



# BUYERS CONSULTATION

PRESENTED BY  
**BROSDA & BENTLEY REALTORS**



[brosdaandbentley.com](https://www.brosdaandbentley.com)

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· LUXURY REAL ESTATE ·

# Consultation Agenda

- **Discovery:** Confirm the details of our initial consultation.
- **Education:** Learn our process for purchasing your home.
- **Market Update:** Discuss current housing market conditions.
- **Case Studies:** Design an effective purchase strategy.
- **Agreement:** Review paperwork.



# Home Buying Process



## Step 1 Hire a REALTOR®

Hire a professional who is a strong negotiator and local market master.

Know what you can afford and prepare to make strong offers.

## Step 2 Get Pre- approved

## Step 3 Tour Properties

Investigate local homes to find the one of your dreams.

Use market data to determine an offer price and terms.

## Step 4 Submit an Offer

## Step 5 Offer Accepted

Negotiate terms to the satisfaction of both parties.

Make sure the property is in good condition and worth the price offered.

## Step 6 Inspection & Appraisal

## Step 7 Closing Day

Sign the final paperwork and get the keys to your new home!



# Your Home Buying Team



**Roman Khodos**  
Mortgage Broker



**Katerina Brosda**  
*Broker*



**Jean-Paul Pardo**  
*Luxury Real Estate Advisor*



**John Loannou**  
*Title Attorney*



**Elena Garcia**  
*Luxury Real Estate Advisor*

# Recognition & Associations



# How's the Market?

5.9%

## Interest Rates for 30-Year Fixed Mortgage

Interest rates are still at historical lows, though they are predicted to increase in the future. This could affect your payment if interest rates climb and prices also increase.

12.9%

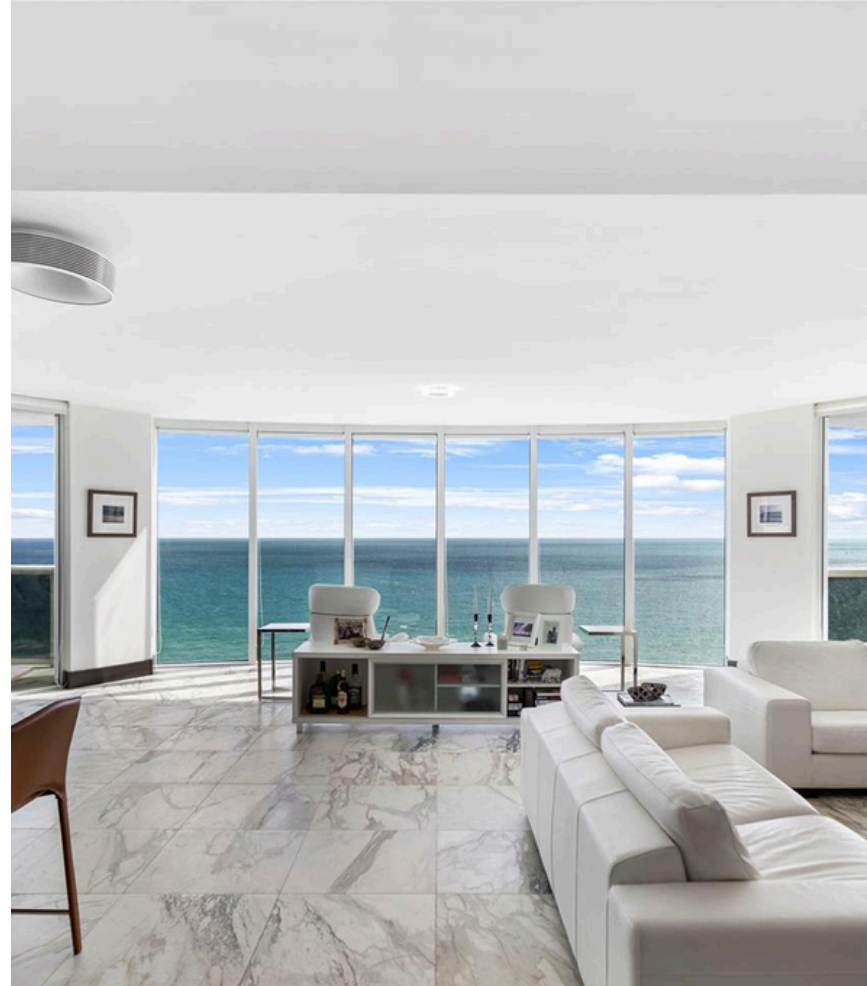
## Change in Average Sales Price Over Last 12 Months

Prices are going up, which indicates healthy demand. Prices are forecasted to increase over the next year.

90

## Days on Market (6 Months is Balanced Market)

Housing inventory remains low, so even though buyers may have less competition and fewer bidding wars, Days on Market is still far below the national average. You should still be prepared to make an offer quickly to avoid competition.



# Recent Purchases



**16479 NE 30TH AVE,  
NORTH MIAMI BEACH, FL  
33160**

**\$8,000,000 Sold Price**

5 Bedrooms

6 full Bathrooms

7,843 Square Feet



**JADE BEACH CONDO**

**\$2,499,000 Sold Price**

3 Bedrooms

3.5 Bathrooms

1,927 Square Feet



**17201 COLLINS AVE #3804  
SUNNY ISLES BEACH, FL  
33160**

**\$1,520,000 Sold Price**

2 Bedrooms

2.5 Bathrooms

1,886 Square Feet



**16901 Collins Ave #3403  
Sunny Isles Beach, FL  
33160-5353**

**\$3,900,000 Sold Price**

3 Bedrooms

4.5 Bathrooms

2,511 Square Feet



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# You Can Count On Me To...



**Keep You Up-To-Date on the Market**



**Advise You on Your Home Selection**



**Negotiate the Best Deal We Can Get**



**Avoid the Pitfalls of Buying a Home**



**Take Fiduciary Responsibility**





# Professional Real Estate Services

You're entitled to all of  
the real estate service  
my firm has to offer.

- Residential Property Sales & Service First Time
- Buyer Programs Move-up Buyer Services Luxury
- Home Services Vacation Rental Purchasing Real
- Estate Investment Advising Home Value Analysis
- Home Improvement Recommendations Real Estate
- Marketing & Promotion Listing Reports from the
- Multiple Listing Service
- (M LS)
- Referrals to Contractors & Service Providers
- Home Value Report for Property Tax Filing
- Real Estate Reports & Market Updates
- Out-of-State/Town REALTOR® Referrals
- New Construction Representation
- iBuyer Representation



## Next Steps:

- Discuss Financing
- Start Home Search
- Schedule Home Tour
- Review Paperwork



# About Us

Brosda & Bentley Realtors is a well-established real estate firm in Florida with HQ in Miami, with a track record of over 20 years combined experience, having successfully completed over 30,000 real estate transactions.

Our focus is identified and provide real estate opportunities for investors in both residential and commercial sectors, not only in the USA, also worldwide. We offer customized assistance to finance properties for international and domestic clients according to their needs.



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