

**BERKSHIRE
HATHAWAY**
HOMESERVICES

NEVADA
PROPERTIES

BUYERS GUIDE

THE ULTIMATE GUIDE TO THE HOME BUYING
PROCESS



ZORANOVIĆ

WO

“Price is what you pay. Value is what you get.”

–Warren Buffett

RD

PROFESSIONAL

Professionalism stems from business etiquette and I pride myself on always being the sharpest in the room.

DETERMINED

Determination in this sense means being set on fulfilling your needs no matter the circumstances and obstacles in the way.



EXPERT

An expert in the field is someone who knows the market inside and out. We demonstrate world class knowledge through our work.

CONFIDENT

Confidence in oneself to close a deal and give certainty to you, that you're doing business with the right person.

Berkshire Hathaway is
the number 1 brokerage
in America

Number 6 ranked
company in the world

Real estate brand of
the year, highest
ranked in trust and
love

Number 1 in client
satisfaction

THE STEPS

So you want that dream home? We know exactly how to get you there. Here are the typical steps involved in buying a home.

A close-up photograph of a person's hands writing on a document with a pen. A white circle with the number '1' is overlaid on the left side of the image.

1

GET PRE-APPROVED

You'll want to get this process started aright away, getting pre-approved for financing is essential.

A photograph showing two people in business attire sitting at a desk. One person is holding a pen over a document labeled 'CONTRACT'. A small house-shaped object sits on the desk. A white circle with the number '2' is overlaid on the right side of the image.

2

CHOOSE AN AGENT

A youthful professional who will go above and beyond for their client, no matter the circumstances.

A photograph of a modern, bright interior of a house, featuring a staircase, a large chandelier, and comfortable seating. A white circle with the number '3' is overlaid on the left side of the image.

3

HUNT FOR HOMES

We'll take note of your requirements and start searching for properties within your criteria.

A photograph of a desk with a tablet displaying a map, a pen, and a notepad with handwritten notes and diagrams. A white circle with the number '4' is overlaid on the right side of the image.

4

RESEARCH NEIGHBORHOODS

Your new neighborhood is just as important as your home. Make sure it includes things you like to do.

MAKE AN OFFER

We'll draw up an offer and negotiate on your behalf.

5



6

INSPECTION

This will address any hidden issues in the house.



CLOSE THE SALE

Arrange a closing date and sign the paperwork!

7



8

MOVE IN!

You did it! Welcome to your new home!



BUY OR SELL FIRST

Each situation is unique, and several factors need to be looked at to determine which option is right for you. Here are some things to consider with each.



BUY FIRST

Works best when:

There is a lot of competition in the market and property prices are rising

You're confident there will be a high level of demand for your existing property

You can negotiate or make it conditional on selling your own home

You're prepared to accept an offer that lets you move on or pay bridging finance.



SELL FIRST

Works best when:

Property prices are flat or declining

if you want greater certainty about how much you have to spend on your next home

If you're leaving Las Vegas and buying in a different and slower market

If you can negotiate a long settlement or know that you'll be able to find something that suits your requirements.

P R E - A P P R O V A L

Getting a pre-approval is one of the best things you can do to simplify the process and give yourself more confidence in your buying power. Here's what you can expect from the process.

ONE



YOUR CREDIT SCORE

Knowing your credit score will help lenders decide if you're a good candidate for a loan. The higher your credit the better.

TWO

Lenders want to make sure you can regularly make mortgage payments, with no major gaps in income.



THREE



YOUR ASSETS AND DEBTS

Lenders want to know your debt-to-income ratio to know if you can make each loan payment with the income you earn.

Choosing a home that complements your lifestyle, income, and preferences is no easy task. There are many moving parts to finding a home that will work for you and your family. Here are some things to consider when looking for that perfect home.

A man with long hair and a beard, wearing a red and white plaid shirt over a white t-shirt and grey jeans, stands in a modern home's entryway. He is leaning his right arm against a dark grey pillar. The interior features large windows, a wooden dining table, and modern chairs. The floor is made of light-colored tiles.

There's no place like ...

HOME



WHAT KIND OF HOME DO YOU WANT?

Are you interested in single-family, condo or townhome?

Do some research of what types of homes have to offer.

This will help narrow down your search area.



LOCATION

What area of Las Vegas would you ideally like to live in? Decide on a location that meets your needs and exceeds your expectations.



RESALE HOME OR NEW BUILD

A resale home is every home other than a new build construction. With new builds you have the option of designing your dream home and the ability to say that you're the first owner.

CHOOSING A HOME



COMMUNITY

What would you like to see in your new community? Is it more recreational activities? Events? Whatever it is write it down and choose areas that have those features.



DRIVE-SCORE

How important is it to you to be close to places like schools, shopping and groceries? Think of what you want or need to be close to.



