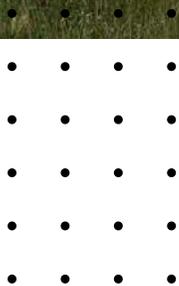


SAN FRANCISCO

BUYER'S GUIDE



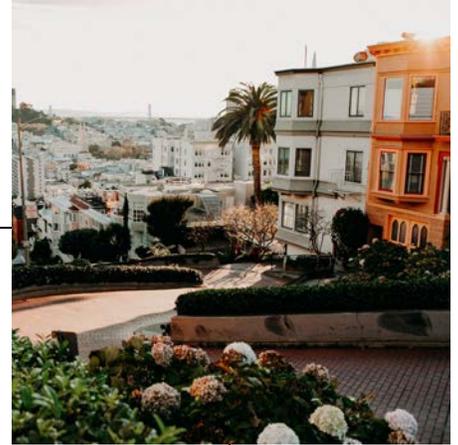
REBECCA HOFFMAN
SAN FRANCISCO

REBECCA HOFFMAN

San Francisco is one of the most desirable real estate markets globally, and we understand that navigating the property buying process can seem challenging. However, with my expertise and breadth of knowledge, you are in trusted hands. I will guide and advise you during every step of the buying process to help you find the perfect home that fits your needs, budget, and lifestyle.

As a seasoned San Francisco agent, I have been ranked as one of the city's top agents for the last 12 years. Our customer service is unparalleled as 90% of our business is referral-based.

Let me show you why I am the right agent for you.



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**When you work with me,
you will get:**

An experienced Realtor who helps clients get what they want in San Francisco real estate.

Unparalleled customer service

Rebecca Hoffman

DRE 01860649

Luxury Property Specialist

415.846.8896

Rebecca@RebeccaHoffman.com

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.

Closing Costs

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

Call me for an appointment

415.846.8896

Let's set up a time to sit down or Zoom call to discuss how I can help you get you what you want in San Francisco real estate.

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). I will connect you to mortgage brokers. 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

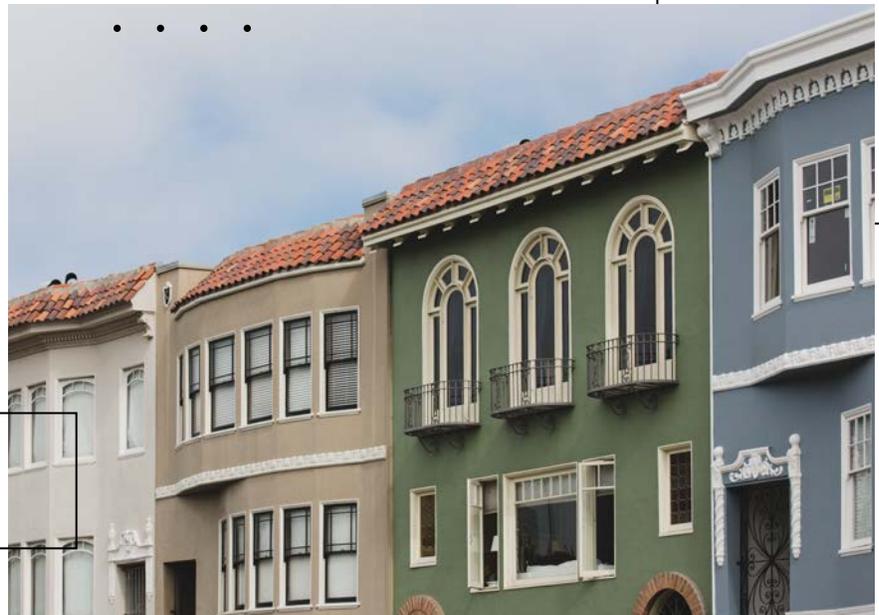
Visit Properties

Now is the time to consider your ideal home's location and amenities. We will span a range of areas and property types. Additionally, I will activate notifications for exclusive Coming Soon and Off-Market properties as they hit the market. Visit Open Houses. I will make private appointments for us when you find properties you like.

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) or a Lender 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. I will provide advice.



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 Initial deposit is due per terms of agreement

Day 3 Contact your insurance agent for homeowners' coverage

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 You remove any and all contingencies and the property status is changed to PENDING. 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)

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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, I will schedule a final walk-thru of the property to verify property is still in acceptable condition and any negotiated repairs were done.

