

Buyer's Guide

AN INVESTMENT IN
YOUR FUTURE

ONE | Sotheby's
INTERNATIONAL REALTY





Kimberly DiMascio

Global Real Estate Advisor

Looking for the perfect luxury real estate and concierge partner?

Kimberly DiMascio brings more to the table than your average real estate agent. She specializes in designing tailored experiences that blend business, art, wellness, and hospitality into a one-of-a-kind lifestyle package. With her expertise, you can be sure of finding exactly what you're looking for – not just a place but also a feeling of home.

Combining her years of experience as a digital marketer and wellness curator, with the skills she has acquired in sales & marketing as part of ONE Sotheby's International Realty, Kimberly provides exceptional services for each individual client backed by personal attention and quality care every step of the way.

By entrusting your needs to this ultimate Real Estate & Concierge Agent & Advisor, you can take advantage of expert guidance along the path to discovering unique luxury living opportunities whether it be urban or beachfront oasis that fit both your tastes as well as budget!

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ONE | **Sotheby's**
INTERNATIONAL REALTY

You have one life to live.

At ONE Sotheby's International Realty, that is our mission: to give extraordinary lives a home to thrive. Navigating the complex decision to invest in real estate - whether your first home, your forever home, or an investment in your future - requires a creative and compassionate associate who understands the importance of these decisions. A professional who expects to be held to the highest standards of service. A professional for whom relationships are as important as they are to you.

ONE Sotheby's International Realty is the premier source for luxury real estate and development sales along Florida's East Coast. We bring together the world's most passionate and committed professionals, backed by a global brand with a heritage of unsurpassed quality, value and trust. For nearly 300 years, the Sotheby's name has exemplified the promise of a life well lived and this heritage has been the foundation of ONE Sotheby's International Realty since our founding in 2008. As markets evolve, core values like leadership, integrity and vision endure. At ONE Sotheby's International Realty, these values are supported by market knowledge and insights, the latest technology and a global backbone of support and service, all grounded in the belief that the best experiences inspire the best decisions.

Inspiration lives here.



Guiding You to a Successful Purchase

Each homebuying journey is unique, just like our clients. The following is a list of some of the items that may be part of your home purchase process.



Initial Consultation

An initial meeting is important to ensure that you get access to properties both on and off the market, as well as exclusive and coming soon listings. We want to help, prepare you to be able to write offers quickly in a competitive market when needed.



Property Selection & Refine Search

- Property needs and wants, location, size, amenities, style
- Purchase price range
- Provide an overview of the current market dynamics and challenges
- Refine Property Search Criteria
- Setup Listing Alerts and Market Reports
- Schedule Property Tours



Purchase Process with your Agent

- **Agency** – Our agents can explain agency and discuss their role in Buyer Representation
- **Purchase Contracts** – We can share sample contracts so you can familiarize yourself with the various options and terms
- **Buyer Representation** – We can explain how Buyer's Agent compensation works and will complete a contract to work together to secure your new home.



Financing

Financing and good lender relationships are important. We can recommend a variety of loan officers who can help you be prepared to purchase your home.

- Get prequalified and confirm price range
- Complete the loan application
- Obtain loan Pre-Approval subject to the property selection and appraisal
- Provide any requested additional documentation



Property Tours

Our agents view properties throughout the region, follow local market dynamics, and are here to assist you in assessing the value and condition of the properties you view.

- Present off-market or pre-market listings as they arise.
- Review list of potential properties from the MLS – discuss things that may not be readily apparent
- Call agents to schedule and set up private showings
- Map out and tour properties together
- Recommend properties that may come up for viewing at Open Houses
- Review the pros and cons of each home after the showing



Obtaining Disclosures

One benefit of having a real estate advisor is their familiarity with required disclosures, recommendations for inspectors, and experience with identifying and requesting required reports.

- Will request the Disclosure Package and other information from the listing agent
- Discuss with your agent if you want to get any additional inspections or reports and determine the timeframe for needed contingencies
- If the home is in an HOA, and the Seller has not provided the HOA docs, the agent can explain the typical timing of the process to receive and review the documents.
- Recommend a Title and Escrow Company.



