



## ▷ INTRODUCTION

Buying a home should be exciting, not stressful! My goal is to make the process smooth, fun, and as easy as possible. Think of me as your teammate—we'll work together to find the right home and craft a winning offer. Plus, I've got a solid network of pros to back you up, from mortgage brokers to home inspectors to skilled tradespeople. Born and raised in the East Bay, I live, work, and invest here, so I know the market inside and out. With my experience and local know-how, I'll help you navigate every step and get you into a home you love. **Let's make it happen!**

## ▷ CONTACT ME



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**BUYER'S  
HANDBOOK**



**Greg Novak**  
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## ▷ BUILDING YOUR TEAM

*Don't do it alone!* Buying a home is exciting, but it can also be complex and competitive. That's why having the right Realtor by your side from the very start makes all the difference. Your Realtor should be a local expert—someone who knows the neighborhoods you love inside and out and has the experience to navigate our fast-moving market. And here's a crucial tip: Before you start writing offers, make sure you're pre-approved for a home loan by a trusted, local mortgage broker. This gives you a competitive edge and helps ensure a smoother process when you find "The One." **Let's make your home-buying journey a success— together!**

## ▷ FINDING YOUR HOME

*As your Realtor® my first priority is you*—your needs, your goals, and your vision for the perfect home. We'll start by sitting down together to talk through your must-haves and wish list. I'll be on the hunt every day, searching for properties that match your criteria. When we find homes that catch your eye, I'll arrange private showings so you can explore them without the crowds of an Open House.

Questions about a home? I've got answers. I'll also carefully review Seller's disclosures to help you avoid surprises. Buying a home is a big step—but you don't have to do it alone. **I'm here to guide you every step of the way!**

## ▷ BUYING YOUR HOME

*You found the home you love?* Amazing! Now, let's make sure your offer wins. I'll work closely with you to craft a winning strategy, one that gives you the best shot at securing the home with the most favorable terms for you. That starts with a deep dive into the market data, analyzing recent sales. I'll help you fine-tune details that will make a difference. Each home is unique, and I'll tailor our approach to make your offer as strong and appealing as possible always keeping your budget in mind.

**Buying a home takes teamwork, and I'd love to be part of yours. Let's Brainstorm!**

*"I have no hesitation in recommending Greg to anybody looking to buy a property in the East Bay area."*  
- Michael D.

*"We felt SO LUCKY to find Greg!"*  
- Kimberley & Brandon B.

*"I cannot recommend him more highly. If I could give 10 stars I would."*  
- Lorraine P.