

# Buyer's Guide



*Zell*  
TEAM





*Treating customers like family is a guiding principle of the Zell Team. Comprised of siblings Adam and Lexie, alongside Joaquin Sanchez, Adam Seigel and Sonia Coons, our team is dedicated to listening intently and working tirelessly to promote our clients' best interests.*

Boasting over a decade of experience in the Austin real estate industry, our team brings extensive knowledge of the Austin market and surrounding areas and has a diverse clientele of owners, buyers, investors & developers. We have built a reputation for providing refreshingly friendly customer care and being compassionate, devoted advocates for both buyers and sellers through one of the biggest decisions of their lives.



# Meet Our Team Leader

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## **Adam Zell**

*Adam is a Realtor® at Compass. A Boston transplant, he has been enjoying the great city of Austin since 2009. Adam got his start living and working downtown, contributing to his wealth of knowledge of Austin's urban core. His expertise has since expanded to Austin's outlying areas and he currently lives in Westover Hills. Adam has over nine years of real estate experience and has completed over 600 transactions. He loves working in real estate and truly enjoys people; he is passionate about helping both his clients and other agents grow and succeed.*

*Adam is an interesting mix of East Coast hustle and Southern hospitality. He is experienced working with buyers, sellers and investors alike. Adam treats every transaction like it's his own. He prides himself on his strong communication skills and is open, honest and reliable while advocating and negotiating on his client's behalf. Seeing his clients happy at the end of the day is his number one priority.*

*Adam thrives on building strong relationships with his clients that often turn into life-long friendships. Adam loves working hard and coming home to his wife, Rachel, and their two daughters, Goldie and Fiona. He will tell anyone that being a dad is the coolest! He is passionate about sports, food, music and spending quality time with his friends and family.*

# Meet Our Team

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## **Lexie Zell**

*Client Relations*

*After several years of working with her brother and mentor, Adam, Lexie is a dedicated, knowledgeable and compassionate Realtor® whose unparalleled customer service has resulted in an expanding network of loyal clients and referrals.*

*She moved to Austin in 2008 to pursue her graduate degree in Social Work at UT. When not assisting clients, she enjoys doing yoga, trying all the new restaurants around town and spending time with her husband, Alex, and their two kids, Hazel and Jude.*



## **Joaquin Sanchez**

*Client Relations*

*Joaquin grew up in the beautiful city of Austin, and he is an Austinite through and through. He went to O.Henry Middle School, Austin High School, and then the University of Texas. A die-hard sports fan growing up, one of his all-time favorite moments was Vince Young's touchdown to seal the national championship for the Longhorns over USC.*

*Before becoming a realtor, Joaquin was a sports broadcaster. He was on the news reporting and anchoring sports in Dalton, Georgia, and then Monroe, Louisiana. He moved back to Austin and worked for Time Warner Cable News for seven years, getting to cover everything from the NBA Finals to the World Series and the Super Bowl. During that time, Joaquin met his wonderful wife, Caroline. They have a daughter, Reese, and are expecting two more girls.*



## **Sonia Coons**

*Client Relations*

*Sonia is a passionate Realtor® who diligently works with renters, sellers and buyers in Austin. Born and raised in Dallas, Sonia knows there is nothing better than calling Texas home. She moved to Austin in 2010 to pursue a degree in Business Marketing.*

*Since moving, she expanded her taste buds and enjoys trying out all of the amazing, local restaurants. In her down time, she loves to travel and spend time with family and friends.*



## **Adam Seigel**

*Showing Specialist*

*A West Coast transplant, Adam has quickly gained local market knowledge and extensive industry experience while enjoying his new city. Adam's passion for sales led him to pursue a career in real estate where he has been successfully applying his sales knowledge to thrive in the Austin real estate market.*

*Adam has a knack for building lasting relationships, evident by his growing referral base and repeat business. Specializing in residential sales and leasing, Adam brings a wealth of knowledge and enthusiasm to the real estate process. Adam represents both buyers and sellers in all areas of the market with a primary focus in Central Austin.*



# What People Are Saying

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The Zell Team is the best in the business! My husband and I had the privilege of working with Lexie and Adam twice in our home searches, the first time moving from out of state. They were always available, knowledgeable, and upfront with us. We appreciated their open style of communication and consistent follow up with us, the title company, and the bank, even as we navigated through the closing process. We have full confidence in them and look forward to working with them again in the future. In the meantime, we continue to recommend them wholeheartedly to anyone needing quality real estate services. They are highly skilled in real estate, but they are genuinely wonderful human beings as well, a huge bonus when going through the exhausting home buying/selling process.