Write Competitive Offers

When we locate a property that meets your needs, we can assist you in determining an offer price and terms, and negotiating on your behalf, to help you win the sale. What may not be evident at the outset is the added value of collaborating with an agent backed by a trusted brand with a good reputation within the agent community when it is time for them to help their clients assess competing offers.

- Call the listing agent to get the best information possible about competing offers and sellers preferences regarding terms, and the timeline for offer submission.
- We can review comparable sales, and discuss the price and terms that can best position your offer.
- Prepare the offer with the relevant and required advisories and disclosures, and can submit the loan approval letter or proof of funds, with the offer.
- Get signatures on all offer documents to provide a complete and compelling offer.



Presenting Offers

Presenting you in the best light can be helpful in securing the winning offer. I can ask to present the offer in person if requested. It is up to the Seller how they wish to receive offers.

- Help you present the offer in person or by email in a timely manner
- Notify the agent of the offer submission to ensure that they received it, and to find out the expected response time
- Maintain communications and forward any counter-offers for review
- Negotiate on your behalf and writing any addenda or subsequent counter-offers.



Opening Escrow

Congratulations! This is just the start of the transaction process. Your agent will assist you through the requirements that are contained in your accepted offer.

- Open escrow at the selected Title Company
- Ensure you understand wire fraud concerns and that you communicate directly with your trusted Escrow Officer regarding any wiring, account or transfer information.



Physical and Other Inspections Contingencies

There are numerous contingencies, and our agents will help you navigate through them. If you have an Inspection Contingency this will allow you to order further inspections and reports to get more information about the property.

- Your agent can recommend or help you locate inspectors for all the inspections you want to undertake.
- Call inspectors to check on their schedules, and setup inspection appointment times.
- Forward, review and file Inspection Reports
- Communicate with your lender as requested
- Assist the Appraiser with access to the home, and provide comps as needed
- Provide resources for Homeowners Insurance and options – this is a critical step in the process given the current insurance climate



Complete the Closing Process

- We can recommend Movers
- Arrange for a final walkthrough of the property
- Provide resources for a Home Warranty Policy
- We can accompany you to the closing signing
- Upon recording title, provide keys



Preparing to Buy

Personal Checklist for Prioritizing Your Most Important Concerns

In what areas are you interested in living? _____

Are there specific neighborhoods you prefer? _____

What is your price range? _____

Is having a homeowners association important to you? YES NO

Do you have a lender? YES NO Have you been pre-approved? YES NO

Do you need to complete your existing lease? YES NO Lease end date _____

Do you need to sell your current residence? YES NO

If yes, describe your home: _____

What is your timeline for purchasing a new property? _____

Do you prefer: 1-story Multi-level No preference

Preferred number of bedrooms: _____ Preferred number of bathrooms: _____

Preferred square footage: Under 1,000 1,000-1,500 1,501-2,000 2,001-2,500

2,501-3,000 3,001-3,500 3,501-4,000 4,001-4,500 4,501+

Which of the following are important in your new home? Yard Pool New Construction

Fireplace AC/Heating Office Children's Area Hardwood Floors Garage

Which of the following are important to you about your new neighborhood? Easy Commute

Parks Shopping/Restaurants Freeway/Transit Private Schools Public Schools

Other things that are important: _____



Why use ONE Sotheby's International Realty?

Reasons to Work with a Real Estate Professional

With all of the information available to consumers today, it is tempting to consider doing everything yourself when buying a home. Here's why working with a professional is the best choice you can make:

Expert Guidance in a Complex Market

The real estate market is exceedingly complex and factors affecting the market change daily. An experienced professional should be your guide, using their in-depth knowledge of area communities, current and past market conditions and indicators to assist you in numerous ways. Your ONE Sotheby's International Realty Sales Associate can help expedite your search, identify the neighborhoods and communities that best fit your lifestyle and meet your needs, negotiate the best possible deal, and avoid delays or costly mistakes.

