

THE
BUYER'S GUIDE

BY
HOWARD & STANEK GROUP



H&S

2021 EDITION

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WHO WE ARE

KARIN HOWARD

Whether it be leading financial startups to maximum profitability, scaling global operations in emerging markets or guiding clients through their next real estate investment, Karin Howard has seen it all. She leads a life centered around connection, growth and integrity.

After studying law at Tel Aviv University, Karin quickly climbed the ranks at the Israeli Ministry of Justice in Jerusalem. She has a particularly refined skill set of both negotiation and contractual law, having practiced with both the Israeli Attorney General and Dr. Shlomo Cohen & Co, the largest commercial IP firm in Israel. Beyond legal expertise, Karin has developed a significant international network, serving as the Director of Operations for Drip Capital and Bank Leumi in Palo Alto, California. From Tel Aviv to the Bay Area — her heart to connect with others, facilitate community and build wealth is unparalleled.

Today Karin operates in Austin, Texas, advising clients on real estate investments, ranging from residential holdings to personal luxury properties. She values honesty, collaboration and excellence, and looks forward to providing you with a personally curated experience.

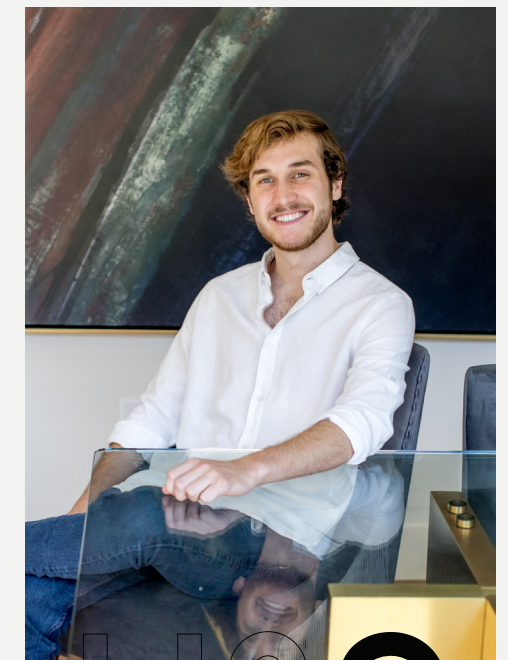


ANDREW STANEK

Fueled by a strong work ethic and robust entrepreneurial spirit, Andrew is passionate, intentional and an established resource for all things real estate. He takes a proactive approach in servicing clients, whether it be in identifying an equitable investment purchase or personal dream residence.

Realizing that every client is unique, Andrew listens intently to the needs of each individual. He recognizes trust, respect and integrity as the foundation of all successful relationships and looks forward to providing you a customer experience that is built around your specific needs.

Born and raised in Austin, Andrew's local expertise is unparalleled. He specializes in hyper specific market knowledge to best guide you through your purchase or sale and is an expert negotiator with mastery around multiple offer situations in high demand transactions. Andrew has operated in the Austin market for nearly a decade establishing core relationships within the real estate, banking and technology communities.



OUR ADVANTAGE

RELOCATION MASTERY

Our team understands the significance of moving. Whether it be cross-state, international or simply to a new neighborhood — we have streamlined the relocation process to ensure a reliable and efficient experience. We have facilitated hundreds of long-distance luxury relocations ranging from Palo Alto and Tel Aviv to New York and Miami. Austin has become a hub of culture, technology and innovation, and we make it easy to get here.



TECH ADVANTAGE

While purchasing a new property is truly exciting, too many cases prove to be an overwhelming experience. Howard & Stanek Group in partnership with Compass have worked with over 100+ software engineers developing systems to provide clarity to your purchasing process. Our team operates unlike any other real estate company with algorithmic software to identify new homes, calculate financials and forecast future growth.



OFF MARKET ACCESS

With an average days on market of less than a week, finding your dream residence before its on the market is one of our core priorities. Through relationships with the highest producing realtors in the region, multiple off market networks and predictive identification software — we have mastered identifying and securing off market listings.



RELATIONSHIP DRIVEN

Our team operates as a boutique firm- emphasizing relationship above all else. We prioritize connection over transaction and believe in long lasting relationships built on trust. This foundation is felt not only in our agent and vendor relations but with every new and repeat client.



1

HIRE A REAL ESTATE AGENT

Our team will meet with you over Zoom or in person, discuss your needs and officially partner with you to facilitate the transaction.

2

PRE-APPROVAL

Meet with lender's to determine the loan amount you are approved for and review the financials in depth. *Prelim documents required: W-2s, pay stub, bank statements, and tax returns.*

3

PROPERTY SEARCH

Together, we will connect you with MLS access and Off Market Access to listings in your target areas.

4

SHOWINGS

Our team will arrange access to tour properties in person or via facetime/video.

8

HOME APPRAISAL

Your lender will arrange for a third party appraiser to visit the home and determine the value of the home.

7

HOME INSPECTION

A detailed home inspection will take place, the inspector will review all findings with you and your agent. Based on the details of the report we may begin negotiations with the seller on repairs.

6

OFFER ACCEPTED

You are now officially under contract, we will notify your lender and you will provide earnest and option money to the title company.

5

SUBMIT AN OFFER

Once you have decided on a property, we will draft and sign the offer documentation and submit it to the seller for review.

9

LOAN UNDERWRITING

Your lender will request additional documents throughout this process to finalize your loan.

10

FINAL WALKTHROUGH

Upon final approval, we will visit the property prior to final signatures to ensure the home is in the same condition.

