



MY PROCESS FOR
home buyers

#1 Get to Know Each Other: We'll be spending time together, both virtually and in person, so it's important to make sure we're a good fit. Best we have fun while we find your dream home and get you to closing day excited about your next chapter.

#2 In-Depth Consultation: Let's zero in on what you want in your next move and why. We'll go beyond the basics — like bedrooms, bathrooms, and budget — and talk about what's working, what isn't, and, ideally, how your family will live and use common areas, private spaces like offices, and the outdoors. This process will help set you up to think clearly about your priorities as we begin looking for real.

#3 Get Educated: I'll give you a high-level synopsis of what's happening in the market, like if it's a buyer's or seller's market, levels of demand, and how much inventory is available. You'll receive a buyer packet that equips you with what to expect when buying a house. We'll talk through important steps in buying a home like getting pre-approved for a loan, reaching an acceptable offer, inspection, and closing. If you're still in the exploratory phase and not ready to buy yet, we'll talk about what needs to happen for you to feel confident and ready to move forward. I'll serve as your guide and cheerleader every step of the way.

#4 Local Lowdown: If you're new to the area, as a local of over 15 years, I will give you insights on Bronxville and the surrounding areas. I grew up in Montreal and lived in Germany, France, Virginia, and Manhattan. Now, I happily call Bronxville home. I am no stranger to what it feels like to be, well, a stranger in a new place, planting your roots and making new friends. As my family grew out of our Manhattan apartment, we chose Bronxville for a reason. I'll share everything from the best resources to research school districts to where to find the best ice cold lychee nut martini to slurp as you hang with your new besties.

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#5 Finance Fun and More: It's important for any homebuyer to have their financial ducks in a row before looking seriously. We'll discuss if you want to finance your purchase or buy with cash. Either way, when you make an offer, you will have to provide either a mortgage pre-approval letter or proof of funds. You may already have a mortgage broker, but it's worth getting a second opinion. I have relationships with key contacts who will help you get over the finish line, including mortgage brokers, real estate lawyers, and inspectors.

#6 Let's Start Looking! At the beginning of your search, start broad and look at everything. As part of Houlihan Lawrence's sales team — the market leader in Bronxville and Westchester — I have access to more information through my relationships with our badass salesforce and will keep my radar up for that perfect home. We'll also look at everything available online, and I'll send emails with new properties as they go live on the MLS. You'll develop a short list through the process of elimination, based on your list of priorities we established in our consultation. It's okay to shift your priorities as you learn more about the market. I'll set up appointments to show your short list of homes safely and privately. This is a process. I've got you every step of the way, so when you see that perfect house that checks all the boxes, you're ready.

#7 Crunching the Numbers: Once we've found a house you love, I'll do a competitive market analysis on comparable houses that sold to determine the right purchase price point for this house. If it needs work or updates, that should be factored in, so you know the upper limit of your negotiating range. As a local Realtor with firsthand knowledge of homes in my area, I assess fair market value accurately. My education at one of the top 10 business schools and previous experience as an executive in the corporate world equip me for a level of analysis that would make any MBA nerd proud.

#8 Negotiating to an Accepted Offer: When you're ready to move forward with an offer, we'll determine a negotiation strategy that you're comfortable with and that will maximize the chances of getting to an accepted offer without leaving any money on the table. I use my market knowledge and business background to ensure you're getting your house at fair market value. We'll negotiate price as well as soft items like dates to close, contingencies, and inclusions and exclusions. Once you have an accepted offer, we'll send a memo to your lawyer and the seller's to draw up the contract with all of the agreed terms.

**AND BEFORE YOU KNOW IT, YOU WILL BE POPPING OPEN THE BUBBLY
IN YOUR NEW DREAM HOME!**