Expanded Search Power

Sometimes properties are available but not actively advertised on the market or the MLS. Through their network, your Sales Associate may have knowledge of and access to these "off-market" listings not accessible on public search sites. Your Sales Associate will also have access to more detailed property information than what is publicly available and exclusive access to our global search portals and connections with local representatives worldwide.

Negotiation Prowess

There are many factors to consider when making an offer on a house in today's swiftly moving market, and your Sales Associate can help prepare you so that you are able to make decisions in a timely manner. A trusted professional, your Sales Associate will negotiate the details of an agreement to oversee that your best interests are a priority when completing the transaction.



Your Real Estate Professional Should Be:

- Knowledgeable about the communities of interest to you.
- An effective communicator dedicated to keeping you educated and informed throughout the entire buying process.
- Aware of the complicated local and state requirements affecting your transaction.
- Able to direct you to helpful lenders that assist you with getting the financing you need.
- An expert negotiator. Effective in multi-party, written and face-to-face negotiations.
- Respected by other agents in the real estate community.
- Highly trained, with access to programs for continued learning and additional certifications.
- Technology focused. Able to respond to you in a timely fashion and use current technology to expedite your purchase.
- Supported by professional legal counsel.

Your ONE Sotheby's International Realty Sales Associate is an experienced professional backed by exceptional leadership and support teams, all dedicated to providing you with a peerless level of service.



Mutual Agreement

Our decision to work together can be formalized in an agreement

Seller Paid Commissions

- Sellers complete a Listing Agreement that covers, among other things, the commission paid to the Listing Agent selling their home and most frequently includes a provision where the Seller can offer to pay the Buyer's Agent a commission, which is then noted on the MLS
- Buyers can also request that Sellers make up any difference in Broker Commission for the Buy Side as part of the offer to purchase which allows the commission to be incorporated into the final sale price and financed.

Having a written Representation Agreement allows me to:

- Commit my time, expertise, resources, support staff and experience to find exactly what you are looking for
- Make my best effort to find you the home to meet your needs
- Search for Off-Market homes or Pocket Listings.
- It clarifies and expedites the offer process, removing the level of brokerage compensation as an impediment.

It should be noted that commissions are not set by law and are negotiable. Each broker is entitled to set their fee schedule for services performed.



When to Buy?

Reasons to Buy Now

Determining if the time is right to buy a home is your first step in the home buying process. Here are some reasons to consider buying now rather than waiting for a future date.

Tax Savings & Equity Building

The sooner you buy, the sooner you can start building equity in what is likely to be your greatest asset, and the sooner you can take advantage of the tax benefits of owning a home. Talk to your CPA or tax professional to understand your particular situation.

It's the Right Time in Your Life

Sometimes it's just the right stage of life to make a move: you want social and educational continuity for your children; your financial circumstances have changed; you are empty nesters or retirees and are looking for more freedom, or maybe you have changed jobs.

Generally Rising Home Values

Market timing is a risky practice and an approach we don't recommend for the purchase of your primary residence. Over the long term, however, home values tend to rise. Just like the stock market, if you get in sooner rather than later, and hold on to your investment, it is likely to appreciate.

Lock in Interest Rates

If you are financing your home purchase, locking in an interest rate now will give you more predictability for your household budget, and will be a long-term benefit if interest rates rise.

The Homebuying Process

Initial Consultation

- Determine your priorities and needs
- Review Agency and Representation to define the appropriate working relationship
- Discuss financing options

Finding the Right Home

- Sales professional shows you properties based on your criteria
- Evaluate each property with sales professional
- Choose the right home

Preparing an Offer

- Review seller's property disclosures
- Review preliminary title report
- Contact listing agent with any buyer questions or disclosures
- Review comparable sales to determine offer price
- Review process of loan pre-approval; decide on financing
- Decide on other terms (inspections, possession date, personal property, etc.)
- Prepare earnest money deposit

Reaching Seller Agreement

- Present your offer
- Negotiation of terms and possible counteroffers
- Agreed-upon sales contract with seller

Completing Settlement Process

- Deposit of earnest money
- Roof, termite and other inspections
- Review seller's disclosures again
- Remove any remaining contingencies
- Arrange for homeowners insurance
- Arrange for home warranty
- Arrange for movers
- Final walk-through of property
- Provide balance of down payment and closing costs
- Sign documents
- Loan funding
- Recording of title
- Receive keys from sales professional
- Move in!