11

CLOSING

You will need to provide two forms or identification, wire funds to the title company and sign all closing documents in person. Mobile notaries are available to come to your location for this.

12

MOVE-IN

Upon funding of your loan, you will officially be the new homeowner and can now occupy the property. We will arrange for keys to be waiting for you!

**TRANSACTION
TIMELINE**

WHY LOCAL

As you compare lending options, the most important consideration is where the lender operates from. Local Texas lenders provide better customer service and appraisal guidance — this frequently impacts your cash to close significantly. All things considered, lending from a loan officer located in Texas will prove to streamline your financing experience.

MONICA VAN VALKENBURGH

Security National Mortgage

512.791.6191

monica@laketravismortgages.com

snmc.com/lo/monicavanvalkenburgh



SEAN CONDON

First United Mortgage

512.808.9489

sean.condon@firstunitedbank.com

firstunitedteam.mymortgage-online.com/scondon



LENDING PARTNERS

THE SEARCH PROCESS

AUTOMATED SEARCH

Our systems will automatically notify you and your agent as soon as any new property within your search criteria hits the market.

MANUAL SEARCH

Our team compiles the best of on and off market inventory and will provide curated lists of the best options specific to you, weekly.

MARKET CYCLE TIMING

The local market moves cyclically, with the majority of listing inventory going active on Thursdays and Fridays. Typically these properties will set final offer deadlines for Sunday or Monday. We recommend visiting over weekend's to maximize your visit.



SHOWINGS AND PROPERTY REVIEW



AUSTIN • TX
97° 43' 27" W
30° 16' 20" N

IN PERSON SHOWINGS

When it comes to touring properties in person, we recommend 3-5 properties per tour. We have found this to be the sweet spot between seeing too few homes and seeing too many, which can cause them to blur together. Prior to showing, we will work with you to determine a custom property list specific to your needs.

VIDEO TOURS

If you aren't in Austin, we will visit the property on your behalf and either take video of the home or Facetime you in.

SUBMITTING AN OFFER

DATA REVIEW: COMPS

Once you have decided on a property of interest, we will run a detailed analysis and provide you with data specific to the value of the home. Based on these findings, we will finalize the terms of our offer.

DEADLINE APPROACH

With the market moving so quickly, be prepared for deadline to be in place for each home. These often run from Sunday at 5pm to Monday at 5pm.

CONTRACT FINALIZATION

Once we have determined the data, offer terms and offer deadline — we will finalize and sign the offer contract package to present to the sellers.

UNDER CONTRACT

OPTION MONEY

The purpose of the option money is to provide you a window to perform inspections of the property and complete all due diligence. It gives the buyer the right to cancel the pending transaction within a 3-5 day window. Option Money is typically \$500-2500 and is non-refundable. In most cases, the option money is credited back to you at closing.

EARNEST MONEY

Generally one to five percent of the sales price, earnest money goes to a third party escrow officer at the title company. This is essentially a deposit on the home. Once you close, the earnest money is credited back towards the closing costs or down payment. Your earnest money is protected during the option period.

INSPECTION

A detailed home inspection will take place during the option period, the inspector will review all findings with you and your agent. Based on the details of the report we may begin negotiations with the seller on repairs.

APPRAISAL

Your lender will arrange for a third party appraiser to visit the home and determine the value of the home. It is important the contract sales price and appraisal value are the same- if not, you will be required to make up the difference in value at closing. Example: You're under contract at 750,000 and the home appraises for 700,000- in this case you would need to provide 50,000 of additional cash at closing to cover the difference. Local lenders tend to have the highest success rate in providing strong appraisals.

LENDER UNDERWRITING

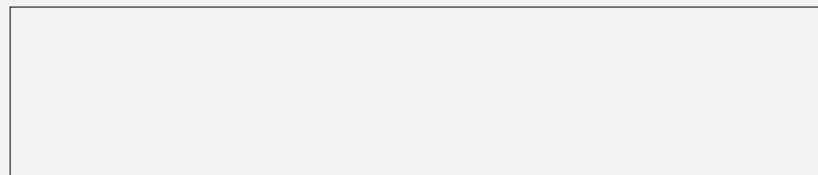
Your lender will request additional documents throughout this process to finalize your loan. To ensure an on time closing, provide all documents within 24 hours of each request.

TITLE CLEARANCE

The title company will provide you with the title commitment, coverage and insurance.

FINAL WALKTHROUGH

Upon final approval, we will visit the property prior to final signatures to ensure the home is in the same condition as our initial showing.



CLOSING

IDENTIFICATION

You will need to provide two forms or identification, wire funds to the title company and sign all closing documents in person.

MOVE-IN

Upon funding of your loan, you will officially be the new homeowner and can now occupy the property. We will arrange for keys to be waiting for you!


MOBILE NOTARY

If you are unable to come to the title company, mobile notaries are available to come to your location for this. Notaries are limited to the United States, please ensure you are within the country on closing day. If you are paying cash you can sign internationally. If you cannot be in the country, we can coordinate a one time power of attorney to close on time.



HOWARD &
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FOR MORE INFORMATION
PLEASE VISIT
HOWARDSTANEK.COM

 All material presented herein is intended for informational purposes only. Information is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. All measurements and square footages are approximate. Exact dimensions can be obtained by retaining the services of an architect or engineer. This is not intended to solicit property already listed. Nothing herein shall be construed as legal, accounting or other professional advice outside the realm of real estate brokerage. Compass is a licensed real estate broker. Equal Housing Opportunity.

COMPASS