07

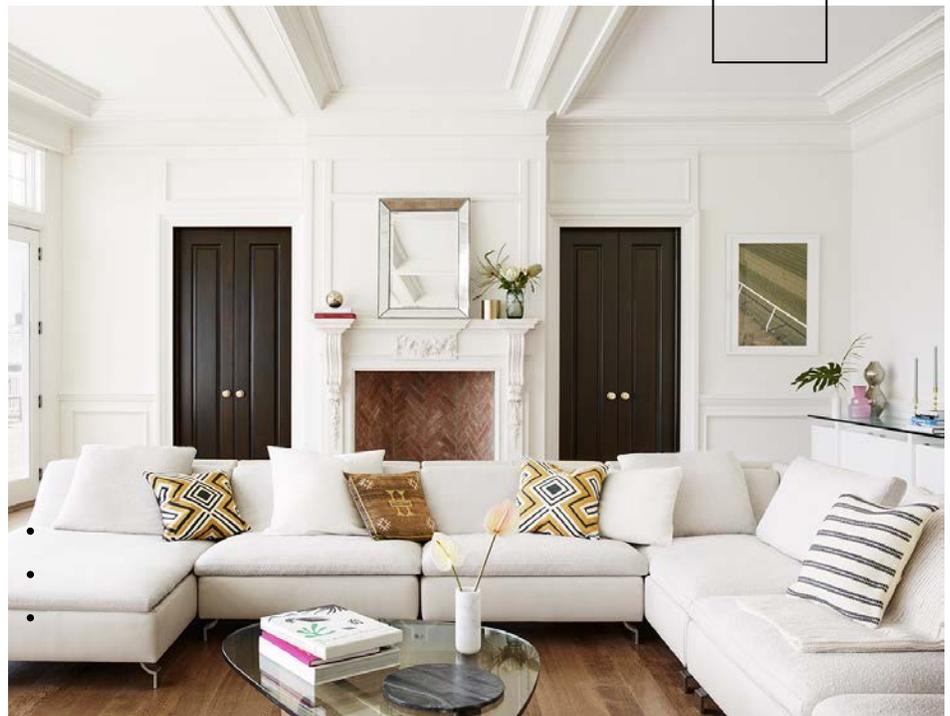
Loan, Appraisal, & Closing

Your bank will arrange for an appraisal. 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, you wire the closing funds with the homeowner's insurance in place, and then the loan will be funded with clearance to close.

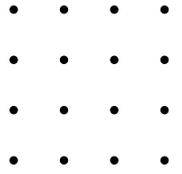
08

Welcome Home!

Congratulations! You are now a homeowner.



WHY COMPASS?



Compass Tools & Programs to Help You Find Your Next Home

Loan, Appraisal, & Closing

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

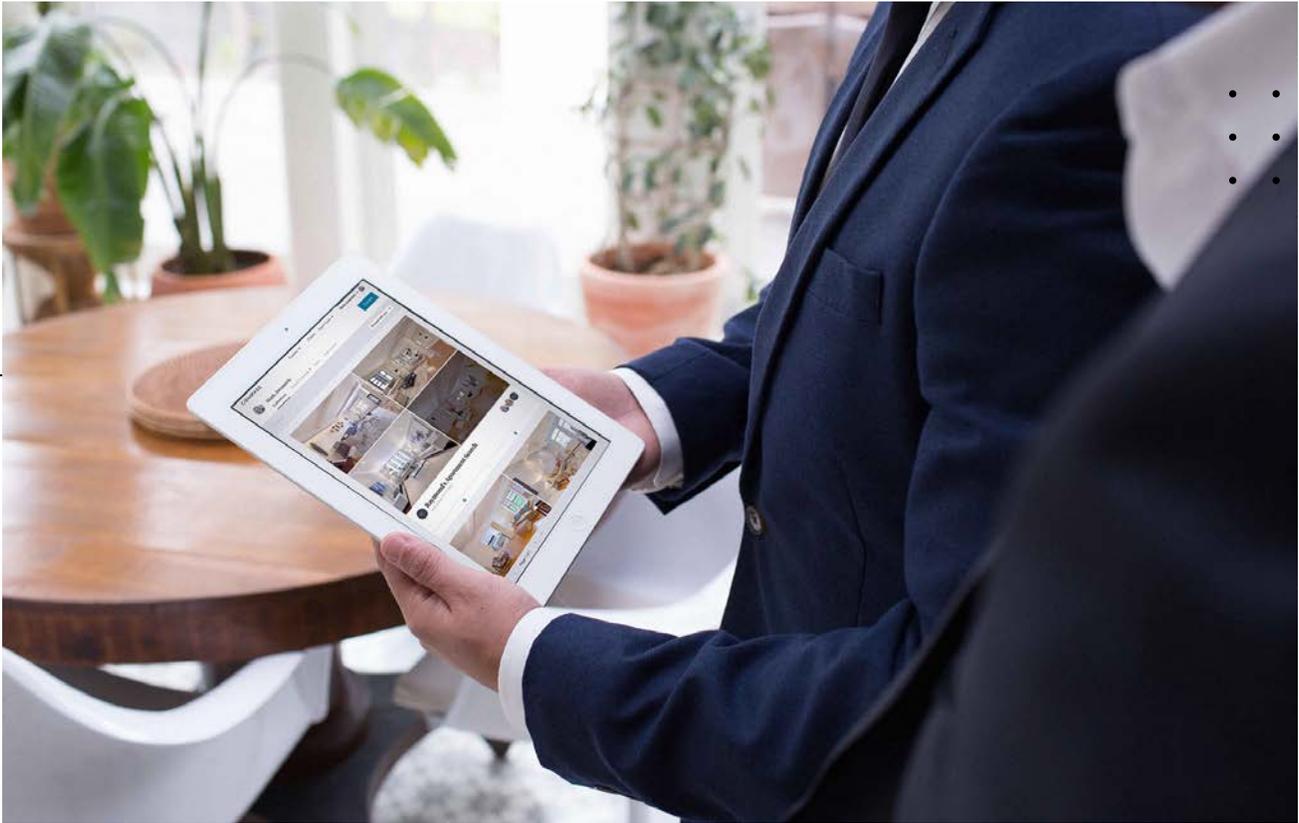
Compass Bridge Loan Services provides access to competitive rates and dedicated support from industry-leading lenders, with the exclusive option to get up to six months of your bridge loan payments fronted when you sell your home with a Compass agent.

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.



HOW CAN I SUPPORT YOU AS A BUYER?



Finding and arranging financing

Negotiating the terms of sale

Finding the right home (off-market or on the MLS) to purchase

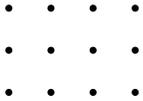
Understanding and navigating the Disclosure Package and other paperwork

Price negotiations

Determining what comparable homes are selling for

Finding buyers for the buyer's property

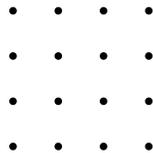
Teaching more about the neighborhood or area (restaurants, schools, parks, public transportation)



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rebecca@rebeccahoffman.com



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