



ENGEL & VÖLKERS®

Welcome



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My name is Paolo Jimenez, a seasoned real estate agent with a rich background in hospitality, customer service, and project management. With over a decade of experience in the hospitality industry, I've honed my skills in providing exceptional service and creating lasting relationships. Throughout my career, I've had the privilege of managing diverse teams, cultivating leadership skills during three years in managerial roles. This experience equipped me with the ability to navigate complex situations and deliver results. As a project manager for a year, I learned the importance of meticulous planning and attention to detail, skills that seamlessly translate into the dynamic realm of real estate. Beyond the property transactions, I strive to understand the unique needs and aspirations of my clients, ensuring a personalized and seamless experience. I believe in the power of aesthetics and aim to make every interaction, from the first consultation to the closing deal, a visually pleasing and memorable experience. Whether you're buying, selling, or investing, my commitment is to guide you through the real estate process with transparency, integrity, and a touch of personal flair. I look forward to helping you find your perfect property or successfully market your current one. Let's embark on this exciting real estate journey together, where every transaction is not just a deal but a milestone in your story.



Our Services

- ◆ **Sellers:** Representing and advising clients when it is time to sell their home. This includes marketing and pricing strategy, decluttering and staging, and offering a suite of digital marketing resources to gain optimized exposure and attraction.
- ◆ **Home Buyers:** Representing and advising clients as they navigate the Boston housing market including on and off market properties.
- ◆ **Renters:** Not ready to buy, but still ready to call Boston home? We service and advise clients in the competitive Boston rental market.
- ◆ **Relocation:** Engel and Völkers is a global brand with a fantastic network of referral partners. I'd be happy to connect you with our partners.

What can you expect today?

01

What is Important to You?
Your home ownership goals

02

Assess Current Market Trends
Market data informs our strategy

03

Map Our Strategy
Your homebuying journey

04

An Exceptional, Tailored Experience
Your trusted advisor

05

Maximize Your Negotiation
Verify your financial readiness

06

Find Your Dream Home
Tour homes with a local market expert



01

What is Important to You?

Buyer Consultation Guide



The Engel & Völkers Buying Experience

What is Important to You?

- ◆ To us, luxury is about the richness of life that begins and ends in the most important space we know—home.
- ◆ The reasons for buying a home are personal, so the first thing to consider is what you want to achieve in purchasing a property.
- ◆ As for the property itself, it's wise to invest the time to outline the key factors and features relating to your search, including:
 - Type & style (brownstone, full service, single family, townhome, etc.)
 - Your must-haves
 - Ideal neighborhood, town, and location
 - Amenities
 - Price range
 - Lifestyle
 - Outdoor space
 - Parking



The Engel & Völkers Buying Experience

The Power of Homeownership

- ◆ **Home equity:** Investing in a home is investing in your future. Every mortgage payment you make and every smart improvement you implement contributes to increasing your home equity.
- ◆ **Fixed Costs:** If you are financing, seek professional advice from your tax consultant about financing options.
- ◆ **Creative Freedom:** Property ownership provides a canvas to mirror your lifestyle and personality.
- ◆ **Stability:** A home should be a place of comfort and happiness. With homeownership comes a sense of security in an investment and a space where memories are made.