- Johnathan and Rose B.

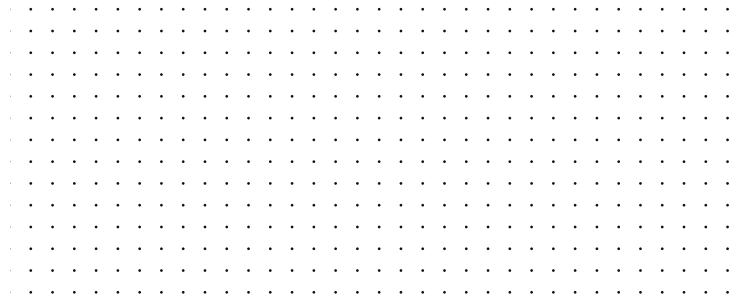


I can't say enough good things about Adam and the Zell Team – they went above and beyond and were truly exceptional. From our initial call before we moved to Austin, to visiting in town to view property to closing on our house and moving in just six weeks later, Adam and his team were amazing. They were incredibly knowledgeable, accessible and responsive 24/7. Their patience, attention to detail, and time investment they put in were phenomenal. Adam and his team took my wife out to see close to 30+ houses and then took me out again on weekends. They have a terrific network of recommendations for inspectors, lenders, etc. and know the best of everyone in town. Beyond just being incredible Realtors and making the entire process seamless, we honestly had a lot of fun and are happy to say we'd count on Adam and his team as new friends in Austin!

- Tom O.

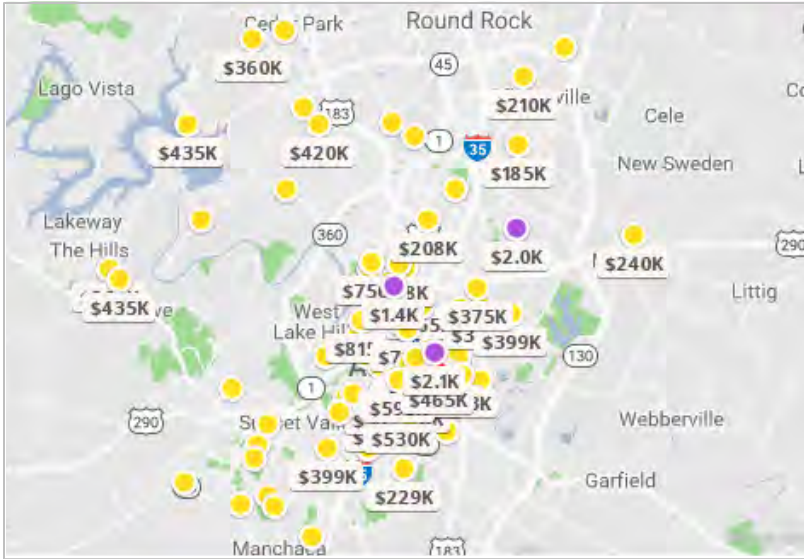
It is very rare to work with a person who is so knowledgeable and dedicated to providing the highest level of customer experience. What Adam brought to the table with him every day drives unmatched value and is a huge reason why I chose him as my Realtor. Adam is a true differentiator. I know that the process of purchasing property can be super frustrating at times and I appreciated Adam digging in his heels, working through it, and despite any and all obstacles keeping a positive "we can do it" attitude. I'm extremely excited to continue working with Adam for future real estate purchases!

- Calley W.



# Zell Team | Our Sold Listings

We work with clients all over Austin!