Obtaining Financing

- Find a mortgage company
- Consult with a loan officer
- Pre-qualification
- Complete loan application
- Obtain loan pre-approval
- Provide requested documentation

- Property appraisal
- Loan Processing
- Final loan approval



Financing

Working With a Lender

Working With a Lender Will Help You:

- Determine the price range that you can afford.
- Understand the different types of loans available and the types of programs you may qualify for (particularly if you are a first-time home buyer).
- Estimate the down payment and closing costs on the property you are interested in.
- Determine what your monthly housing payment will be.
- Get pre-approved so that your offer is more attractive to sellers.

Obtaining a Loan:

The Application. All pertinent documentation is obtained, fees and down payments are discussed, and the borrower will receive loan disclosures itemizing the rates and associated costs for the loan.

Loan Submission. Once all the necessary documentation is in, your completed file is submitted to a lender for approval.

Loan Approval. Loan approval, or underwriting, requires that all documents have been submitted and generally takes 24 to 72 hours. All parties are notified of the approval and any loan conditions that must be satisfied before the loan can close.

Closing. Once all parties have signed the loan documents, the funds are wired. At this point, the borrower finishes the loan process and buys the property.

Mortgage Loan Checklist

Be Prepared

In order to expedite the mortgage loan process, please be sure you bring everything applicable on this list to your meeting:

Contracts

- Copy of Sales Contract (on the purchase of your new home)
- Copy of Sales Contract and certified copy of Closing Statement (on the sale of your present home)

Residence History

- Past 24 months of residence with complete addresses and dates
- If currently renting, landlord's name and contact information

Employment History

- Employers for the past two years with complete addresses and dates
- W2 forms (most recent two years)
- Tax returns with all schedules (most recent two years)
- If self-employed, YTD profit and loss statement and current balance sheet
- If you have gaps in employment, be prepared to explain

Accounts

- Copies of most recent statements (3 months) for all loans and credit cards with current balances
- Copies of most recent bank statements (3 months) for all accounts, stock brokerages, mutual funds, IRAs, pensions, etc.

Current Real Estate

- Property addresses with estimated market values
- Outstanding loan balances (bring copy of recent loan statement)
- Amount of monthly payment
- Amount of monthly rental income (copy of rental agreements)

Personal Property

- Net cash value of your insurance
- Year, make and value of all vehicles
- Value of your furniture and personal property
- Value of any additional property used to procure loan

If Applicable

- Copy of divorce papers
- Certificate of eligibility & DD214 (for VA only)
- Copy of drivers license and Social Security Card (for FHA only)



Property Inspection

Once Under Contract

As part of the sales contract, you have the right to inspect the mechanical, electrical, plumbing, and structural portions of the property along with any concerns that you have about anything that affects the property. In short, the property inspection is for things that you cannot see or things that require further investigation.

Be present during the inspection so that the inspector may point out any concerns about the property and also answer any questions that you have. They will give you an itemized report for your review.

If repairs are needed, confer with your Sales Associate to understand the terms in the purchase contract.

Square Footage — The initial property measurement is for the purpose of marketing, may not be exact, and is not for loan valuation or other purposes. If exact square footage, or the property boundary, is a concern, the property should be independently measured or surveyed prior to the inspection deadline.



