



LIZABETH WALKER
SOUTHBAY HOMES



BUYER CONSULTATION

BUYER

CONSULTATION



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AGENDA

DISCOVERY

Confirm the details of our initial consultation

EDUCATION

Learn my process for purchasing your home

MARKET UPDATE

Discuss current housing market conditions

CASE STUDIES

Design and effective pricing strategy

AGREEMENT

Review paperwork

THE **ADVANTAGE** OF MY EXPERTISE

MARKET EXPERTISE

I am on the pulse of local market dynamics, from pricing trends to desirable neighborhoods, to help you find your perfect home.

PERSONALIZED STRATEGY

I dive deep to truly understand your real estate goals and craft a specialized approach to meet your needs and timeline.

PROPERTY EXCLUSIVES

I can go beyond what you can find online whether through my years of networking with fellow agents or through targeted letters to homeowners. You would be surprised how many responses I get to these letters. Sellers can sense when letters are sincere attempts to find a property for a buyer.

NEGOTIATING SKILLS

Buying properties in the South Bay can be challenging especially for properties in great locations. I help my buyers position themselves to maximize their strengths and put themselves in advantageous positions to secure properties in multiple offers situations.

STREAMLINED EXPERIENCE

Behind the scenes, I have a team to help me quickly handle all the research, coordination, and paperwork.

DEDICATED ADVOCACY

I am committed to protecting your interests and prioritizing your success throughout the entire buying experience.

EMOTIONAL SUPPORT

I will help you keep a positive outlook and your stress level to a minimum during what can be the rollercoaster period of buying a home.

RISK REDUCTIONS

I'll help you avoid costly mistakes by navigating the maze of complicated contracts, disclosures, reports, and contingencies. I have a core group of trusted contractors, inspectors, and lenders to help you.

AFTER SALE ADVICE

I pride myself in staying in touch with my clients and am always available for market advice, market trends, home improvements, and ways that you can maximize your real estate investment.

INDUSTRY CONNECTIONS

I will connect you with various mortgage brokers, and inspectors to optimize every step of your home buying process.



CURRENT MARKET TRENDS

Q2 2024

MANHATTAN BEACH

\$5,432,200

Median Price

\$1,411

Average Price/SF

75

Properties Sold

89

Active Listings

41

Days on Market

HERMOSA BEACH

\$4,688,000

Median Price

\$1,278

Average Price/SF

47

Properties Sold

34

Active Listings

28

Days on Market

REDONDO BEACH

\$2,038,200

Median Price

\$909

Average Price/SF

170

Properties Sold

99

Active Listings

27

Days on Market

Information Provided Courtesy TrendGraphix for Q2 2024 for All Residential Properties



HOME BUYING PROCESS



Get Pre-Approved

Know what you can afford and prepare to make strong offers.



3



Hire a REALTOR

Hire a professional who is a strong negotiator and local market master.



2

Tour Properties

Investigate local homes to find the one of your dreams.

Submit an Offer

Use market data to determine an offer price and terms.



5

Inspection & Appraisal

Make sure the property is in good condition and worth the price offered.



7



4

Offer Accepted

Negotiate terms to the satisfaction of both parties.



6

Closing Day

Sign the final paperwork and get the keys to your new home!



WHY SIGN A BUYER BROKER AGREEMENT?

A Buyer Broker Agreement is a crucial document that formalizes the relationship between you and your real estate agent. Signing this agreement provides several key benefits that protect your interests and enhance your home-buying experience:

- **Commitment and Loyalty:** The agreement ensures that your agent is fully committed to working on your behalf. It establishes a sense of loyalty, ensuring your agent prioritizes your needs and works diligently to find the best property for you.
- **Clarity and Transparency:** The agreement outlines the scope of services your agent will provide, helping you understand what to expect. It also details the commission structure, ensuring transparency about any fees and how they are handled.
- **Dedicated Representation:** With a signed agreement, your agent is legally bound to represent your best interests. This means they will negotiate on your behalf, provide expert advice, and guide you through the complexities of the real estate market.
- **Access to Exclusive Listings:** A committed relationship with your agent often grants you access to exclusive listings and early notifications about new properties on the market. This can give you a competitive edge in finding your ideal home.