**SOLD** **\$756,300**

5717 Highland Hills DR  
Austin, TX 78731

4 BD 3 BA 2644 SQ FT .28 AC

**SOLD** **\$640,000**

308 W 34<sup>th</sup> ST #A  
Austin, TX 78705

3 BD 2.5 BA 2012 SQ FT .08 AC

**SOLD** **\$590,000**

2402 Santa Maria ST  
Austin, TX 78702

3 BD 2.5 BA 1838 SQ FT .08 AC

**SOLD** **\$558,500**

7205 Magenta LN  
Austin, TX 78739

5 BD 4.5 BA 3924 SQ FT .21 AC

**SOLD** **\$540,000**

3804 Manchaca RD  
Austin, TX 78704

3 BD 2.5 BA 1695 SQ FT .12 AC

**SOLD** **\$527,000**

2309 Lawnmont AVE  
Austin, TX 78756

3 BD 2 BA 1537 SQ FT .14 AC

**SOLD** **\$443,000**

4704 Reyes ST  
Austin, TX 78721

3 BD 2.5 BA 2040 SQ FT .19 AC

**SOLD** **\$380,000**

1507 Casa DR  
Austin, TX 78745

3 BD 2.5 BA 1584 SQ FT .18 AC

**SOLD** **\$365,000**

603 Davis ST #1507  
Austin, TX 78701

1 BD 1 BA 879 SQ FT .01 AC

**SOLD** **\$355,000**

5517 Avenue G #A  
Austin, TX 78751

2 BD 1 BA 916 SQ FT .10 AC

**SOLD** **\$317,000**

7700 Copperas DR  
Austin, TX 78749

3 BD 2 BA 1524 SQ FT .19 AC

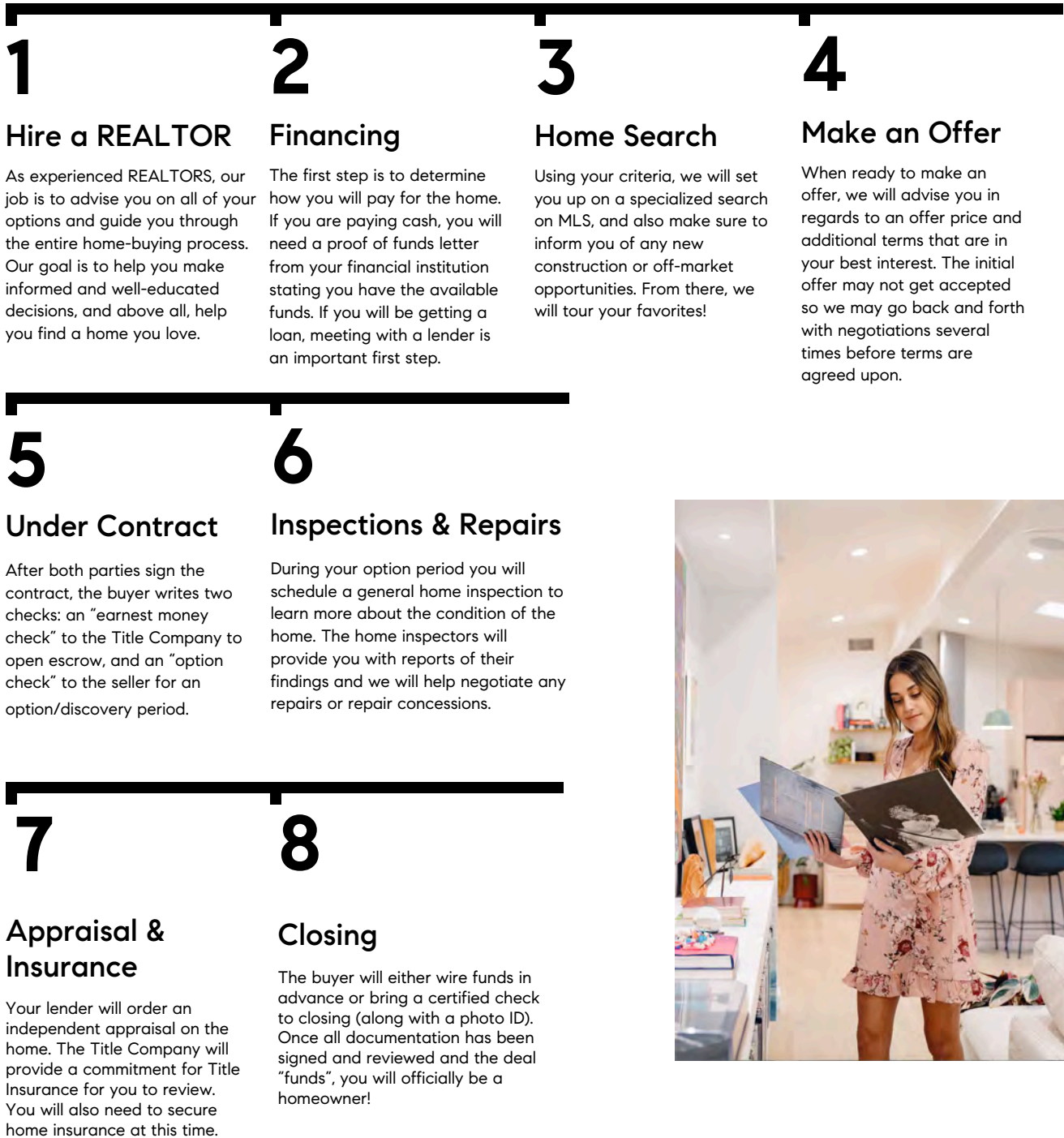
**SOLD** **\$214,500**

1200 East 11<sup>th</sup> ST #307  
Austin, TX 78702

1 BD 1 BA 513 SQ FT .01 AC

# Our Home-Buying Process

*Our job is to advise you in each step of the home-buying process.*



# Step 1: Hire a Realtor

**Knowledge. Experience. Professionalism.**

Working with a REALTOR can save you endless amounts of time, money and frustration. We know the best lenders in the area and can help guide you through the financing process. We know the Austin housing market inside and out and will bring objectivity to the buying transaction by pointing out advantages and disadvantages of a particular property. We are an excellent source for general information about the various Austin neighborhoods including specific information about schools. We are experienced at presenting your offer to the seller and can help you through the process of negotiating the best deal for you.

There are four ways in which you can be represented by a REALTOR during the purchase of a home. Some buyers often choose the worst form of representation because they are not aware that an agent can represent their interests exclusively and negotiate solely on their behalf. Our goal is to be your Exclusive Buyer's Agent and to assist you in making well-educated and informed decisions throughout the home buying process.

