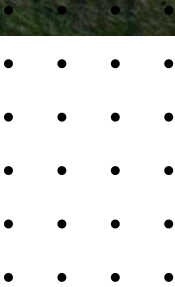


NORTHERN CALIFORNIA

# BUYER'S GUIDE

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lori docherty



COMPASS

# LORI DOCHERTY

Consistently ranked as a top-producer, it's no coincidence that the majority of Lori's business comes from referrals. Revered for her integrity, professionalism, and steadfast commitment, it takes mere minutes with the Bay Area native to get a sense for her warmth and hands-on approach. The consummate partner, she's known for working lockstep with clients to realize their real estate goals.



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# KEY TERMS

## Appraisal

Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

## Assessed Value

Value placed upon property for property tax purposes by the Tax Collector.

## Closing Costs

Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, title insurance and escrow fees.

## Closing Statement

The statement which lists the financial settlement between Buyer & Seller, and the costs each must pay.

## Contingency

Certain criteria that have to be met in order to finalize the sale.

## Conventional Mortgage

A mortgage or Deed of Trust not obtained under a government insured program such as FHA or VA.

## Credit

Money given to a buyer from a seller through escrow or closing.

## Escrow

A neutral third party that handles the transfer of any money during the sale of a home from initial deposit to final funding and closing.

## Earnest Money Deposit

Buyers in California usually deposit 3% of the purchase price to show that the buyer is serious about purchasing the home. It is usually refundable in the event a contingency in the sales contract cannot be met.

## Fixed Rate Mortgage

A loan on which the interest rate and monthly payment do not change.

## Home Warranty

A policy that covers certain repairs (e.g. plumbing/heating) of a newly purchased home for a period of time, typically one year.

## Preliminary Title Report

A report showing the condition of title before a sale or loan transaction. After completion of the transaction, a new title insurance policy will be issued.

## Title Insurance

Insurance to protect the buyer and lender against losses arising from disputes over the ownership of a property.

## Recording Fees

Money paid to the lender for recording a home sale with the local authorities, thereby making it part of the public records.





# THE PROCESS

## 01

### Find an Agent

Set up a time to sit down with your agent to discuss the neighborhoods you're considering and can help guide your search.

## 02

### Get Pre-Approved

Before beginning your search, your first step is to get pre-approved for a mortgage loan (unless you will be paying the full price of your home in cash). Your agent can connect you to a mortgage broker. Based on your income and credit history, the mortgage broker will determine how much a bank will lend you, which will help determine the price range for your search.

## 03

### Visit Properties

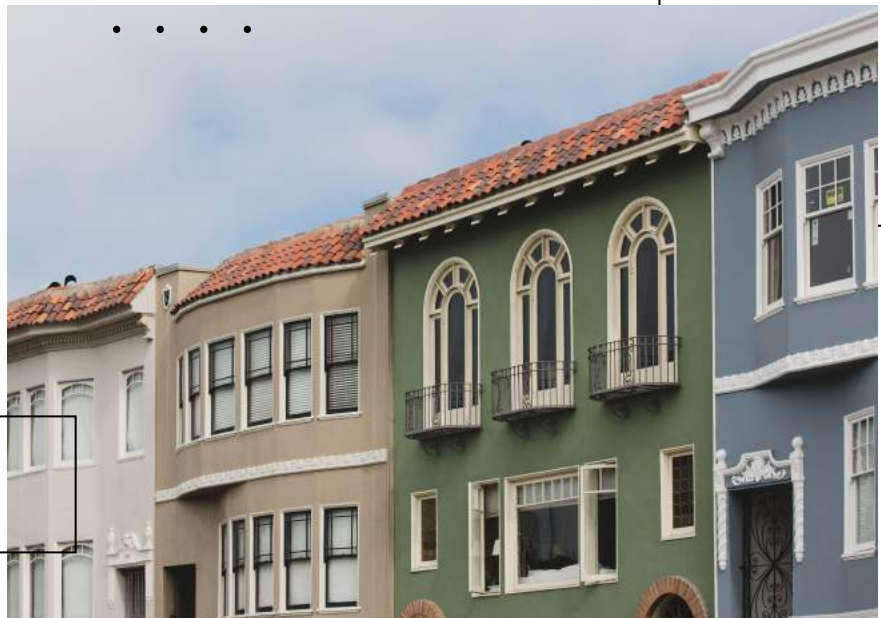
Now is the time to consider your ideal home's location and amenities. You will attend viewings and open houses spanning a range of areas and property types. Additionally, your agent will activate notifications for exclusive Coming Soon and Off-Market properties as they hit the market.

## 04

### Packaging and Submitting Offers

Once you identify a home you like, you can put in an offer, which is an agreement to pay a certain price for the home. This offer is packaged with a Proof of Funds (POF) and Pre-Approval Letter. Note: if your offer is lower than the list price or with terms not acceptable to the seller, the seller will likely return with a counter-offer price or acceptable terms, which you can accept, reject, or make another counter offer. Your agent will provide advice throughout.

