

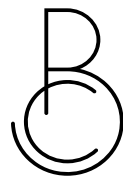


Buyers Guide

You're almost home: Our Plan



COMPASS



BATHURST COASTAL
PROPERTIES

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About

In today's real estate market, there's absolutely no substitute for professional representation...who you work with matters.

John's success in real estate is a result of his hyperlocal knowledge and uncompromised commitment to his clients. His perspective on market trends, valuations, community and neighborhoods are unparalleled. His clients value his expertise and professionalism.

John's results-driven approach, integrity and honesty have earned him top-producer status and 5-star reviews from his clients. He utilizes the most relevant technology, custom marketing strategies and in-depth market knowledge to gain an edge over other agents. John listens to his clients' goals, establishes a tailored-made plan and communicates every step of the way resulting in an amazing experience from start to finish. He prides himself on his personal service and attention to every detail...understanding that buying and selling real estate are probably some of the most emotional and significant events in their lives.

A South Bay native and a 30-year resident of Manhattan Beach, John has brought a wealth of experience to real estate. His professional background in Marketing, Sales and Design has taken him globally for over

two decades. John's 25 years of success in the fashion business was attributed to his passion for people, strong work ethic, the ability to think big but focus on the details. He was a graduate at California State University Long Beach, where he received a BA in Business Marketing + Finance.

As a father of three boys, John has been actively involved in the local community, schools, fundraising and sports. He is a parishioner at American Martyrs church, contributes annually to MBEF & Grades of Green, former Commissioner of MBYB and has over 11 years of coaching kids in multiple sports. John is passionate about giving back and feels that contributing, fundraising and volunteering are extremely rewarding. He currently serves as the Board President for Swim + Dive at Mira Costa High School.

John is passionate about the South Bay and committed to serving the people and communities he knows and loves, specializing in Manhattan Beach, Hermosa Beach, Redondo Beach, Palos Verdes Estates and surrounding areas.



**Helping
everyone find
their place in
the world.**



How to Buy a Home



1

Defining Success
Understanding the Market
Preparation

PHASE ONE

2

Let's Find Your Home
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Escrow Process
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and Disclosures

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Working Together Again

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Steps For Success

1.

Commitment to the Agent
Education on Market
Financial Pre-Approval

2.

View Properties
Choose Property
Write an Offer with Agent

3.

Agent Presents Offer to Seller's Agent

4.

Negotiate Terms of Offer

5.

Offer is Accepted

6.

Escrow Opened
Earnest Money Deposited
Process of Loan Initiated

7.

Disclosures, Inspections and
Preliminary Title Report Obtained

8.

Possible Renegotiation of Terms

9.

Conditions Removed
Deposit Increased

10.

Closing of Escrow Procedures Finalized

11.

Final Loan Funding
Property Title Recorded

12.

Keys Delivered
You are Now a Home Owner!

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Phase One



- Define Success
- Understanding the Market
- Preparation

Define Success

Buying a home is a big commitment and sometimes can be bit stressful. My job is to take care of all the details, relieve any tension and make it an amazing experience.

As we begin this exciting journey, it's important that I understand your motivation and timing of when you would like to be in your new home. You need to be really clear

on what you are looking for so we focus all of our efforts on your dream home. Having a good foundation of ideals vs non-negotiables will help make this process much smoother. What's important in the neighborhood? If you are unfamiliar with the area, I suggest we take some time to review the different neighborhoods by driving and walking around.



My Commitment to You:

- Listen and understand your goals.
- Find a lender that meets your needs and help you get pre-approved.
- Preview listings on your behalf.
- Send you properties that meet your expectations including off-market homes.
- Find you the perfect home, in the neighborhood of your choice, at the appropriate price point.
- Provide you with a comprehensive and competent analysis of the properties you are interested in.
- Negotiate effectively to achieve the best possible price and terms.
- Provide you with quality and reliable resources: inspectors, home repair referrals, community and school information, etc.
- Explain and answer all questions throughout the home buying process.
- Be present for all inspections with you.
- Always be honest with integrity.
- Don't stop working until you are 100% satisfied.

Understanding the Market

After we've come to terms with our agreement we can get started. We will begin researching the neighborhoods of interest. In this process, we will analyze all the active, pending and sold homes in the area so we have a clear understanding of the market.

Depending if we are in a Buyers or Sellers Market and the seasonality of home inventory, I can clearly explain on what to expect. We will also discuss homes that are either under or over-priced based on current trends.

Preparation

Selecting a lender, getting pre-approved and getting an approval letter is critical before we start searching for homes. I can recommend a variety of lender partners that can help. We will go through the different lenders and choose one to meet your needs. It's important to have all your finances in order. Review all your spending habits and pay close attention to your credit report. The better your credit report the better the loan product you will be able to receive.