## The Agent Represents the Seller

When you work directly with the seller's listing agent without a buyer's agent representing you, the seller's agent represents the seller. The seller's agent's fiduciary duty is exclusively to the seller.

## The Agent Represents the Buyer

When you hire us to represent your interest, our fiduciary duty is exclusively to you. As your Exclusive Buyer's agent, we must put your interests as a buyer first and foremost and must provide you with any important information we have that affects your home purchase.

## The Agent Acts as an Intermediary

Although rare, an Intermediary Relationship occurs when one Broker/Company represents both parties in a transaction and assigns individual agents to represent each party exclusively. If the home you buy is listed with another Compass agent, we will be assigned to represent you in an intermediary capacity. The other Compass agent will represent the seller.

## Subagent – No Buyer Representation Agreement

If an agent shows you homes without having you sign a Buyer Representation Agreement, by law they are acting as a subagent to the seller and have fiduciary duties to the seller, not you. In this scenario, the buyer should not reveal any confidential information to the subagent because that agent must disclose to the seller any material information they know.





## Step 2: Financing

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### Determine how you will pay for your home.

If you are paying cash, you will need a proof of funds letter from your financial institution stating you have the available funds.

If you will be getting a loan, getting pre-approved by an experienced reputable lender is an important first step. A lender can tell you the price range of home you can afford and what your estimated monthly payments will be. Additionally, you will need a pre-approval letter to submit along with your offer. A pre-approval from a trusted lender will improve negotiations and show the seller you're a serious buyer.

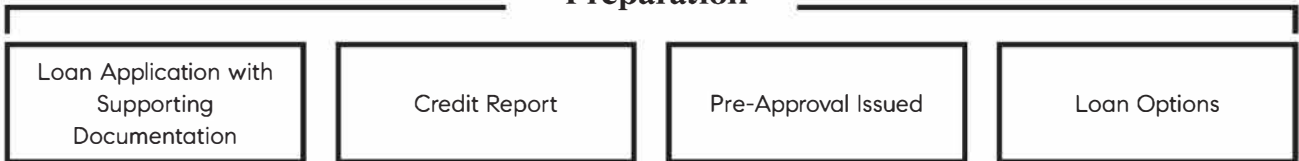


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# The home loan process

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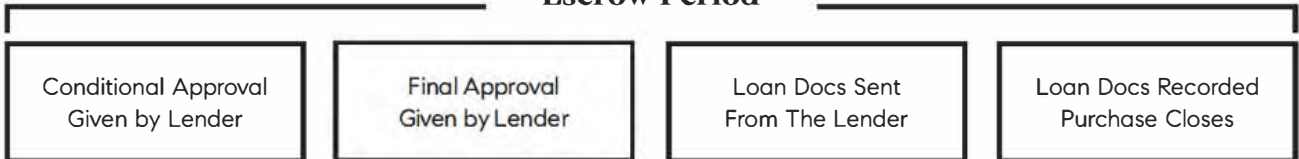
## Preparation