Understanding the New NAR Rules and Their Impact on Buyers

The recent lawsuit against the National Association of Realtors (NAR) has introduced new rules aimed at enhancing transparency and fairness in real estate transactions. These changes primarily impact commission structures, disclosure requirements, and the roles of buyer's agents, aiming to provide more clarity and fairness for home buyers.

As your real estate agent, it's important for you to understand how these new rules benefit you. The updated guidelines ensure you have a clearer understanding of commission fees and the services provided by your agent. This increased transparency means you'll be better informed about the costs involved in your home purchase and the value you receive from your agent.

Signing a Buyer Broker Agreement ensures you receive dedicated, transparent, and professional representation throughout your home-buying journey. It formalizes the commitment between you and your agent, providing a clear framework for cooperation and trust. If you have any questions about the agreement or need further clarification, I am here to assist you and ensure you are comfortable with every aspect of the process.

SAMPLE BUYER BROKER AGREEMENT

Duration and Termination

Term of Agreement:

The start and end dates of the agreement, including any conditions for renewal.

Termination Clause:

Conditions under which either party can terminate the agreement, ensuring flexibility if circumstances change.

Scope of Services

Agent's Responsibilities:

A comprehensive list of services the agent will provide, such as property searches, market analysis, scheduling viewings, and negotiating offers.

Buyer's Responsibilities:

Expectations from the buyer, including providing accurate information, pre-approval for a mortgage, and clear communication.

____ (AGENT'S NAME) ____ 'S
"EXCLUSIVE BUYER REPRESENTATION PROGRAM"

COMMENCING ON THE SIGNING THIS PROGRAM AND FOR THE NEXT __ DAYS:

MY RESPONSIBILITY. When you sign a Buyer Representation agreement with me, I will: *(the following are examples – make yours personal to your value propositions)*

- ④ Promptly return your communications with me by phone, text, email or other preferred means, and be available to answer any questions you might have.
- ④ Work with you to identify the properties, neighborhoods and other criteria and amenities for the home you would like to purchase.
- ④ Confidentially discuss your financial situation to determine the price range of home that will fit your current and anticipated future needs and budget.
- ④ Work with you and your lender to get the best loan for your purchase at terms that best work for your needs.
- ④ Provide you with regular updates of all the new properties that match your home buying criteria. This will allow you to drive by and determine which properties that you want to view in person.
- ④ Research and locate properties not readily available online and contact you when one or more match your home buying criteria (unlisted properties, new construction, bank foreclosures, for sale by owner, and off market/coming soon homes).
- ④ Arrange a private showing for any property you want to see.
- ④ Assist you with your offer to purchase including:
 - Discuss with you the best strategy regarding offer price, financing terms, interest rate, contingencies, closing costs, possession date, inspection details, and what want to know when you are ready to purchase.
 - Help you prepare the offer with terms and provisions that meet your purchasing criteria.
 - Present the offer on your behalf and negotiate to secure the property at the best price and terms.
- ④ Assist you in finding home inspectors, contractors, pest inspectors, insurance providers, movers and other service providers to assist you in the purchase and move.

④ *(Add Buyer Special Requests or Needs)* _____

④ *(Add Buyer Special Requests or Needs)* _____

④ *(Add Buyer Special Requests or Needs)* _____

④ *(Add Buyer Special Requests or Needs)* _____

YOUR RESPONSIBILITY. YOU AGREE:

- ④ To notify me if your purchase criteria change during the home search process, as happens to many buyers as they learn more about available homes, neighborhoods, home prices and financing options.
- ④ To notify me of any property you wish to view.
- ④ That when you encounter Seller's Agent who states that you must work with them to purchase a property that they have listed, you will advise that agent that you have an exclusive agreement to work with me, hand them my business card and give me a call. I will take it from there to protect your interests.

I/we agree to the above and acknowledge receiving a copy of this Buyer Representation Program

Buyer Signatures:

_____ DATE: _____

_____ DATE: _____

Broker/Agent Signature

_____ DATE: _____



CLIENT HOME BUYING JOURNEY'S

SHELLEY'S HOME BUYING JOURNEY

Shelley was referred to me by her brother, a long-term client. When I showed Shelley a townhouse that had just hit the market, Shelley trusted my advice without hesitation. My experience and market knowledge were crucial—townhouses like this one rarely become available, and this property had already garnered eight offers.