MUST NOT HAVE

Everyone has wants but have you considered the things you don't want? Take note of your deal breakers and things you want to avoid in your new home.

UNDERSTANDING OFFERS

Once we draft and present the offer a few things could happen, here's a breakdown of the offer process and what you can expect.

OFFER PRESENTED



ACCEPT

Your offer is accepted!
Time to celebrate, now we will move ahead with any conditions laid out in the offer such as a home inspection.

REJECT

The Seller may reject your offer.
We will ask questions to discover why and if there is anything we can do to make the offer more appealing.

COUNTER

The Seller may come back with their own offer. In this case, we will review the terms with you and continue to negotiate until we reach an agreement.



He walked us through the entire offer and negotiated so well, we felt completely taken care of... and we got the house!

-Jim Saracino

ELEMENTS OF AN OFFER

Price

The price of the home

Deposit

Will be applied against the purchase of the house when the sale closes.

Terms

Terms include the total price offered and the financing details.

Conditions

Conditions are items that must be completed or fulfilled prior to the closing (such as a home inspection, obtaining financing, or selling your existing house).

Inclusions and exclusions

Items included or excluded. These items can be anything from appliances to decorative items, such as window coverings or mirrors.

Closing day

The closing day is the day the title of the property is legally transferred and the transaction of funds finalized.



CLOSING COSTS

"We count ourselves as lucky that Mladen landed in our lives, we would have been lost without her guidance and expertise."

–Martinez Family

BEFORE CLOSING

- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION

ON CLOSING

- PROPERTY TAX
- MORTGAGE INSURANCE

AFTER CLOSING

- MOVING EXPENSES
- UTILITY CONNECTIONS
- RENOVATIONS
- REPAIRS + MAINTENANCE

F A Q ' S

A buyer such as yourself deserves to know whatever they desire about anything real estate related. Feel free to ask additional questions.

HOW MUCH DO I NEED TO PAY YOU?

In Nevada it is extremely common that sellers pay the buyers agent commission, meaning there will never be a commission coming out of your pocket. Only our brokerage fee of \$350 is required to be payed by you.

WHY DO I NEED A BUYER AGENT?

It's in your best interest to have representation, the Seller Agent is working in the best interest of the seller which means you need someone on your side to make sure you get the best possible deal and save you money in the end.

HOW LONG DOES THE PROCESS TAKE?

Finding the right home can take weeks to months depending on your timeline and needs. Once we find a home you like, the offer can be accepted within days and the closing is typically 1-3 months, which means you could be moved into your new home in a few short months.

MOVING CHECKLIST

TWO MONTHS BEFORE

- ☐ Start downsizing and donating old and unwanted items
- ☐ Start researching moving costs and companies
- ☐ Order packing supplies

2-3 DAYS BEFORE

- ☐ Plan payments and expenses for moving
- ☐ Defrost your fridge
- ☐ Clean as you continue to pack
- ☐ Pack things you will need right away separately

ONE MONTH BEFORE

- ☐ Change your address and send moving notifications to friends and family
- ☐ Find local healthcare providers and shopping necessities
- ☐ Buy any new appliances or make plans for what to buy

MOVING DAY

- ☐ Do a final walkthrough
- ☐ Keep all receipts
- ☐ Pre-clean, seal any windows or doorways
- ☐ Check for damages in your new home that will need to be fixed
- ☐ Unpack room by room

TWO WEEKS BEFORE

- ☐ Contact utilities
- ☐ Finalize moving arrangements

"We are forever grateful for Mladen and
his ability to put us in our first home, the
of our dreams."

–Slavica Baletic





TESTIMONIALS

“The most professional Realtor I have worked with, he was always sharp and on the ball. He did everything I asked of him and more, in the end he was able to get my offer accepted as this testimonial was written in the comfort of my new home.


–Zelalem YeAssegid

“Mladen's expertise and knowledge of the market shined and showed us that we ended up choosing the right agent. He knows how to cater towards his clients.

–Kevin Lau

“I would highly recommend Mladen Zoranovic to anyone looking for the best service, as he told me many times, he views being a Realtor as a business and not a job.

–Belinda Clark



Buying a home can be so tiring, and honestly confusing! I had no idea where to start and he just walked me through EVERYTHING, made sure my finances were in order, negotiated the best offer too!

—Tracey Eriekson

We weren't even sure we wanted to buy but the Team made it clear that this was the best time and they were right! We found the home of our dreams in less than a week and are now planning to renovate the kitchen!

—Mark Winer

Heading into buying our first home I was very uncertain and not very confident if this was a step in the right direction for our future. After a quick talk with Mladen I had never been more excited to take this leap. He helped us gain our confidence back and move into our first home!

—Dragoslav Sagovnovic

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B e r k s h i r e H a t h a w a y H o m e
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