## Property Search



## Escrow Period



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# Step 3: Home Search

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## Find What You Want in a Home

As your REALTOR, we will evaluate your home buying needs in the first meeting to understand your requirements including distinguishing between your “must-haves” and “nice-to-haves.” We will set you up on a customized search on MLS so you can see the inventory of homes on the market that meet your requirements. We will also make sure to inform you of any new construction or off-market opportunities that may work for you. In almost every situation, our fees are pre-negotiated so that the seller is responsible for their commission, not the buyer.

### Resale Homes

REALTORS have access to show you any of the 10,000+ homes listed by any brokerage firm in the Austin area. However, our REALTORS help focus your search based on factors such as location, schools, features, and other criteria. Our goal is to use our market knowledge to save you time and money.

### New Construction

Many buyers are not aware that the representatives at new construction sales centers represent the sole interests of the builder, not the buyer. A common misunderstanding is that the buyer can get a “better deal” if there is not an agent involved. We deal with local builders and know first hand where they are most negotiable in order to get the best possible price and terms for the buyer.

### For Sale By Owner

At any point in time, there are a handful of For Sale by Owner properties on the market. Often, a seller is “upside down” and cannot afford to sell at market value. Other times, they desire to price their home above what a REALTOR deems feasible. In either case, you need to be careful, as these homes are often overpriced. If you happen to drive by a FSBO property of interest, please call our team so that we can work with the owner to schedule a private showing. In most cases, the owner is still willing to pay a REALTOR fee, so we can still represent you throughout the transaction to ensure you don’t overpay and have a full set of resources to support you.

### Foreclosures and Short Sales

The process for buying Foreclosed or Short Sale Homes is vastly different, as navigating the purchase of distressed properties is more complex. Besides an experienced agent on your side, you need patience. When banks and government agencies are involved, you cannot dictate the schedule. Before you decide to pursue distressed properties, we should discuss your goals to make sure they are a good fit for you.



## Step 4: Make an Offer

When ready to make an offer on a home, we will advise you in regards to all important offer terms. We will do a comparative market analysis to assess the price of comparable sold properties in the area and determine the fair market value of the property. The following factors can affect price: condition of home, new home improvements, market conditions, seller's motivation, seller concessions.

Additionally, there are numerous other terms of the offer that are equally as important as the price. These include: earnest money deposit, option period/option fee, closing or possession dates, closing costs, contingencies, etc.

The offer will be emailed to you electronically for review and we will submit it to the listing agent after it's reviewed and signed. You will be given ample opportunity to review the offer as well as the offer terms before it is submitted. The initial offer may not get accepted so the seller may counter-offer. We may go back and forth with negotiations on a counter-offer several times before we have reached an agreement.

## Step 5: Under Contract

Once both parties have signed and dated the offer, we now have an executed contract and the escrow process begins.

The option period begins the day after the effective date of the contract. It is a specified number of days set forth in a contract which allows the buyer to terminate the contract for any reason without risking the Earnest Money deposit.

Upon entering the option period, you will need to provide a check for the Earnest Money to the Title Company, and provide a check for the Option Fee to the seller for the option period. Both Earnest Money and Option Fee delivery are time sensitive.

- Earnest Money is a deposit made to the Title Company that represents a buyer's good faith to buy a home (typically 1% of the purchase price). Once deposited, the funds are typically held in an escrow account until closing, at which time the deposit is applied to the buyer's down payment and closing costs.
- Option Money is the fee paid by a Buyer to a Seller to take the property off the market so the Buyer can do their due-diligence. It also allows them to terminate the contract if they change their mind, something comes up during the inspection, or they can't come to agreeable terms with the Seller; it is non-refundable.