Once we have a number to work with, we will discuss how these work in our home search and can start to finalize the Buy-

er-Broker Agreement. In this agreement, we will cover all my duties and what I can committed to throughout the process. We will go over your timeline and see how much time will be needed. I will dedicate my time and energy and go through all my resources to ensure we find the perfect home for you. I have access to off-market properties and "Coming Soon" properties before they are available to the public. If you have questions about a home, I will be your personal resource to get those answers for you. I will walk you through the entire process until we close the transaction.



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Phase Two



- Let's Find Your Home
- Offers and Negotiation Strategies

Let's Find Your Home

We will pin point exactly what you are looking for and will begin the home search. We will look for homes that fit your needs, in a neighborhood and community you love that reflects your lifestyle. You will be sent notifications of new listings that I believe meet your expectations. I will review listings

online utilizing the Compass Collections tool. I will attend open houses and showings on your behalf. I will also be using my network to find off-market properties or homes that will be coming soon. With this process, we will find your ideal home.



Compass also has tools in order to make the home search seamless.



Compass Homes App

Your guide to finding a home you'll love, Compass Homes combines best-in-class technology with exceptional agents to make your search smart and seamless.

DOWNLOAD AT [iTUNES](#)

Top producing agent with an in-depth knowledge of all local neighborhoods...including unprecedented access to off-market listings



Compass Markets App

Knowledge is power. Being able to access the smartest and most relevant real estate data at just the right time is critical to home sellers and buyers. With Compass Markets, consumers can build market-specific reports and get real-time information on the go to provide answers to real estate's most difficult questions.

DOWNLOAD AT [iTUNES](#)

In-house marketing and Buyers tour sheets to take with you to note your opinions on every home you see with us



Compass Collections

Compass Collections creates a visual online space that allows agents, clients, and extended networks to collaborate and stay organized throughout the home-finding process. Everyone involved in the Collection can participate in a search by adding new listings, leaving comments, and seeing real time communication of the pros + cons of each individual home.

LOG IN AT [COMPASS.COM](#)

Industry-first proprietary suite of digital agent tools ensures accurate property valuations, maximum exposure and highly-targeted broker networking

Offers and Negotiation Strategies

Once we have found your ideal home, we will write up an offer to the seller. We need to keep in mind there may be others offers on this property so we will need to come up with a compelling offer and strategize how we will move forward if the seller were to come back with a counter offer. It will be my job to help guide you in making an offer

that stands out from the rest. It is always a great to include a personalized cover letter with your offer to show not only your personal reasons to purchase the home but also that you are a serious buyer. I will negotiate the optimal price and terms so we get an accepted offer.

The seller can then respond in 4 different ways

#1 Accept

If the seller accepts your offer, there will be no changes made on behalf of the seller and you are now "in contract" to purchase the home.

#2 Counter

The seller may like your offer but come back with a counter. The counter can be anything from price, contingency period, length of escrow or any other terms made in your original offer. At this point we will go over their counter and decide if you want to accept, reject or counter their counter until you come up with an agreement or back out.

#3 Back Up

The seller may like your offer and want you as back up to an offer they have already accepted. If for any reason the first offer falls through or cancels, your offer would be up for purchase.