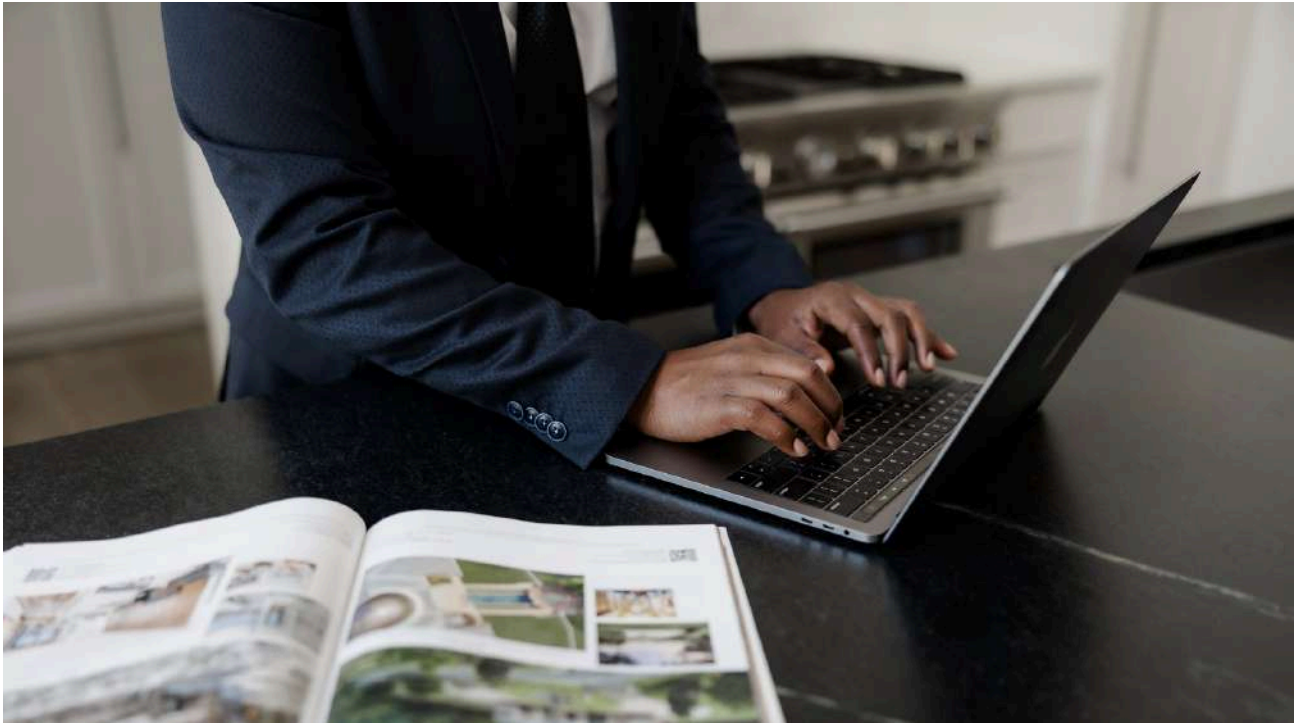
Real estate continues to be a smart investment



02

Access Current Market Trends

Buyer Consultation Guide



The Engel & Völkers Buying Experience

Market Data Informs our Strategy

As your local advisor, you can rely on my expertise to help you understand the market landscape. I actively monitor:

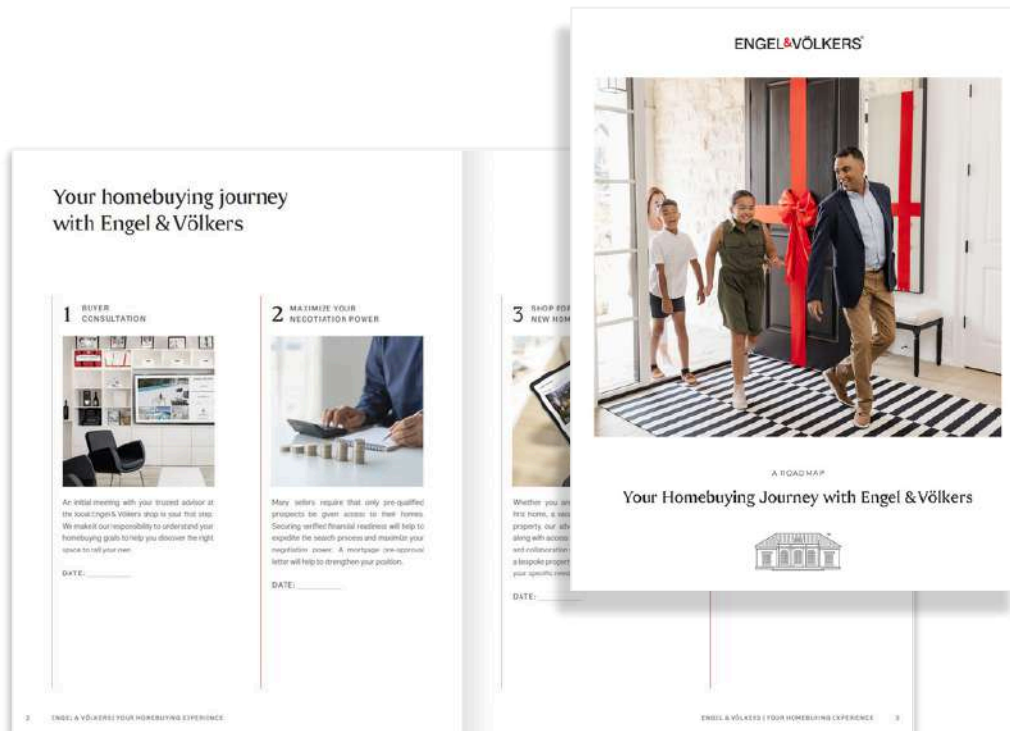
- ◆ Local market conditions
- ◆ Current inventory
- ◆ Supply and demand
- ◆ Interest rates
- ◆ Financing options
- ◆ Real estate news
- ◆ Macro and micro real estate investment data



03

Map Our Strategy

Buyer Consultation Guide



The Engel & Völkers Buying Experience

Your Homebuying Journey

- ◆ The homebuying process is a strategic journey that involves careful planning and decision-making to achieve the goal of homeownership.
- ◆ As your trusted advisor, I will guide you with in-depth neighborhood expertise and distinguished care.
- ◆ The Engel & Völkers Homebuying Roadmap helps to establish transparent and timely communication throughout the homebuying journey, from search to celebration.



