



Buyers Guide

Let's find your dream home!

Jennifer Belcastro

702-271-3327 | jenniferb@lasvegasconciergerealtor.com

nice to meet you



Throughout the majority of my life, Las Vegas has been the place I proudly call home. Combining my fervor for real estate with my experience in casino hosting, I have encountered a wide spectrum of clientele, ranging from everyday neighbors to esteemed individuals.

This exposure has instilled in me a deep understanding of the significance of meeting diverse client needs. As a result, I am exceptionally qualified to offer you unparalleled concierge services as your Realtor.

My profound appreciation for this remarkable city, where I have chosen to raise my children and establish my residence, further motivates me to provide you with meticulous attention to every detail throughout the process of selling or purchasing your home.



Let's Connect

702-271-3327

JENNIFERB@LASVEGASCONCIERGEREALTOR.COM



Las Vegas Concierge Realtor

Being a lifelong resident of Las Vegas, Jennifer Belcastro possesses extensive knowledge of the local real estate market and is deeply connected within both the real estate and casino industries. Her longstanding relationships, built during her tenure in one of the major industries in Las Vegas, the casino industry, enables her to cater to high-end clients and effectively market properties to her network of out-of-state clients, in addition to her local sphere.

Jennifer brings to the table a specialized and personalized representation of each client and an out-of-the-box creative forward-thinking in strategic positioning for each situation. With her comprehensive experience in the Las Vegas market, she effortlessly can create a win-win for all! Jennifer stands out from among her peers with an attention to detail in marketing and negotiations for each transaction to ensure a long-lasting smooth exceptional experience.

Jennifer goes beyond the traditional role of a real estate agent by anticipating her client's needs and delivering exceptional service. She excels in closing deals that benefit all parties involved and focuses on developing long-term relationships. By branding herself as a Concierge Realtor, Jennifer offers a comprehensive range of services through her network of professional vendors, including photographers, home staging experts, contractors, licensed handymen, and professional movers. Jennifer uses the highest quality professional staging when necessary and photography with 3D Matterport Cameras and Virtual Tours. This ensures that her clients receive top-notch support throughout the real estate process.

Jennifer listens to the wants and needs of every client to achieve the best outcome in every transaction, and she strives to ensure that the buying or selling process is fun, easy, and stress-free. Her sales production consistently places her among the highest-ranking agents at her Brokerage and State levels. Her clients can count on her any time of day when they have a question or a concern. In 2022, Jennifer was ranked as the #7 agent at Berkshire Hathaway. This showcases her commitment to excellence and delivering results for her clients. Currently, she is with Simply Vegas which is the #1 luxury brokerage in Las Vegas.

Whether you are looking to buy, sell or invest in real estate, Jennifer is tenacious to address and prioritize goals and planning for your closing whether buying or selling. She believes in relationships and client satisfaction are a lifelong journey. Jennifer keeps at the cutting edge of Las Vegas market conditions and provides the confidence and security they look for in a real estate agent.

Contacts:

702-271-3327

Jenniferb@LasVegasConciergeRealtor.com



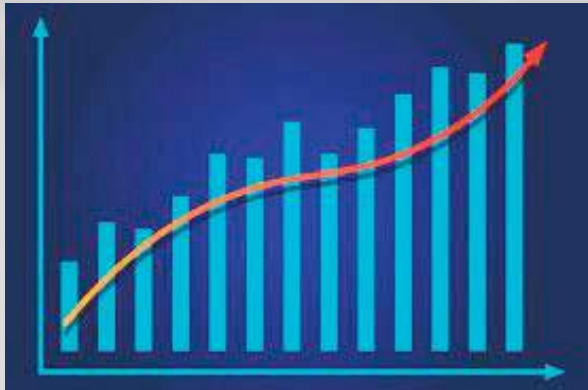
Jennifer Belcastro
S.0190140





SIMPLY VEGAS
REAL ESTATE MADE SIMPLE™

BEST OF THE BEST



#3 on total volume with only 600 agents. The top 2 companies have over 3,000 agents combined and the 4th place company has over 800. As you can see, our brokerage attracts quality agents.

5000 transactions 2- billion on annual sales

CLIENT FOCUSED & RESULT DRIVEN

OUR HISTORY

THE STORY BEHIND THE BRAND

In the spring of 2010, a bombshell was dropped on Gavin Ernstone. The RE/MAX brokerage where he had worked for years had decided to change to another national brand with a 6% franchise fee. Gavin's first call was to John Gafford, who had recently left the same brokerage to buy a Keller Williams franchise, to see if he wanted to partner on a new RE/MAX. As he was already invested in Keller Williams, John declined. Gavin instead set out to open a new RE/MAX.

