

BUYER'S GUIDE



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The highest compliment I can receive is the referral of your friends, family and business associates. Thank you for your trust.



JONATHAN SARROW

With over 20 years of experience in the high-pressure business world, working with companies like the NFL, CBS, and FOX, I bring a wealth of deal-making expertise to navigate today's real estate market. When you work with me, my experience with negotiations and relationships are put to work for you, striving for the highest standards of excellence.

Our team handles all aspects of real estate including residential & luxury sales, investment properties, property management/leasing (residential & commercial), vacation rentals, relocations, and complex sales (probate, short sale). We tailor plans—timing, offer structure, financing, value-add improvements—backed by a vetted network of lenders, inspectors, contractors, and escrow.

I work with SHE IS HOPE Realty because we are both singularly focused on providing the best experience for our clients as well as giving back to our community by uplifting single-parent families through our associated non-profit, SHE IS HOPE LA. With SHE IS HOPE Realty, you receive expert advocacy—and every closing helps another family move forward.

My undergraduate degree is from UCLA with a B.A. in English and have a J.D. from Loyola Law School. I currently reside in Studio City with my wife and two sons.



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A portion of the proceeds from each one of our real estate transactions is donated to the nonprofit - SHE IS HOPE LA to uplift single mothers.

YOUR JOURNEY STARTS HERE

Purchasing a home is one of the most meaningful investments you'll ever make—and an exciting new chapter in your life. As your dedicated guide, I'll be by your side every step of the way to ensure the process is clear, seamless, and rewarding.

INSIDE THIS BUYER'S GUIDE, YOU'LL FIND ESSENTIAL RESOURCES TO HELP YOU BEGIN:

- Step-by-Step Buying Process
- Why Pre-Approval Matters
- Navigating the Home Search
- Comprehensive Guidance & Support

1. FINANCIAL READINESS

- Get pre-approved for a mortgage
- Outline your must-haves and wish list
- Establish a budget and set aside funds for your down payment

2. GETTING STARTED

- Sign a Buyer Representation Agreement
- Select homes to tour and review together

3. EXPLORING HOMES

- Research communities and neighborhoods
- Visit and evaluate properties

4. MAKING YOUR MOVE

- Draft and submit a purchase offer
- Negotiate price and terms with the seller

5. FINALIZING YOUR LOAN

- Secure your mortgage approval
- Lock in your interest rate
- Arrange homeowners insurance
- Schedule the appraisal

6. HOME EVALUATION

- Complete property inspections
- Negotiate repairs or credits with the seller

7. CLOSING PREPARATION

- Arrange for title insurance
- Gather funds needed for settlement

8. THE FINISH LINE

- Review and sign all closing documents
- Pay closing costs and receive your keys!



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WORKING WITH A TRUSTED PROFESSIONAL

When you choose me to represent you, you gain more than an agent—you gain a dedicated advocate who stands by you through every step. I'll deliver the insight, support, and expertise you need to make confident decisions.

ONCE WE CONNECT, I WILL:

- Guide you in defining a clear budget and introduce you to trusted lenders for mortgage pre-approval
- Learn your priorities, lifestyle needs, and long-term goals to shape your home search criteria
- Share market insights to help you understand timing and opportunities
- Outline how we'll work together to ensure a smooth and productive partnership

AFTER WE DEFINE YOUR GOALS AND BUDGET, I WILL:

- Arrange and accompany you to property tours, highlighting key details and negotiating points
- Keep you updated on newly listed homes that fit your preferences
- Break down market data so you can evaluate each property with confidence
- Stay committed to you until we secure the perfect home

ONCE YOU'VE CHOSEN THE RIGHT HOME, I WILL:

- Guide you in crafting a strong, competitive offer—whether it's a single or multiple-offer situation
- Walk you through the seller's disclosures to ensure you understand every detail
- Negotiate terms and conditions with your best interests as the top priority
- Coordinate inspections and assist with resolving any findings
- Connect you with trusted contractors and service providers as needed
- Prepare you for closing day by outlining costs and next steps
- Keep you fully informed with clear, consistent communication throughout the process

Getting pre-approved strengthens your position by showing sellers you're financially ready, giving you a clear budget and the ability to make a stronger, more competitive offer.