Pre-Closing Buyer Checklist

Understanding the Final Phase

- You have a right to do a “walk-through” on the property before closing.
- Prior to closing, we will both receive a copy of your Settlement Statement, which your Sales Associate can review with you. This will indicate the amount you will need to bring to closing.
- Bring certified funds to closing, in the form of wired funds or a cashier’s check, made payable to the title company. Always work directly with the title company’s known contact information to avoid wire fraud.
- If jointly purchasing and one of you will not be at closing, we will need a power of attorney form signed. You may grant anyone you designate power of attorney to act as your agent at closing. If neither of you will be at the closing, you may be able to sign the closing documents in advance or arrangements can be made for a notary to come to you.
- Please bring your driver’s license to closing for identification, as you will be signing legal documents.
- Finalize Homeowners Insurance. You will need a certificate of your paid insurance premium at closing. Check with your lender to see if you are having your insurance escrowed and included in your mortgage payment.
- Notify applicable companies of your new address in order for accounts to be setup/transferred accordingly and to assure continued service.



Home Warranty & Insurance

Protecting Your Investment

Fire and Hazard Insurance

Once you have a home under contract, it is critical that you contact your insurance company right away to get a quote on insurance.

Flood Insurance

Many policyholders do not realize that basic homeowner's insurance does not include protection from flood damage. Instead, the Federal Emergency Management Agency (FEMA) administers flood insurance through a federal program. Flood insurance may be purchased as a separate policy. Be sure to have your insurance agent check to see if the property is in a flood zone.

Home Warranty

As an additional benefit, some sellers provide a Home Protection Plan for the buyer. This coverage is good for one year on selected items, such as: central heating & air, interior plumbing and built-in appliances. If the home you choose does not have a Home Warranty, you can acquire the coverage yourself, ask your Sales Associate for more details.



Discover the Difference With Us

Why Work With a ONE Sotheby's International Realty Agent?

Best Local Agents

Not everyone can be a ONE Sotheby's International Realty agent. Our agents have a well-deserved reputation for professionalism and service that keeps clients coming back. Unlike most local brokerages, we are a collaborative group, working together to share market knowledge, pricing and negotiation insight, and professional connections that help you in your property search and at the negotiating table.

Collaborative and Connected Network

Our clients have a huge advantage by being connected to a collaborative group of local agents. Agents at most brokerages operate individually without collaborating with others. Our agents meet weekly to share market knowledge, including off-market opportunities, recent sales that aren't yet public, and stories of what's happening in the market now. Beyond our local offices, our connections with 1,400 top agents in our 30 offices along Florida's East Coast, and with Sotheby's International Realty® affiliates around the world, provides us insight into broader market trends and potential opportunities, wherever you may be looking to buy.

Sotheby's — An Iconic Brand

Since 1744, Sotheby's has sold their client's most valuable treasures. The preeminent auction house expanded to create the Sotheby's International Realty® brand, recognized globally for unmatched quality of service and expertise. The strength of the brand helps open doors adding credibility to your offer.



Passion, Experience & Reputation

Experts Throughout Florida's East Coast and Around the World



ONE Sotheby's International Realty is one of the most prominent and influential real estate firms in Florida. With more than 1,400 agents in 30 offices along Florida's East Coast, we proudly represent all property types and price points.

ONE Sotheby's International Realty associates are recognized as industry leaders with deep local knowledge, providing the same quality service at all market levels. When buying or selling a home along Florida's East Coast and beyond, we are at your service.



1,100

Offices Worldwide

83

Countries & Territories

26,500

Sales Associates

Distinguished Connections

The Network's Worldwide Strength

The Sotheby's International Realty® brand was established to connect the finest real estate companies to the most prestigious clientele in the world. Today our network boasts more than 26,000 affiliated independent sales associates, located in over 1,000 offices, in 81 countries and territories worldwide, placing over 10,000 referrals every year. Our network members utilize innovation with relevant reach to assist clients' in the most unique way.

Helping our clients navigate the world of real estate is what truly helps set us apart. Another differentiator is our ability to connect buyers and sellers globally. Our referral system boasts hundreds of "connections" per month coming from two channels, realty and auction. With a dedicated liaison between the Sotheby's Auction House and Sotheby's International Realty, we are able to help unite thousands of buyers with the properties our network represents.



Nothing compares to what's next.

This guide is a separate resource and doesn't modify or add to your existing agreements with your agent. We hope it helps you through a successful home buying experience.

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