Just days before flying to Denver to finalize the deal, Gavin had a thought. He sent an email to his client base (the "Who's Who" of Las Vegas luxury home clients) asking one question, "How important is the brokerage brand name to our relationship?" The response changed everything. The majority of his clients didn't even know he worked with RE/MAX! He cancelled his flight with one thought in mind. "We are going to build a luxury full service firm with a 100% commission plan."

In April 2010, the first Simply Vegas opened in Summerlin. Meanwhile, John was busy at work at Keller Williams growing the company by leaps and bounds. By the end of 2011, the company had grown to two offices with nearly 200 agents. However, despite having all those agents, the profitability wasn't growing, and regardless of how hard John worked, the payoff just wasn't there.

Simply Vegas, on the other hand, seemed to be pulling in one top producer after another. John, after observing this with disbelief, asked Gavin out to lunch. Gavin said something that would change John's course. Gavin said "We run our business like a private club. We only accept the most productive agents we want to work with."

John immediately saw his mistake. By focusing on the quality of the agents, instead of the quantity of them, productivity could be much higher with much less effort. John immediately decided to sell his stake in his offices and buy into Simply Vegas.

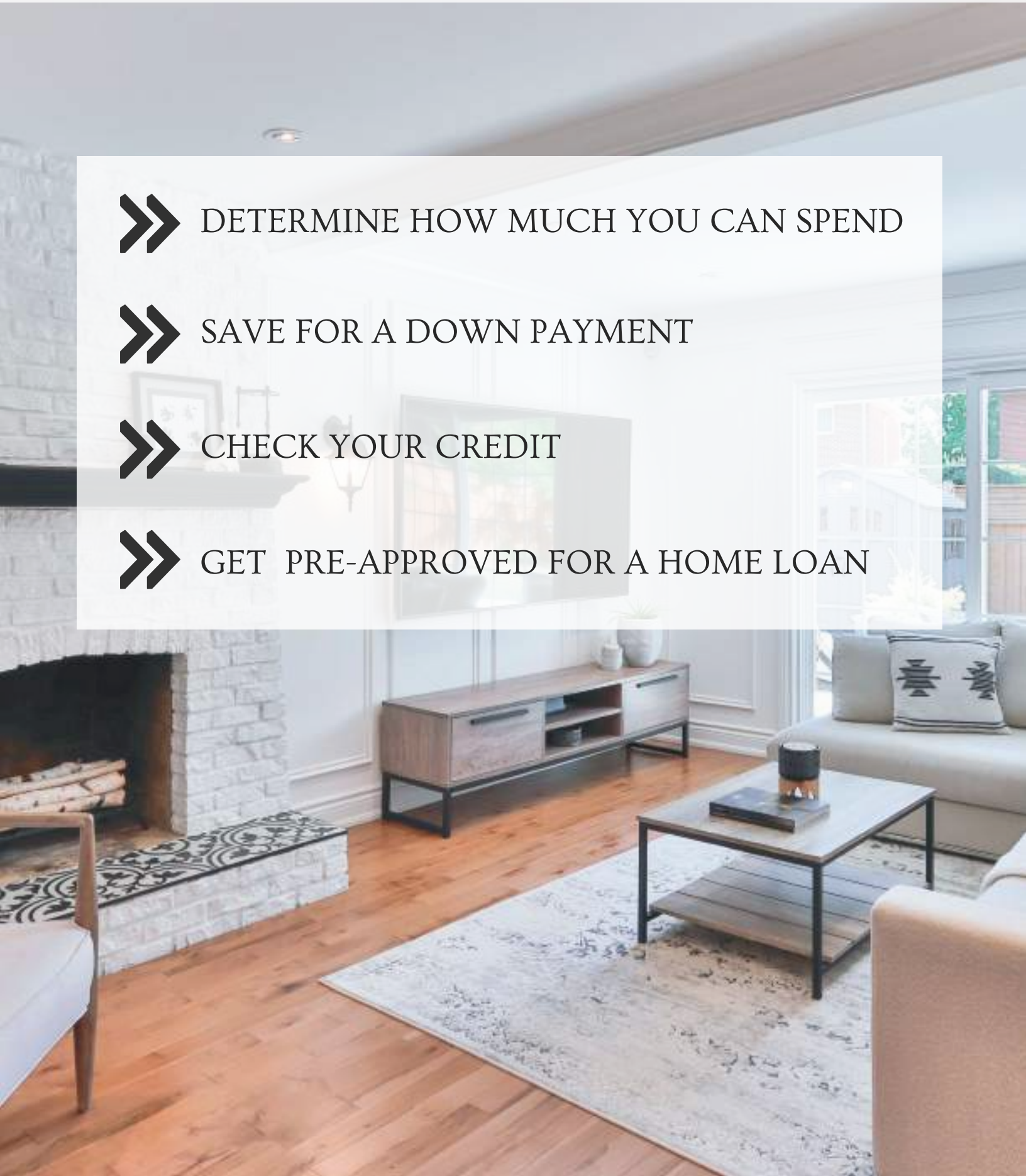
In January 2012, all parties amicably agreed. Then, in February 2012, Simply Vegas Green Valley opened its doors. Since that time, Simply Vegas has slowly grown to almost 600 agents but, more importantly, ranks number three in total volume. Only Berkshire Hathaway, with 1300 agents, and Realty One, with over 1600 agents, have higher total listing volume. We are proud to say that we are the highest grossing boutique luxury firm in the state of Nevada.