## Step 6: Inspections & Repairs

Buying a home is one of the most significant decisions and one of the biggest investments you will ever make, so you need an unbiased professional's opinion about the physical condition of any property you plan to buy. An inspection is meant to evaluate, at a minimum, the structural and mechanical condition of a property. It is not the same as an appraisal which evaluates the market value of a property.

During your option period (typically 7-10 days), you will schedule a general home inspection (including a termite inspection) plus appointments with any specialists to learn more about the condition of the home. This needs to be completed during the option period so that if something is discovered during the inspection (that you cannot live with and the seller is not willing to fix or provide concessions), you can cancel the contract and have your Earnest Money refunded.

We will provide you with referrals to inspectors, but you are free to choose your own. Typically, the inspection will last 2-4 hours. Your attendance is optional; however, we recommend you attend at least the last half-hour with the inspector to review the findings with you if possible. If you can't make it, don't worry – the inspector will send us a full detailed report and would be more than happy to discuss with you at length via phone.

Based on the outcome of inspections, buyers may select to ask the seller for repair work, closing cost credits, or a reduction in the sales price due to flaws that were uncovered. Sellers have three options: agree to all of the buyer's requests, offer a modified solution back to the buyer, or decline to make any amends. In response, the buyer can continue to negotiate, accept the seller's position, or terminate the contract before the option period expires and recoup their earnest money.

## Step 7: Appraisal & Insurance

**Appraisal.** Once the option period is over, your lender will order an independent appraisal on the home. This appraiser will visit the property and prepare a detailed report determining its fair market value. Your lender wants to make sure the house is worth at least as much as you're paying for it.

If the appraisal says the house is worth less than the loan amount, your lender will not loan you the money for that house; you will either have to get the owner to lower the price or pay the difference in cash. You also have the option to back out of the contract if the home does not appraise and you cannot come to terms. It is rare that this will happen, but it can occur, especially in a market with significant appreciation.

**Insurance.** The lender typically submits a request for title commitment to a title company. The title company then examines the quality of the title and any findings from the property survey that is provided (if none exists, it will have to be performed). If all is well, a **title commitment** and **title insurance** will be prepared that certifies that the title is free and clear and ready for sale.

You will also need to secure **home insurance** at this time and provide proof of homeowner's insurance to your lender.





## Step 8: Closing

We made it! Closing consists of the following steps:

- Your lender sends final loan documents to the escrow agent, or if you're paying cash, the Title company prepares the closing documents.
- The closing is held at the Title company's office and you signs all the closing/loan documents.
- You pay the remaining funds for their down payment and closing costs to the Title company. You will either wire funds in advance or bring a certified check to closing (along with a photo ID).
- Once all documentation has been signed and reviewed by both parties and the deal "funds", you will officially be a homeowner and get your keys!
- The deed gets recorded with the appropriate municipality and the transaction is complete.

## A Break Down of Closing Costs

No matter what home you buy, there will be costs associated with completing the transaction. Charges can include loan origination points, rate buy-down discount points, title insurance, escrow fees, attorney fees, recording fees, appraisal fees, document preparation fees, notary fees, and loan underwriting fees. You may also have to pay "prepaids," which are advanced payments to build your mortgage escrow account that is used to pay your taxes and insurance.

Typically, home buyers will pay approximately 2% of the purchase price of their home in closing fees. By law, home buyers must receive a loan estimate from your lender within three days of receiving your loan application, and that includes an estimate of closing costs. Three days before your scheduled closing, you should receive your closing disclosure, a document that provides final details about your loan and your closing costs.

TIP: Sometimes we can negotiate for the seller to pay some of your closing costs. Please let us know if that is important to you.

## What other costs will I incur before closing?

You will write three checks prior to closing. The below costs are an average and will vary with price, size, and features of your new home.

1. **Option Fee (\$100 - \$500)** - Payable to the seller at acceptance of your offer. This reserves the right for you to terminate the contract within a certain time period and receive a refund of your earnest money. This can be applied toward your closing costs depending on the contract.
2. **Earnest Money (Typically 1% of purchase price)** - Payable to the title company once we have an accepted contract. This deposit secures your offer and the full amount will be applied toward your closing costs.
3. **Inspection - (\$400 - \$600)** - Payable to the inspector at the time of the inspection, which takes place during the option period.

# Why Compass



## Our community

Collaborative and connected, our agents enjoy direct access to the country's top properties and the 15,000+ brokers who represent them. But just as we leverage our national network, we're also keenly attuned to the nuances that make each market so special.