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# 05

## Escrow Process

(Life of an Escrow: 21 & 30 day escrow period)

**Day 1** Once an offer is accepted, escrow is officially open and the clock begins on contingencies\*

**Day 2** Contact your insurance agent for homeowners coverage

**Day 3** Initial deposit is due per terms of agreement

**Day 1-7** Seller delivers disclosures to buyer. Buyer performs inspections (Step 6)

**Step 1-10** Loan is in underwriting and appraisal occurs (Step 7)

**Day 7-21** Seller signs grant deed and staging is removed, if any (Step 7)

**Day 14-30** End of Escrow - Within final week of escrow period, buyer signs loan and closing documents and wires in closing funds (Step 10)

**Day 20-30** Loan funds and escrow closes (recordation)

# 06

## Home Inspections: Review Disclosures, Reports & Repairs

It is the buyer's duty to select all desired inspections and determine the overall condition of the property within the agreed timeline and contractual contingencies. Buyer will also review the disclosures and preliminary title report. You may approve or negotiate credits/repairs. Prior to closing, remember to schedule a final walk-thru of the property to verify property is still in acceptable condition and any negotiated repairs were done.

# 07

## Loan, Appraisal, & Closing

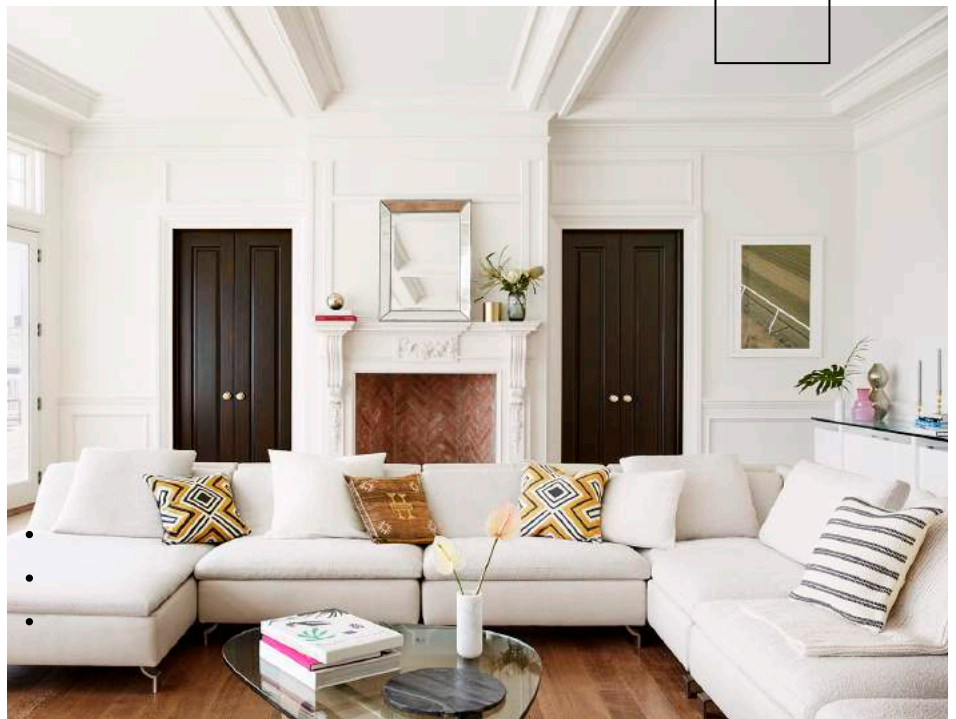
Organize an appraisal with your bank. Your completed mortgage application with all supporting documentation should be submitted to your chosen lender upon receipt of the fully signed Purchase Agreement. The bank then issues loan approval. Consequently, the buyer wires the closing funds with the homeowner's insurance in place, and then the loan will be funded with clearance to close.

# 08

## Welcome Home!

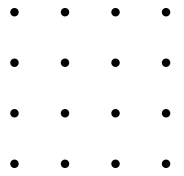
Congratulations! You are now a homeowner.

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# WHY COMPASS?

Compass Tools & Programs to  
Help You Find Your Next Home



## Collections

Collections lets you compare multiple properties—their size, neighborhood, amenities—within a visual workspace. Monitor market activity in real time, stay in constant contact with your agent, and invite collaborators to join in on the discussion.

## Search

Compass Search lets your agent filter and sort by a wide range of features and amenities. Plus, discover exclusive Compass listings you won't find anywhere else and receive real-time notifications of new homes with customized Saved Searches!

## Bridge Loan Services

Compass Bridge Loan Services provides access to competitive rates and dedicated support from industry-leading lenders, with the exclusive option to get up to six months of your bridge loan payments fronted when you sell your home with a Compass agent.

## Coming Soon

What buyer isn't looking for an edge over the competition? Browse unique properties that are only viewable on Compass.com with your agent and discover your future home before it hits the market.



# COMMON WAYS AGENTS CAN SUPPORT THEIR BUYERS



Finding and arranging financing

Determining how much the home buyer can afford

Negotiating the terms of sale

Finding the right home to purchase

Paperwork

Price negotiations

Determining what comparable homes are selling for

Finding renters for the buyer's property

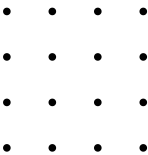
Teaching more about the neighborhood or area (restaurants, schools, parks, public transportation)





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