THE HOME BUYING PROCESS



PREPARING TO BUY

- » DETERMINE HOW MUCH YOU CAN SPEND
- » SAVE FOR A DOWN PAYMENT
- » CHECK YOUR CREDIT
- » GET PRE-APPROVED FOR A HOME LOAN



BUT 1ST, GET PRE-APPROVED!

House shopping is an exciting time!
Get pre-approved for a loan first so you can
be ready to make an offer when you find a
home you love.

PRE-QUALIFIED VS PRE-APPROVED

What's the difference between being
pre-qualified and pre-approved?

Pre-Qualified

In order to be pre-qualified, a lender may or may not check your credit score and won't require documentation, only going off what you tell them. This will give you an idea of what you could qualify for, but when you're serious about buying, you'll need to get pre-approved.

Pre-Approved

To be pre-approved, the lender will pull your credit and ask you for documentation to verify your finances. Before making an offer on a house, it is best to get pre-approved to show sellers your offer is serious and that a lender has already approved you for enough money to purchase the home.

WHICH LOAN IS RIGHT FOR YOU?

CONVENTIONAL LOAN

The most common type of home loan, which is offered through private lenders.

FHA LOAN

Loans designed for those with high debt-to-income ratios and low credit scores, and most commonly issued to first-time homebuyers. Offered by FHA-approved lenders only and backed by the Federal Housing Administration.

VA LOAN

Loans designated for veterans, spouses, and reservists, offered through private lenders and guaranteed by the U.S. Department of Veteran Affairs.

USDA LOAN

Loans for homebuyers in designated rural areas, backed by the U.S. Department of Agriculture.

TYPE OF LOAN	DOWN PAYMENT	TERMS	MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
CONVENTIONAL	3 - 20%	15-30 Years	On down payments under 20%	620
FHA	3.5 - 20%	15-30 Years	For 11 years or life of the loan	500
VA	None	15-30 Years	None	640
USDA	None	15-30 Years	None	640

QUESTIONS TO ASK WHEN CHOOSING A LENDER

Interviewing lenders is an important step in determining what type of home loan is best for you. Not all lenders are the same, and the type of loans available, interest rates, and fees can vary. Here are some questions to consider when interviewing lenders:

- › Which types of home loans do you offer?
- › What will my interest and annual percentage rates be?
- › Do I qualify for any special programs or discounts?
- › What estimated closing costs can I expect to pay?
- › What is your average loan processing time?



HOUSE WANTS & NEEDS LIST

Determine the features you are looking for in your ideal home and prioritize which items are most important to you. No house is perfect, but this will help us find the best match for you.

TYPE OF HOME:

- Single Family Home Townhouse Condo

CONDITION OF HOME:

- Move-In Ready Some Work Needed is OK Fixer Upper

DESIRED FEATURES:

(Circle)

___ Bedrooms ___ Bathrooms ___ Car Garage Small or Large Yard

Ideal Square Footage: _____

Desired Location/Neighborhood/School District: _____

MUST HAVE

WOULD LIKE TO HAVE

MAKING AN OFFER

When we have found a home that you're interested in buying, we will quickly and strategically place an offer. There are several factors to consider that can make your offer more enticing than other offers:

PUT IN A COMPETITIVE OFFER

We will decide on a reasonable offer price based on:

- › Current market conditions
- › Comparable properties recently sold in the area
- › The property value of the house
- › The current condition of the house

PAY IN CASH VS. LOAN

Paying in cash versus taking out a loan offers a faster closing timeline and less chances of issues arising, making it more appealing to sellers.