04

An Exceptional, Tailored Experience

Buyer Consultation Guide



The Engel & Völkers Buying Experience

Your Trusted Advisor

- ◆ I am dedicated to acting in the best interest of my buyers. I commit to guiding you, with total passion, through every step of your homebuying journey.
- ◆ Consider me as your insider, granting you access to every available property on the market. Reach out to me when you spot something of interest.
- ◆ I will keep you informed and ensure transparent communication.
- ◆ I will empower you with knowledge about the real estate market and the entire buying process to help you make informed decisions.
- ◆ I will advocate for you in negotiations, ensuring favorable outcomes that align with your goals.
- ◆ I will pay meticulous attention to detail and leverage my carefully curated team of local professionals to facilitate a seamless experience.
- ◆ My commitment extends beyond the closing date.



The Engel & Völkers Buying Experience

A Seamless Approach

Engel & Völkers offers a thoughtful curation of resources, local professionals and concierge services to handle all aspects of your homebuying journey.

My Shop

- ◆ Leadership
- ◆ Support Team

My Team of Local Professionals

- ◆ Financing
- ◆ Appraisals
- ◆ Moving
- ◆ Cleaning
- ◆ Home Improvement
- ◆ Home Inspection



05

Maximize Your Negotiation Power

Buyer Consultation Guide



The Engel & Völkers Buying Experience

Verify Your Financial Readiness

To maximize your negotiation power, we'll need to quickly verify your financial readiness and your preferred financial options.

- ◆ If needed, I can assist you in locating a suitable financial institution and guide you through the process of exploring various financing options.
- ◆ I can help you determine a realistic range of affordability tailored to your needs.
- ◆ You will want to get a mortgage pre-approval letter to strengthen your position when making an offer on a home.
- ◆ I can help you work within our price range and take into account other considerations as it relates to the property you seek.



06

Find Your Dream Home

Buyer Consultation Guide



The Engel & Völkers Buying Experience

Home Tours With a Local Market Expert

With the global network of Engel & Völkers and my local market expertise, I am able to offer a bespoke property search experience tailored to your specific needs:

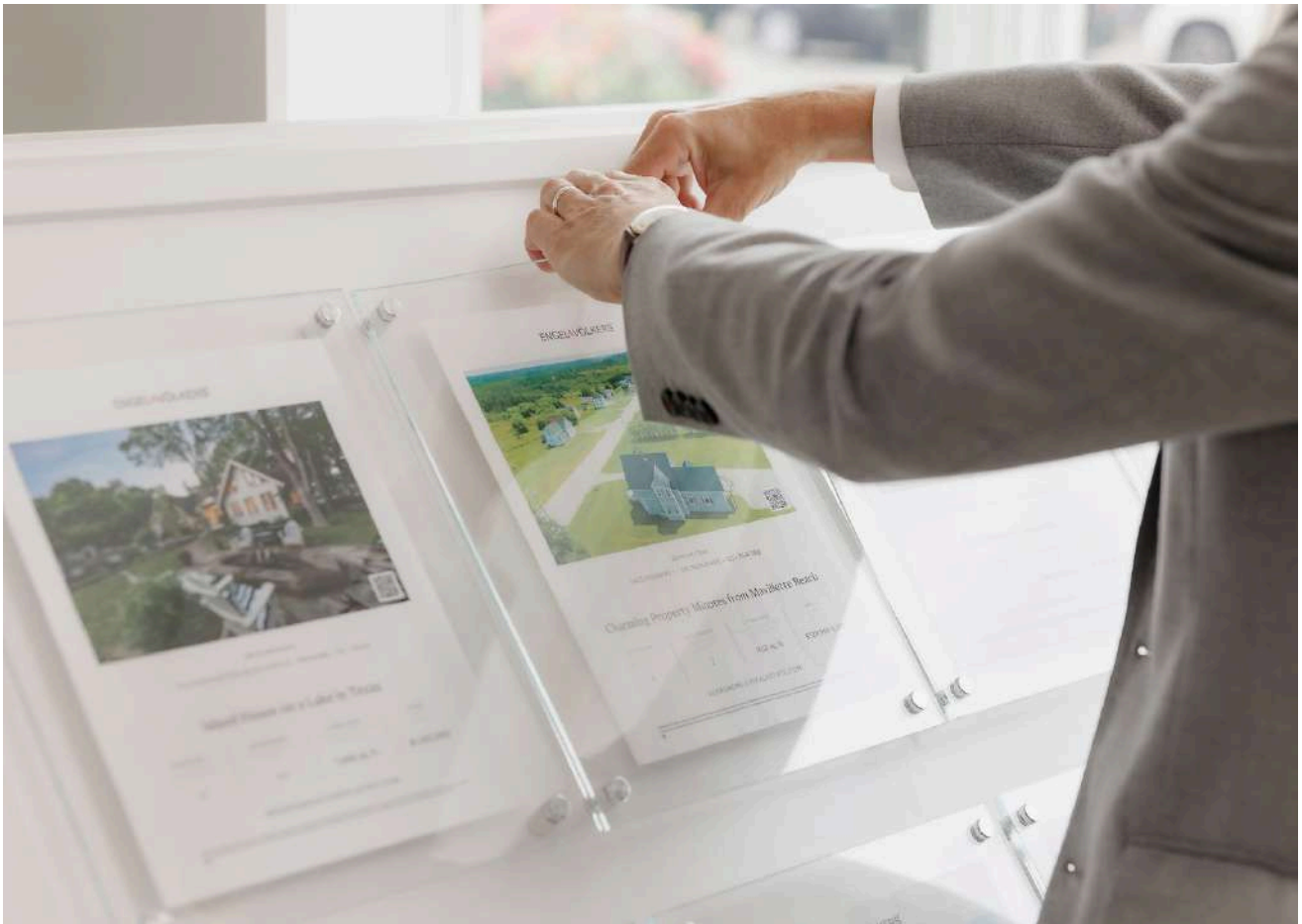
- ◆ I can provide insights into available properties for sale. Streamline your search process by reaching out - a quick call will save you time and ensure you discover the perfect property tailored to your preferences.
- ◆ As your trusted advisor, I will expertly guide you through your home tour journey, offering in-depth neighborhood expertise with distinguished care.