## Our homes

Our in-house marketing and advertising agency ensures that every Compass listing is portrayed beautifully and authentically, elevating your search to the next level. And with Coming Soon, your agent can show you properties ahead of anyone else in the market.

## Our platform

Developed in-house, all of our technology is designed to enhance your experience. Together, you and your agent can filter and sort properties across custom parameters, compare market trends, and comment on listings in real time.

## By the numbers

**#1**

Our rank among independently-owned brokerages nationwide

**\$45 billion**

Total value of homes sold to date across all Compass markets

**40K+**







Compass transactions closed across the country in 2018

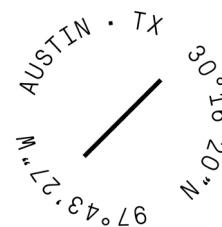
**\$1.5 billion**

Capital raised at a \$6.4 billion company valuation

# Zell Team Faves



|    | Salad  | Taco   | Outdoor Area  | Workout Spot   | Venue (Bar or Music)   |
|---|--|--|---|--|--|
|  | <b>Asian Noodle Salad from Barlett's</b><br>2408 W Anderson Ln,<br>Austin, TX 78757                  | <b>Papas, Egg &amp; Cheese from Taco Deli</b><br>1500 Spyglass Dr #B,<br>Austin, TX 78746                            | <b>Laguna Gloria</b><br>3809 W 35th St<br>Austin, TX 78703                    | <b>Fixed by Fitness</b><br>3601 W William Cannon<br>Dr Suite 50,<br>Austin, TX 78749 | <b>Antone's Nightclub</b><br>305 E 5th St<br>Austin, TX 78701                        |
|  | <b>Country Club Fancy Chicken Salad from Jack Allen's</b><br>3010 W Anderson Ln,<br>Austin, TX 78757 | <b>East Side Taco from El Chilito</b><br>1623 E 7th St,<br>Austin, TX 78702  | <b>Bull Creek</b><br>6701 Lakewood Dr,<br>Austin, TX 78731                    | <b>Sukha Yoga</b><br>2324 S Lamar Blvd,<br>Austin, TX 78704                          | <b>Scoot Inn</b><br>1308 E 4th St,<br>Austin, TX 78702                               |
|  | <b>Knife &amp; Fork Cobb from Doc B's</b><br>3001 Palm Way # 120,<br>Austin, TX 78758                | <b>Green Chile Beef Tacos from Cover 3 Round Rock</b><br>2800 N Interstate 35<br>Frontage Rd<br>Round Rock, TX 78681 | <b>Overlook Park</b><br>508-598 Lake<br>Overlook Rd,<br>Georgetown, TX 78633  | <b>Anytime Fitness</b><br>3407 Guadalupe St,<br>Austin, TX 78705                     | <b>Elephant Room</b><br>315 Congress Ave,<br>Austin, TX 78701                        |
|  | <b>Hot Chicken Chef Salad from Tumble 22</b><br>7211 Burnet Rd,<br>Austin, TX 78757                  | <b>Al Pastor Taco from Veracruz All Natural</b><br>111 E Cesar Chavez St,<br>Austin, TX 78701                        | <b>Riverplace Nature Trail</b><br>4998 River Pl Blvd,<br>Austin, TX 78730     | <b>JCC</b><br>7300 Hart Ln,<br>Austin, TX 78731                                      | <b>Easy Tiger</b><br>709 E 6th St,<br>Austin, TX 78701                               |
|  | <b>Kale Caesar Salad with Achote Chicken from Fresas</b><br>1703 South 1st,<br>Austin, TX 78704      | <b>Trailer Park Trashy from Torchys Tacos</b><br>3005 S Lamar Blvd,<br>Austin, TX 78704                              | <b>The Greenbelt</b><br>3755 S Capital of<br>Texas Hwy B,<br>Austin, TX 78704 | <b>Hike and Bike Trail</b><br>1715 W Cesar Chavez St,<br>Austin, TX 78703            | <b>ACL Live at Moody Theater</b><br>310 W Willie<br>Nelson Blvd,<br>Austin, TX 78701 |



**Thank you for your time.**

**We are passionate about what we do and look forward to assisting you!**

## **Zell Team**

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**COMPASS**