HOME PREFERENCES

The more I understand your vision for your new home, the better I can guide you. Take a moment to consider the features that are essential, as well as those that would be ideal, so we can review them together.

FEATURES

SPECIFY YOUR PREFERENCES

IMPORTANCE 1-5

VIEW

1 2 3 4 5

ARCHITECTURAL STYLE

1 2 3 4 5

SWIMMING POOL

1 2 3 4 5

DECK/PATIO

1 2 3 4 5

GARAGE

1 2 3 4 5

OCEANFRONT

1 2 3 4 5

INTERIOR

FLOOR PLAN - SPLIT

1 2 3 4 5

ROOM SIZES

1 2 3 4 5

BEDROOMS

1 2 3 4 5

BATHROOMS

1 2 3 4 5

LIVING ROOM

1 2 3 4 5

FAMILY ROOM

1 2 3 4 5

BONUS/GAME ROOM

1 2 3 4 5

DINING ROOM

1 2 3 4 5

KITCHEN

1 2 3 4 5

GENERAL INTERIOR COMMENTS

1 2 3 4 5

COMMUNITY/LOCATION

CONVENIENCE TO EMPLOYMENT

1 2 3 4 5

CONVENIENCE TO TRANSPORTATION

1 2 3 4 5

CONVENIENCE TO SHOPPING

1 2 3 4 5

CONVENIENCE TO SCHOOLS

1 2 3 4 5

CONVENIENCE TO DAYCARE

1 2 3 4 5

NEARBY RECREATIONAL FACILITIES

1 2 3 4 5

NEAR POLICE AND FIRE PROTECTION

1 2 3 4 5

APPEARANCE OF PROPERTIES IN AREA

1 2 3 4 5

HOUSE VALUE RELATIVE TO AREA

1 2 3 4 5



OUR HOME SEARCH PORTAL

My website makes it simple and convenient to explore available homes in your preferred area. Here's how it helps streamline your search:

- Easily browse current listings in your chosen neighborhoods.
- Give me valuable insight into the types of homes you love, so I can tailor recommendations just for you.
- Register to save your favorite properties and searches for quick access later.
- Share listings directly with friends or family.
- Sign up for email alerts so you'll be the first to know when new homes that match your criteria hit the market.

Best of all, the site is fully responsive—meaning you can search, save, and share seamlessly from your phone, tablet, or desktop.



EXPLORE HOMES WITH EASE ON MY WEBSITE

Finding your dream home has never been easier. On my site, you can:

- Browse every home listed on the MLS in your desired neighborhoods.
- View results in either a map or list layout—whichever works best for you.
- Dive into detailed property descriptions with multiple photos and key features.
- Save and organize your searches so you can pick up right where you left off.
- Receive instant email updates when new listings or open houses match your criteria.
- Share favorite properties directly with friends and family.
- Get valuable insights on local communities, schools, and amenities.
- Access helpful resources to guide you through the buying process.



www.sheishoperealty.com



MAKING AN OFFER

Many factors play a role in determining a home's market value. Understanding them can give you valuable insight and help you feel confident making a competitive offer. Together, we'll develop a strategy to secure the best possible terms and pricing that align with your budget and goals.

Key considerations include:

- How long the property has been on the market
- Whether there have been price adjustments
- If the home was previously under contract
- Whether there are competing offers
- What items are included in the sale (and what may be negotiated)
- Current market conditions in the neighborhood, such as the list-to-sale price ratio
- If the seller is offering an assumable loan or favorable financing options

To guide you, I'll provide a Comparative Market Analysis (CMA), which compares the property's price and features to similar homes currently on the market or recently sold. Once you're ready to move forward, I'll prepare and present your offer to the seller's agent and support you through their response—whether it's an acceptance, rejection, or counteroffer—so you feel confident every step of the negotiation process.

