county recorder's office. This legalizes the transfer of ownership from the seller to the buyer.
- **Closing Escrow:**
 - The escrow process concludes when all conditions are met, and the transaction is officially closed. The parties receive confirmation, and the buyer takes possession of the property.



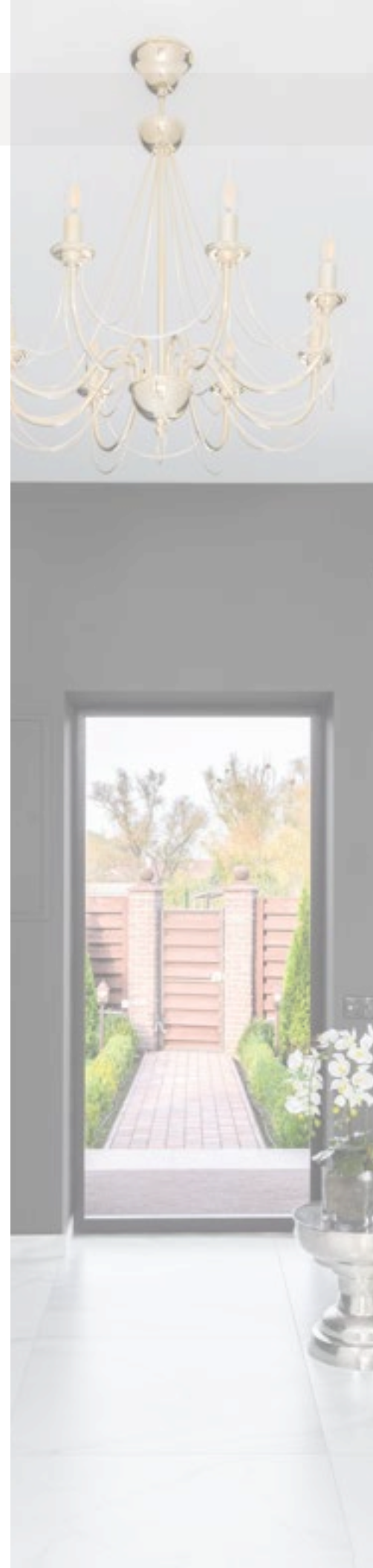
UNDERSTANDING Closing Costs

- **Loan Origination Fee:**
 - This fee is charged by the lender for processing and underwriting the mortgage. It's typically a percentage of the loan amount.
- **Appraisal Fee:**
 - Lenders often require an appraisal to assess the property's value. The buyer is typically responsible for covering this cost.
- **Credit Report Fee:**
 - Lenders pull a credit report to evaluate the buyer's creditworthiness. The cost of obtaining this report is usually passed on to the buyer.
- **Home Inspection Fee:**
 - While the home inspection itself is optional, many buyers choose to have one done. The inspection fee is paid to a professional inspector to assess the property's condition.
- **Attorney Fees:**
 - In some states, it's customary to have an attorney involved in the closing process. Buyers may need to cover attorney fees for legal services related to the transaction.
- **Title Search and Title Insurance:**
 - The title search ensures that the property has a clear title, and title insurance protects the buyer and lender against potential defects in the title. Both the search and insurance come with associated costs.
- **Escrow and Prepaid Items:**
 - Buyers often need to prepay certain items, such as property taxes, homeowners insurance, and mortgage interest. These funds are placed in an escrow account to cover future payments.
- **Recording Fees:**
 - These fees are charged by the local government for recording the property sale and updating public records.
- **Transfer Taxes:**
 - Some areas impose transfer taxes, which are fees for transferring ownership of the property from the seller to the buyer.
- **Survey Fee:**
 - A survey may be required to determine the property boundaries and ensure there are no encroachments. The buyer typically covers the survey fee.
- **Courier or Wire Fees:**
 - These fees cover the cost of sending documents, particularly if funds are being wired for the transaction.

Closing Checklist

- ✓ REVIEW CLOSING DISCLOSURE
- ✓ SCHEDULE A FINAL WALK-THROUGH
- ✓ SECURE HOMEOWNERS INSURANCE
- ✓ FINALIZE MORTGAGE FINANCING
- ✓ BRING NECESSARY DOCUMENTATION
- ✓ UNDERSTAND CLOSING COSTS
- ✓ ATTEND THE CLOSING MEETING
- ✓ REVIEW DOCUMENTS
- ✓ SIGN DOCUMENTS
- ✓ BRING CERTIFIED FUNDS
- ✓ RECEIVE KEYS AND ACCESS
- ✓ RECORDATION OF DOCUMENTS
- ✓ KEEP CLOSING DOCUMENTS SECURE
- ✓ UPDATE CONTACT INFORMATION
- ✓ CELEBRATE YOUR NEW HOME

Congratulations!



Ready To Work Together?

Your home-buying journey is an exciting time, and I'm ready to put my experience and dedication to work for you. Whether you're just starting your search or ready to make an offer, I'll be with you every step of the way to make the process smooth, stress-free, and successful.

As a dedicated real estate professional with a deep knowledge of the local market, and a commitment to getting the best results for my clients. I'll handle the details so you can focus on finding your perfect home.

When you work with me, you get access to exclusive listings, expert negotiation skills, and guidance through every step—from home search to closing. I'll handle the paperwork and details so you can focus on what matters most.

My goal is to make your home-buying experience enjoyable and successful. I'm committed to working tirelessly to find the right home for you, negotiate the best deal, and ensure a smooth transaction from start to finish.



THANK YOU

YOUR TRUST MEANS EVERYTHING - EXCITED TO
MAKE YOUR HOME DREAMS A REALITY!

SALPIE MARKARIAN

LAS VEGAS REALTOR®

LICENSE: S.202353

REAL BROKER, LLC

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