PUT DOWN A LARGER DEPOSIT

An offer that includes a larger earnest money deposit presents a more serious and competitive offer.

ADD A PERSONAL TOUCH

Include a letter to the sellers with your offer, letting them know what you love about their home. Adding this personal touch can give you an advantage over other offers by making yours stand out from the rest.

OFFER A SHORTER CLOSING TIMELINE

An offer with a shorter timeframe for closing is generally more attractive to sellers over one with an extended time period with a house sale contingency. A typical closing timeframe is 30-45 days.

NEGOTIATIONS

A seller can accept or decline your offer, or come back with a counter offer. If they send you a counter offer, be prepared to negotiate to come up with reasonable terms for both parties. This process can go back and forth until an agreement is made.



UNDER CONTRACT & IN ESCROW

Once you and the seller have agreed on terms, a sales agreement is signed and the house is officially under contract and in escrow. Here are the steps that follow:

PUT YOUR DEPOSIT INTO AN ESCROW ACCOUNT

Your earnest money deposit will be put into an escrow account that is managed by a neutral third party (typically a title company or bank) who holds the money for the duration of the escrow period. They will manage all the funds and documents required for closing, and your deposit will go towards your down payment which is paid at closing.

SCHEDULE A HOME INSPECTION

Home inspections are optional but highly recommended to make sure that the home is in the condition for which it appears. Inspections are typically completed within 10-14 days after signing the sales agreement.

RENEGOTIATE IF NECESSARY

The home inspection will tell you if there are any dangerous or costly defects in the home that need to be addressed. You can then choose to either back out of the deal completely, ask for the seller to make repairs, or negotiate a lower price and handle the repairs yourself.

COMPLETE YOUR MORTGAGE APPLICATION

Once you've come to an agreement on the final offer, it's time to finalize your loan application and lock in your interest rate if you haven't done so already. You may need to provide additional documentation to your lender upon request.

ORDER AN APPRAISAL

An appraisal will be required by your lender to confirm that the home is indeed worth the loan amount. The appraisal takes into account factors such as similar property values, the home's age, location, size and condition to determine the current value of the property.

WHAT NOT TO DO DURING THE HOME BUYING PROCESS

It's extremely important not to do any of the following until after the home buying process is complete:

- ❌ Buy or Lease a Car
- ❌ Change Jobs
- ❌ Miss a Bill Payment
- ❌ Open a Line of Credit
- ❌ Move Money Around
- ❌ Make a Major Purchase



Any of these types of changes could jeopardize your loan approval. It's standard procedure for lenders to also do a final credit check before closing.

FINAL STEPS BEFORE CLOSING

Insurance Requirements

Most lenders require both homeowner's insurance and title insurance. See following pages for more detailed information on each of these.

Closing Disclosure

At least 3 days before closing, lenders are required to provide you with a Closing Disclosure with your final loan terms and closing costs for you to review. Closing costs for the buyer typically range from 2-5% of the purchase price, which can include lender fees, lender's title insurance, and HOA dues if applicable.

Final Walk Through

Within 24 hours of closing we will do a final walk through of the home before signing the final paperwork. This last step is to verify that no damage has been done to the property since the inspection, that any agreed upon repairs have been completed, and that nothing from the purchase agreement has been removed from the home.

Next Step: Closing!

TITLE INSURANCE

PREFERRED TITLE COMPANY IS CLEAR TITLE

WHAT IS TITLE INSURANCE?

Title insurance protects the lender and/or homeowner from financial loss against claims regarding the legal ownership of a home.

HOW DOES TITLE INSURANCE COVERAGE WORK?

There are two types of title insurance: one for lenders and another for homeowners. Lender's title insurance is required by lenders but it does not cover you. A separate homeowners policy is needed to protect yourself from a claim on your home, and from being held financially responsible for possible unpaid property taxes from previous owners.

IS A TITLE SEARCH SUFFICIENT?

While most lenders require a title search, the title insurance ensures that if anything is missed during the search, those insured will be protected if any legal issues arise.

HOW MUCH DOES TITLE INSURANCE COST?

Title insurance is a one-time fee that is paid at closing, which costs between \$500-\$3,500 depending on the state, insurance provider and the purchase price of the home. Some companies will offer a discount if you bundle the lender's and owner's policies, but typically the buyer purchases the lender's policy and the seller pays for the owner's policy.