ONCE YOUR OFFER IS ACCEPTED

The closing process begins! Here's an overview of the typical steps involved:

HOME INSPECTION

If the inspection report identifies significant issues or recommends repairs, I'll guide you through any contractually agreed-upon remedies and assist with further negotiations with the seller, if needed.

TITLE SEARCH

I'll connect you with the appropriate title insurance officer to address any questions regarding the owner's title report. This report confirms the property's ownership and identifies any existing liens or encumbrances.

RESIDENTIAL APPRAISAL

Your lender will order an appraisal to assess the home's value as part of the mortgage approval process.

FINAL WALK-THROUGH

Before closing, I'll coordinate your final walk-through to ensure the home is in the same condition as when you signed the purchase agreement and to verify that any agreed-upon repairs have been completed.

CLOSING COSTS

In addition to your down payment and deposit, there are several costs associated with closing. I'll help you determine an appropriate deposit, explain the various fees you may encounter, and review your itemized settlement statement with you before closing.

AND BEYOND

Even after closing, I remain a resource for you. I'll keep you informed about changing market conditions and how they may impact your home's value, supporting you throughout your homeownership journey.



UPDATES TO BUYER REPRESENTATION

THE SHE IS HOPE REALTY DIFFERENCE

As of August 17, 2024, new regulations from the National Association of Realtors require that a signed buyer representation agreement be in place before an agent can show any property to a buyer. This agreement clearly outlines the services your agent will provide and specifies the agent's fee for those services.

Another key change involves buyer agent compensation. Previously, the listing agent and seller determined the buyer agent's fee and it was publicly disclosed. Under the new rules, this fee is now negotiated individually with each offer. While most sellers are expected to continue covering the buyer agent's commission as is customary, if the seller does not agree to pay the full fee, the remaining amount becomes the responsibility of the buyer as part of the closing costs.

With these changes, it's more important than ever to work with an experienced, trusted agent—someone who will guide you, advocate for your interests, and make the home-buying process as smooth as possible.



THE SHE IS HOPE LA ADVANTAGE

Working with She Is Hope LA means you get much more than the standard buyer services. Along with property searches, showings, negotiations, and escrow management, we provide unique advantages that give you the upper hand in today's market:

EXCLUSIVE OFF-MARKET ACCESS – BE THE FIRST TO SEE PRIVATE LISTINGS, TEAM FLIPS, AND HOMES NOT PUBLICLY AVAILABLE.

LOW-RATE ASSUMABLE MORTGAGES – ACCESS HOMES WITH ASSUMABLE LOANS AT BELOW-MARKET INTEREST RATES, SAVING YOU THOUSANDS COMPARED TO A NEW MORTGAGE.

STRATEGIC OFFER GUIDANCE – RECEIVE DETAILED VIDEO ANALYSES OF COMPARABLE SALES WITH CLEAR STRATEGIES TO HELP CRAFT WINNING OFFERS.

TRUSTED VENDOR NETWORK – ENJOY OUR CURATED LIST OF SERVICE PROVIDERS WITH EXCLUSIVE DISCOUNTS FOR SHE IS HOPE LA CLIENTS.

FULL-SERVICE SUPPORT – YOUR AGENT IS BACKED BY A DEDICATED TRANSACTION COORDINATION TEAM TO ENSURE A SMOOTH, TRANSPARENT, AND STRESS-FREE PROCESS.

MARKET REACH & CONNECTIONS – WE CAN OFTEN CREATE OPPORTUNITIES THROUGH OUR EXTENSIVE CLIENT AND AGENT NETWORK, GIVING YOU AN EDGE IN COMPETITIVE MULTIPLE-OFFER SITUATIONS.

LIFETIME CONCIERGE SERVICE – OUR COMMITMENT CONTINUES WELL BEYOND CLOSING, OFFERING SUPPORT WITH HOME IMPROVEMENTS, INVESTMENT EDUCATION, AND LONG-TERM REAL ESTATE STRATEGY.



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