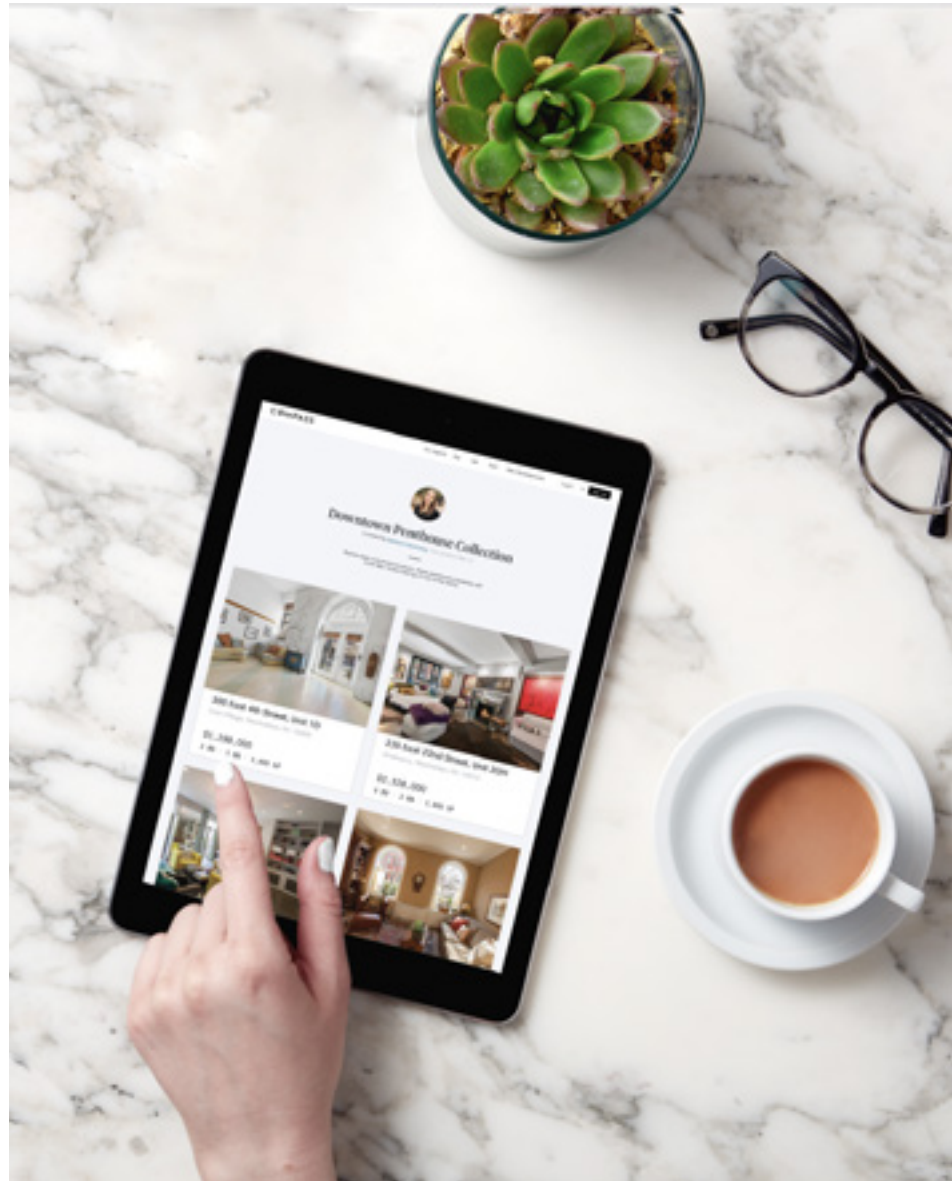
#4 Reject

The seller will reject your offer and is no longer considering your offer.

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Phase Three



- Escrow Process
- Inspections and Disclosures

Escrow Process

We have an accepted offer, congratulations! At this time, we will move forward, sign contracts and start the escrow process. The escrow process ensures that no funds or property will change hands until all instructions of the transaction have been executed. The escrow account will be opened and you will need to wire initial deposit per terms of agreement within 3 days. This initial amount is called the earnest money deposit. If you are purchasing with a loan, we will need to notify lender to begin loan process and

order the appraisal. The appraisal is necessary when obtaining a loan and ensures the amount you are paying is appropriate for the homes market value. If you are paying all cash, the appraisal is not necessary but usually a sound financial decision.

You will need to sign and return all escrow paperwork and will provide escrow with your vesting (title) information. At this time, it is advised to contact your insurance agent to obtain home owners coverage.

The life of an escrow



Inspections and Disclosures

At this time we will begin inspections. It is highly recommended that you get inspectors to come in and look at the home.

What a standard home inspection includes



Visible insulation



Roof (basic inspection)



Windows & doors



HVAC



Attic



Interior plumbing & electrical systems



Walls, ceilings, floors



Foundation (basic inspection)

Not included



Septic system



Air ducts



Pests / termites



Odors



Irrigation

Suggested Inspections

- General Inspection
- Chimney (if applicable)
- Pest Inspection
- Radon Inspection

I will schedule all desired home inspections. Depending on the findings during the inspections, we may go back and ask seller for the repair work to be done on the property, closing cost credits or a reduction of the sales price. We need to honor timeline and remove contractual contingencies.

We will be receiving and reviewing all seller disclosures and reports. These disclosures will go over any improvements, upgrades or renovations done by the seller. It will also let

us know if these improvements or additions were made with a permit. As the buyer, you have to sign off on all disclosures given. It is important you take the time to review this information.

We will be reviewing and approving preliminary title report. A preliminary title report will address the legal description of the property and if the property has any liens or encumbrances. These will need to be cleared by the seller prior to the close of escrow.



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Phase Four



- Closing
- Working Together Again

Closing

The final week of escrow we will be scheduling our final walkthrough of the property. During this walkthrough we will confirm that all inspection items were taken care of and the house is in the same condition when you entered into escrow. You should also make sure you have transferred all utilities to your new home.