CLOSING DAY

Congratulations, you made it to Closing!

On the day of closing you'll be going over and signing the final paperwork, and submitting a cashier's check (or previously arranged wire transfer) to pay the remaining down payment and closing costs.

ITEMS TO BRING TO CLOSING:

- ✓ Government Issued Photo ID
- ✓ Homeowner's Insurance Certificate
- ✓ Certified Funds or Cashier's Check
- ✓ Final Purchase Agreement

Enjoy your new home!

Summerlin
 3030 S. Durango
 Las Vegas, NV 89117
 (702) 850-5030



Green Valley
 1170 W. Horizon Ridge #110
 Henderson, NV 89012
 (702) 844-4177

THIS CHART INDICATES WHO CUSTOMARILY PAYS WHAT COSTS		CASH	FHA	VA	CONV
1	Down Payment	BUYER	BUYER	BUYER	BUYER
2	Termite (Wood Infestation) Inspection			SELLER	
3	Property Inspection (if requested by Buyer)	BUYER	BUYER	BUYER	BUYER
4	Property Repairs, If any (Negotiable)	SELLER	SELLER	SELLER	SELLER
5	New Loan Origination Fee (Negotiable)		BUYER	BUYER	BUYER
6	Discount Points (Negotiable)		BUYER	SELLER	BUYER
7	Document Preparation Fee (Negotiable)		SELLER	SELLER	BUYER
8	Credit Report		BUYER	BUYER	BUYER
9	Appraisal or Extension Fee (Negotiable)		BUYER	BUYER	BUYER
10	Interest Proration on Sellers Existing Loan				
11	Existing Loan Payoff	SELLER	SELLER	SELLER	SELLER
12	Existing Loan Payoff Demand	SELLER	SELLER	SELLER	SELLER
13	Loan Prepayment Penalty (If any)	SELLER	SELLER	SELLER	SELLER
14	Next Month's PITI Payment		BUYER	BUYER	BUYER
15	Prepaid Interest (Next 30 Days)		BUYER	BUYER	BUYER
16	Mortgage Transfer Fee				
17	Reserve Account Balance (Credit Seller / Charge Buyer)		PRORATE	PRORATE	PRORATE
18	FHA MIP, VA Funding Fee, PMI Premium		BUYER	BUYER	BUYER
19	Assessments Payoff or Proration (sewer, paving, etc)	SELLER			
20	Taxes	PRORATE	PRORATE	PRORATE	PRORATE
21	Tax Impounds		BUYER	BUYER	BUYER
22	Tax Service Contract		SELLER	SELLER	BUYER
23	Fire/Hazard Insurance	BUYER	BUYER	BUYER	BUYER
24	Flood Insurance		BUYER	BUYER	BUYER
25	Homeowners Association (HOA) Transfer Fee	SPLIT	SPLIT	SELLER	SPLIT
26	HOA/Disclosure Fee	SELLER	SELLER	SELLER	SELLER
27	Current HOA Payment	PRORATE	PRORATE	PRORATE	PRORATE
28	Next Month's HOA Payment	BUYER	BUYER	BUYER	BUYER
29	Home Warranty Premium (Negotiable)				
30	Sales Agent/Broker Commissions	SELLER	SELLER	SELLER	SELLER
31	Homeowners Title policy	BUYER	BUYER	BUYER	BUYER
32	Lenders Title Policy and Endorsements		BUYER	BUYER	BUYER
33	Account Servicing Set-Up Fee (Negotiable)				
34	Escrow Fee (NOTE: Charge Seller on VA Loan)	SPLIT	SPLIT	SELLER	SPLIT
35	Recording Fee's (Flat Rate)	SPLIT	SPLIT	SPLIT	SPLIT
36	Reconveyance/Satisfaction Fee	SELLER	SELLER	SELLER	SELLER
37	Courier/Express Mail Fees	SPLIT	SPLIT	SPLIT	SPLIT
38	Wire Fee's	SPLIT	SPLIT	SELLER	SPLIT
39	Email Loan Documents		BUYER	SELLER	BUYER

Note: Prorated items will appear on Closing Statement as charges for one and credits for the other.



The Choice Is Clear

Green Valley

1170 W. Horizon Ridge #110
Henderson, NV 89012
(702) 844-4177

Summerlin

3030 S. Durango
Las Vegas, NV 89117
(702) 850-5030

Amanda Smith

Sales Manager

702-715-9762

Amanda@cleartitleco.com



Buy with confidence

JB
JENNIFER
Belcastro
Luxury Realtor

STRATEGY MATTERS