The Strategy

I recommended a competitive approach. Shelley stepped up and offered \$100k over the asking price, understanding that in a competitive market, decisive action is necessary. However, it wasn't just the higher offer that clinched the deal. I knew that a 2-month rent back would appeal to the seller, making Shelley's offer the most attractive.

Purchase Reassurance

I provided Shelley with comparable sales data to affirm her decision.

Shelley's Perspective

Shelley felt confident and happy about her purchase. She wasn't concerned about overbuying because, in her view, the property was worth what she was willing to pay for it. Despite potential post-inspection repairs, the home's interior and garden area were exactly what she had hoped for.

"I wasn't worried about overbuying. It's worth what you want to pay for it, in my perspective. Lizabeth's expertise, lovely personality, and non-hard sales approach made the entire process stress-free. I couldn't be happier with my new home. Thanks again, Lizabeth, for making this possible." - Shelley

Shelley's Offer Strategy

"I followed Lizabeth's logic closely. I considered going up to \$1.35 million in cash to seal the deal, understanding the need for some negotiation wiggle room. It was clear to me that other agents might come to the same conclusion, so I didn't want to nickel and dime the process. My colleagues thought Lizabeth had excellent judgment, which further reassured me." - Shelley

Conclusion

With Lizabeth's guidance, Shelley successfully navigated a competitive market to secure her ideal home. The combination of a strong offer and strategic terms made all the difference, showcasing Lizabeth's exceptional negotiation skills and client-focused approach.



CLIENT HOME BUYING JOURNEY'S

NICK & DONNA'S HOME BUYING JOURNEY

Nick and Donna, both esteemed doctors, embarked on their first home-buying journey, seeking the perfect place to start this new chapter in their lives. Their dream was to find a home in the South Bay, a process that was as exciting as it was challenging.

The Search

We scoured the South Bay, exploring numerous homes and townhouses, navigating the competitive market and multiple offer situations. Each viewing brought us closer to understanding exactly what Nick and Donna were looking for. The process was extensive, but their patience and determination never wavered.

The Perfect Match

Finally, we found a 2,300 sq. ft., 4-bedroom townhouse in North Redondo, located in an A+ area. This home was everything they had been looking for, and it was time to step up to secure it.



The Offer

Nick and Donna were up against an all-cash offer, but we presented a no-loan contingency offer, thanks to their full pre-approval from Wells Fargo, which I had emphasized as a crucial step before we began the search. Their offer, \$100k over the asking price, showcased their commitment and readiness to secure their dream home.

Their Words

"Thanks so much, Liz! It was really quite a process. Thanks for your guidance and patience. We are just finishing packing up here, going to OC in the afternoon to my parents' house since we are having Skylar's birthday party there tomorrow. Let me know when you have an idea of when we can get the keys and everything else. If it works out, we can come and grab them and see OUR house again real quick before we leave for OC later today."

Conclusion


Nick and Donna's journey is a testament to the dedication, patience, and strategic planning required in the home-buying process. Their story highlights the importance of guidance and preparation, resulting in the successful acquisition of their dream home.

MY STATEMENT OF PURPOSE

I am a seasoned professional whose journey is a dynamic tapestry woven across both coasts and diverse industries. Originating from the East Coast, I earned my credentials at NYU's Washington Square College of Arts and Science. Guided by unrelenting curiosity, I embarked on a journey to the West Coast, achieving a master's degree from UCLA's Graduate School of Architecture. A decade of focused commitment followed as I refined my craft within respected Los Angeles architectural firms.

In a natural progression, my trajectory evolved, and over the past 27 years, real estate has become the platform through which I have expertly navigated my career. My dedication to my roots is exemplified by my continued affiliation as an esteemed associate member of the American Institute of Architects.

I believe my proactive approach distinguishes me.



"I take pride in being consistently proactive, frequently unearthing hidden property opportunities through my extensive networking group and exclusive mailers. Drawing upon my extensive 27-year journey in real estate, complemented by my design and remodeling background, mortgage industry expertise, and proficiency in advanced marketing spanning video, print, and diverse social media platforms, I am steadfastly driven to attain objectives while nurturing connections that transform clients into enduring friends."

