

MEET THE TEAM



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THE NUMBERS

LAST 90 DAYS



\$210M+
Sold



150+
Transactions



ONLY
5-Star Reviews



@define.realestate

WHY DEFINE REAL ESTATE?

Are you required to have a real estate agent to purchase a home? No, but **buying a house without a real estate agent is like hiking Half Dome in flip-flops with no map.**

Sure, you can go it alone—but the terrain is steep, the risks are real, and one wrong move can cost you.

A seasoned agent is your guide, negotiator, and strategist all in one. We've walked the path, we know where deals fall apart, and where you can come out ahead.

Buying a home is one of the biggest financial moves you'll make. When you work with Define Real Estate, you're not just getting one agent—you're backed by a full team that's always ready to move, always in the know, and built to deliver. **Unrepresented consumers account for 70% of all real estate lawsuits. Don't be a statistic.**



TIMELINE

1. STRATEGY

- Select a Trusted Listing Agent
- Complete the Buyer Agency Agreement
- Strategic Home Buyer Consultation

2. FINANCING

- Cash vs. Mortgage
- Mortgage Application
- Obtain Pre-Approval
- Who Pays for What

3. SELECTING YOUR HOME

- Needs vs. Wants
- Searching for Homes
- Private Viewings
- Market Analysis and Expectations

4. OFFER & NEGOTIATIONS

- Preparing and Presenting Your Offer
- Negotiations and Counter Offers

5. ESCROW

- Offer Accepted
- Deposit Earnest Money
- Lender Submits Loan App to Underwriter
- Review Seller Disclosures
- Inspections & Request for Repairs
- Appraisal / Loan Application
- Obtain & Finalize
- Homeowner's Insurance
- Release Contingencies

6. CLOSING

- Final Walkthrough
- Closing
- Wire Buyer's Funds
- Transfer / Activate Utilities
- Get Your Keys & Celebrate

SUCCESSFUL BUYING PROCESS

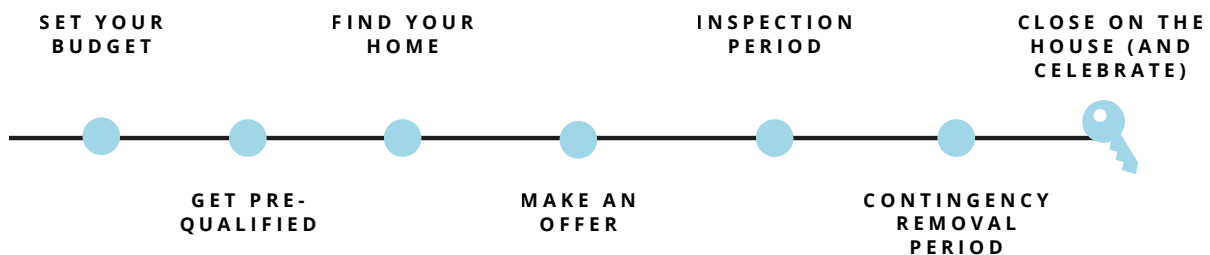
We get it—buying a home can feel overwhelming.

But it doesn't have to be. It can be the exciting start to a new chapter: a fresh space, better fit, and a future full of new memories.

We're here to simplify the process—helping you dial in your budget, scout the right neighborhood, and get to that magic moment when you hear

“Offer accepted!”

Moving doesn't need to be stressful. With Define Real Estate, it's a confident move forward—and we'll be with you every step of the way.



The background of the page is a photograph of a modern interior. It features exposed wooden beams on the ceiling and a large window on the left side. Through the window, a lush green landscape with trees and a small building is visible. In the foreground, there is a wooden chair with a light-colored cushion. The overall aesthetic is warm and minimalist.

SETTING YOUR BUDGET

Let's talk budget—the part most people want to avoid, but the one thing that makes everything else easier. Start by meeting with a lender to get clear on your numbers. But before that, think practically: what monthly payment fits your lifestyle and long-term goals?

General rule of thumb:

Keep your mortgage under one-third of your take-home pay. That said, context matters:

- Early career? You might stretch a bit—especially if your income's projected to grow fast (think attorneys, engineers, or tech professionals).
- Fixed income or nearing retirement? Stick to a more conservative number to keep things stable.

It's not about spending the max—it's about knowing what works for you before you fall in love with the wrong house.



Inspection Period

This is your time to do all of your due diligence on the property. It is HIGHLY recommended that you hire a professional inspector to do a full inspection of the home. You can google some options or I'm happy to share a few, but who you use as your inspector is your decision. The inspector will climb into the attic, check the a/c, run all the faucets, check all the electrical and look for anything that is out of order. They'll then provide you with a full report that is often dozens of pages long — you want them to be thorough! They'll point out everything that is in working order and everything that is not. Once the inspection is done, you'll have an opportunity to ask the seller to repair or replace anything that isn't working properly. Let it be noted, you cannot ask for things that are working properly to be repaired or replaced. If buyer and seller cannot come to an agreement during this due-diligence period, buyer has the opportunity to cancel the contract and receive a full refund of their earnest money.

What You **CAN EXPECT**

I know this is about more than selling high and buying low and I can promise you that while there will be some bumps in the process, I'll be doing my best to help you avoid any delays or roadblocks. You can expect weekly phone calls with my tell it like it is honesty & creative problem solving to get you where you want to go.



PIZZA IS ON ME ON MOVING DAY

A small thank-you for all the heavy lifting.



CLOSING DAY & MOVE-IN SUPPORT

Smooth handoff with final details handled.



ONGOING INSIGHTS & EXCLUSIVE PERKS

Weekly emails, local events, and discounts on great vendors.



YOUR GO-TO FOR TRUSTED VENDORS

Need a painter, packer, or a referral? I've got you.



ANNUAL MARKET CHECK-IN

Quick yearly updates on local home values.