



The Star Treatment for Home Buyers

Find Your Dream Home and Have the Most Enjoyable Home Buying Experience of Your Life!

Find The Home of Your Dreams... Or We'll Pay You \$1,000 in Cash!

Don't Buy Into Being Priced Out of Your Dream Home

Recent newspaper headlines in Orange County highlight the record-breaking home prices and the tight inventory of available properties. Many homebuyers believe they are priced out of the market... or are discouraged about being able to find the home of their dreams.

**Fact #1:
Most Home Buyers Can Qualify for up to 50% More than They Thought Possible.**

**Fact #2:
You Can Find Your Ideal Home at a Great Value... If You Know How to Look, Where to Look and How to Negotiate.**

The Real Secret to Finding Your Dream Home

The secret is a two-part combination of professionals in **Real Estate** and **Loan Qualification / Origination**, with decades of experience and strong relationships, who know how to:

- **Get you pre-qualified** for more money with the right rate and monthly payment
- **Quickly find the right home**, with our exclusive process and knowledge of the area
- **Make the right offer** and negotiate to get the best value for your investment
- **Leverage a network of vendors** to make sure your move-in is fast and easy.

Designed by a Top 1% OC Realtor and a Top 1% OC Mortgage Broker

We know what you want when you buy a new home:

- A Home that Fulfills Your Wish List
- The Most Value with the Best Terms
- The Right Timeframe
- The Fewest Hassles.

Our exclusive "Star Treatment" Home Buyer's Plan



NOVA's Exclusive "Star Treatment" For Home Buyers

Finding Your Dream Home

Pre-Qualifying For More Home

The first step of finding your Dream Home is to get you pre-qualified for the best mortgage possible. NOVA Real Estate is in partnership with La Paz Mortgage, one of Orange County's most established, respected and experienced Loan Originators.

With 28 years of experience in Loan Origination, La Paz has the mortgage market knowledge and the long term relationships with Mortgage Lenders it takes to pre-qualify you for:

- More home
- Lower payments
- The right terms
- Easy paper work.

Creating Your Personal Dream Home Wish List

Next we paint a detailed picture of the life you want to live in your new home. Through an exclusive in-depth process, we create your personal Dream Home Wish List, based on your needs, desires and the ideal lifestyle for you and your family.

Previewing Potential Dream Homes

As we find homes that match your Dream Home Wish List, we preview them with

you and your family in mind, to insure that they truly match your needs, wants and desires.

Touring Potential Dream Homes

We only show you homes that match your Dream Home Wish List, which means they fit your specific criteria and price range. We won't waste your time or try to "upsell" you.

Finding Your Dream Home Fast

For each home we tour, we have a unique process in place to gather Pros, Cons and Deal-Breakers This proven process enables us to quickly refine our home search criteria and find your Dream Home fast.

Making The Right Offer

The Art of Making an Offer

Congratulations—you've found a your Dream Home! Now you're ready to make an offer, to make your dream come true.

Making a great offer is an art. It requires the skillful execution of a two part process:

- Market Analysis of the Property
- Preparation of the Offer.

This is where the decades of experience that NOVA brings to your transaction will really pay off, in more value for you.

Analyzing The Market Value

The first step is to create a Market Analysis of the real value of your home, according to:

- Comparables
- Location
- Repairs
- Age
- Allowances
- Condition
- Type of Property
- Remodeling
- Neighborhood
- Concessions

At NOVA, we prepare a professional Market Analysis before we make an offer, to help us determine and demonstrate the true value of the property.

Preparing a Value-Driven Offer

The key to making an offer is to make sure it creates as much value for you as possible. And value is much more than just price.

What are the terms, timeframe and services that will make your life easier, more enjoyable and enhance the move into your new home? We take all of these into account when we prepare a detailed offer, based on our Market Analysis, including:

- Price
- Terms
- Closing date
- Moving date
- Coordination of repairs, remodeling, painting, cleaning and deliveries.

NOVA's Exclusive "Star Treatment" For Home Buyers

Creating The Most Value

Making a Great Inspection

NOVA has long-standing relationships with experienced home inspectors. These inspectors know how to accurately assess all of the systems and structures. You and the current owner will get a detailed inspection report. NOVA will then gather estimates for repairs required and/or remodeling desired, based on the inspection.

Negotiating From a Position of Strength

With NOVA, you'll be negotiating from a position of strength to get the best value. That's because you're represented by professionals who are creating the terms of your deal with:

- An **accurate Market Analysis** of your Dream Home's property value
- A highly **detailed inspection** report, with thorough recommendations
- Accurate **estimates for repairs** and remodeling needed or desired
- A **Wish List** of your needs, desires and move-in timeframe
- **25+ years experience in negotiating** Orange County residential properties.

Originating Your Loan

You're already thoroughly pre-qualified. Now it's easy to lock in:

- The Right Loan Product
- The Right Terms
- Easy Paperwork.

You'll have a home loan with great rates and terms that match your lifestyle and goals—quickly and easily.

Making Escrow Easy

We'll review all of the escrow paperwork with you, to answer any questions you may have. If your schedule requires you to be out of town or in multiple locations, we'll be happy to manage the escrow process to accommodate you.

Ensuring An Easy Move

Coordinating Your Move

NOVA can handle referrals and coordination of qualified vendors for you, including:

- Handymen
- Contractors
- Remodeling Cos.
- Utilities/Installation
- Moving Companies
- Painters
- Cleaning Services
- Interior Decorators
- Appliance Deliveries
- And More!

Closing Escrow Quickly

We'll help you close escrow quickly and easily, even if you need to be out of town.

Moving Into Your Dream Home

Congratulations on your new home! Now your dream of the Southern California lifestyle has come true!



NOVA will help you qualify for more money, find your Dream Home **faster**, for a **better value** and give you the most enjoyable home buying experience of your life.

Our exclusive Star Treatment Home Buyer Plan will:

- Pre-qualify you for more home
- Find your dream home fast
- Make the right offer to create the most value
- Make your move-in fast and easy.

And NOVA's Star Treatment will do it better than any other home buyer plan.

If you have gone through the NOVA Star Treatment and not found the home of your dreams in 90 days, we will pay you \$1,000 in cash!

Get The Star Treatment!
Find Your Dream Home Faster...
and Enjoy the Best Home Buying Experience of Your Life!

Designed by a Top 1% Orange County Real Estate Agent and a Top 1% Orange County Mortgage Broker, NOVA's exclusive Star Treatment Home Buyer Plan delivers your Dream Home with the most value and the best terms—faster and easier than ever before.

Our Star Treatment Home Buyer Plan will help you:

- **Get pre-qualified for more money** with the right rate and monthly payment
- **Quickly find the right home** that meets all of your needs and desires
- **Make the right offer** and negotiate to get the best value for your investment
- **Provide a network of vendors** to ensure that your close of escrow and move-in are everything you want them to be.

At NOVA, we're so sure that our exclusive Star Treatment Home Buyer Plan works, we'll put it on the line:

**We Guarantee that You Will Find
Your Dream Home in 90 Days or Less... or We'll
Pay You \$1,000 in Cash!**

**To Schedule an Appointment,
Please Contact Your NOVA Agent at:**

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