"The most important lesson I've learned is: 'Love what you do ... if so, you will willingly put in long hours, inherently striving to become the best you can be. And when you genuinely love your work, it becomes an enjoyable endeavor, allowing your clients to sense your enthusiasm and reap its benefits. Challenge yourself—venture beyond your comfort zone, and you'll witness remarkable growth.'"





IN THE NEWS

REAL ESTATE

The New York Times

WHAT YOU GET

\$2.6 Million Homes in California

A duplex in a landmark courtyard complex in West Hollywood, a 1922 cottage in Manhattan Beach and a Craftsman bungalow in Los Gatos.



By Angela Serratore
May 24, 2021

REAL ESTATE

The New York Times



Peter McMenamin

Manhattan Beach | \$2.599 Million

A 1922 cottage remodeled and expanded in 2018, with three bedrooms, two and a half bathrooms, and a one-bedroom, one-bathroom guesthouse, on a 0.1-acre lot

For many years, this was the home of the musician Graham Nash, who painted the wood ceilings in the living room gold and used the garage as a studio for his digital photography work. The cottage was expanded a few years ago by the sellers, who added square footage and updated it.

The neighborhood is quiet, with easy access to the services and shopping of nearby Manhattan Beach Boulevard. It is within walking distance of a public elementary school. The Manhattan Beach Pier and surrounding beaches are five minutes away by car.

Size: 2,534 square feet

Price per square foot: \$1,026

Indoors: A long cobblestone driveway leads to the front gate; beyond it is a private yard surrounded by mature trees, with a brick path to the front door, which opens directly into the living room.

One wall of the living room is lined with built-in bookshelves surrounding a fireplace. Wood beams (mostly stripped of Mr. Nash's gold paint, although traces remain in a few spots) run across the ceiling. Through this space is a dining room facing the kitchen, to which the sellers added a new stainless steel range.

Down a few steps is the family room, added during the 2018 renovation. Also on this level are a half bathroom and a laundry room.

From the living room, stairs lead to the second floor, which has three bedrooms: two original and one new. More bookshelves are built into a wall at the top of the stairs, with one section doubling as a door to a room big enough to hold a small desk. To the left is a guest room with two walk-in closets.

At the far end of the hall is the primary suite, added during the renovation; the en suite bathroom has a marble-topped double vanity.

Across the hall is another guest room with its own bathroom, both updated during the renovation.

Outdoor space: The front yard has space for a table and chairs. A generously sized wood deck off the family room connects the main house to guest quarters over the garage: a living area, a small kitchen, a bedroom and a bathroom with a skylight. The space below serves as a garage, but could be used as an art or music studio. A stairway off the deck leads to a brick patio, where bamboo planted by Mr. Nash stretches high enough to provide privacy from the neighboring houses.

Taxes: \$33,012 (estimated)

Contact: Lizabeth Walker, Corcoran Global Living, 310-880-8453; southbaybeachbuyer.com

SELLER REPRESENTATION

I specialize in maximizing your home's worth. With an architecture degree and interior design expertise, I'll elevate your property's appeal inside and out. Whether it's outdated layouts or overlooked spaces, I see potential others miss.

"I was just looking through some house paperwork today, and guess what price the other realtor wanted to list my home for? \$2.8M. You really got us top dollar Liz! Thank you so much, we couldn't be more pleased! You are 5 Star!"

I Understand Value: Financial and Emotional

I create a strong emotional connection between buyers and your home.



BEFORE



AFTER



MY TEAM

High-quality representation begins with a local leader like myself, who has earned a trusted reputation in the community. As your trusted advisors, my team offers comprehensive expertise in marketing, compliance, transaction, and title management. We provide guidance, education, and advocacy at every stage of the real estate process to ensure a successful outcome.



LIZABETH WALKER
Realtor DRE #00680977



LIZ GAPULTOS
Compliance Manager



MICHELLE MESKILL
Marketing Manager



GREG SNIDER
Title Manager



CHRIS MARTIN
Transaction Coordinator





NEXT STEPS

DISCUSS FINANCING

We will review financing options to ensure we find the best solution for your new home purchase.

START HOME SEARCH

We will start your home search to find the perfect property that meets your needs and preferences.

SCHEDULE HOME TOUR

I will schedule home tours so you can personally explore the properties that interest you the most.

REVIEW PAPERWORK

Finally we will review the paperwork to ensure everything is in order for a smooth and successful transaction.



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