You will review closing statement form escrow. About 3-4 days out you will meet with escrow to sign loan docs and closing paperwork. At this time, you will wire remaining down payment and closing costs. The loan will usually fund within 24-48 hours and record the following day. Once we record, you are the proud owners of your new home. I will deliver keys and offer a big congratulations! It's time to celebrate!

Working Together Again

Our relationship does not end once your home closes. Anything you need, I will be here to help. If you're looking for a contractor, painter or restaurant recommendation, you can call me and I'll be there to help. If

you need comps to refinance your mortgage, I will be there to help. I will continue to keep contact with you by providing you with up to date home evaluations.

Testimonials

I couldn't say enough nice things about John. He has handled 4 transactions for me in the last 6 months and each time he presented himself as the consummate professional that is eager to go above and beyond to make sure all parties to the transactions were constantly updated and expectations are being and were met. I highly recommend John for your next Real Estate transaction.

Christian S - Manhattan Beach

We don't only need a good talker but a very good listener. This is very important and John is the best at that, he understands and makes sure that he not only meets our needs but exceeds them in every way. He is remarkable. I have recommended him to my best friends and they also been equally satisfied.

David C - Hermosa Beach

The South Bay has dozens of real estate agents but I found the best one by far (referred by a happy client)....John Bathurst is a 5 star top notch broker from soup to nuts. John is not just a broker, but a local educator/mentor/expert who advises you through the entire process. He holds your hand through the entire process from start to finish.

Jason C - Hermosa Beach



FAQ's

Do I need a realtor when buying a home?

No you do not need a realtor when buying a home. However, you will have to manage everything throughout the home buying process. Contacting listing agents for showings, finding the best lender, all the paperwork (writing up offers), counter offers etc. Real estate agents are there to help this process run smoothly. Any questions or concerns you have, they will be your best resource. They know the housing market and will be your best guide during this process.

Who pays the buyers agent fees?

The seller is typically the person who pays the agents commission.

Does my credit score determine if I am qualified to buy a home?

No, it does not but it will affect the type of loan and interest rate you receive. If you have a higher credit score, you may be offered a better interest rate.

Do I need a down payment?

It is recommended that you have 5 to 20% of a down payment. It will depend on what your lender requires.

How long is the escrow process?

It all depends on what the buyer and seller agree to, you could have an escrow as short as 7 days. The typical escrow process can take 30 to 45 days. It typically takes at least 30 days so the buyer can conduct all inspections and bring in any contractors for potential repairs.

What are my closing costs going to be?

Closing costs are typically between 2 to 5 percent of the purchase price of the home. The best person for you to contact to get an accurate number would be your lender.

Are home inspections necessary?

It is highly recommended for you to get the home inspected. Getting a home inspection will give you a better idea of the homes condition and any upgrades that may need to be made in the future. If anything isn't up to your standards, you can negotiate with the seller to get those items fixed before signing the final agreement.

What is an earnest money deposit?

Some people call this a good faith deposit. This is a portion of funds that is put into an account during the escrow process to show the seller you are serious about the purchase.

Key Terms

APPRAISAL

Assessment of the property's market value, typically done for the purpose of obtaining a mortgage.

COMMON CHARGE

A monthly maintenance fee paid by condo owners. Property taxes are not included in monthly condominium fees.

CONTRACT DEPOSIT

A percentage of the agreed-upon purchase price paid by the buyer at the time of signing the purchase and sale agreement.

DEBT-TO-INCOME RATIO

The percentage of an individual's monthly gross income relative to the amount of debt owed.

ESCROW DEPOSIT

Deposit of funds into a federally insured account, to be transferred upon completion of the deal.

OFFER ACCEPTED

The point in time when a seller accepts all the terms of a buyer's offer for a property.

PRE-APPROVAL

Potential buyers provide a complete financial picture to mortgage brokers, who provide preliminary approval of the buyer's loan.

PRELIMINARY TITLE REPORT

A background check on the property to ensure there are no outstanding debts or claims upon the property.

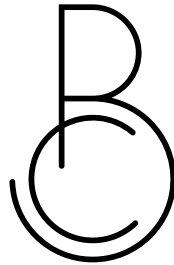
UNDER AGREEMENT (IN CONTRACT)

Refers to the time between the signing of the purchase and sale agreement by the buyer and seller, and the closing.

FULLY EXECUTED CONTRACT

This occurs when all parties have signed the contract or other documents.

Who You Work With Matters



BATHURST COASTAL
PROPERTIES