07

Let's Start Looking

Buyer Consultation Guide



The Engel & Völkers Buying Experience

Get Started in Finding Your Home

1. Receive immediate notifications for new MLS listings that match your criteria.
2. Gain access to both on-market and off-market properties.
3. Schedule tours for properties that align with your requirements.
4. Evaluate properties of interest and offer fair market analysis.
5. Stay informed about market changes and trends.
6. Available at any time to address your inquiries.



The Engel & Völkers Buying Experience

Making Your Offer

Comparative Market Analysis: As your advisor, I will conduct a comprehensive market analysis that evaluates current market performance and compares pricing against prevailing market trends.

Offer Negotiations: I will negotiate on your behalf to secure the most favorable terms and successfully finalize the deal.

Terms Of Offer to Purchase

- ◆ Purchase price
- ◆ Initial deposit amount
- ◆ Amount and timing of earnest money (purchase and sale deposit)
- ◆ Offer expiration date
- ◆ Time and date of purchase and sale and closing
- ◆ Contingencies



The Engel & Völkers Buying Experience

Congrats, Your Offer Has Been Accepted!

Typically, you will have 7 to 10 days for due diligence prior to signing the purchase and sale agreement. This final binding contract outlines the seller's obligations and the terms of the transaction. During this period, you will also have the opportunity to review any pertinent legal documents with your attorney, including condo documents, financial documents, easements, rules and regulations, open permits, and conduct home inspections if applicable.

Time to get your financials in order.

Your loan officer will inform you of the necessary documents required for loan processing and will present you with various loan options. These options may include FHA and VA loans, adjustable-rate mortgages (ARMs), and portfolio loans. Since rates and terms can vary, be sure to consult with your lender to explore all available options.



The Engel & Völkers Buying Experience

Final Walkthrough and Closing

A few days before settlement, you will have the opportunity to perform a final walk-through to ensure the property is in the agreed-upon condition. The closing attorneys will then schedule the closing and complete all necessary legal requirements.

Once all paperwork is signed and funds are transferred, the documents will be submitted to the Registry of Deeds. Once recorded, you will officially and successfully have purchased your home.

Congratulations on your successful closing!

ENGEL & VÖLKERS®

Paolo's Client Reviews

★★★★★

I cannot say enough good things about Paolo Jimenez!!! As first time home buyers, my fiancée and myself were not well educated on the home buying process and we needed someone to help guide us through the process. Paolo was there every step of the way for us (and still is even after closing on our first home). He is both a fantastic real estate agent and just a kind and genuine human being. We are so appreciative of all the hard work he put in to help us find our dream home. - Kim Page

★★★★★

Paolo is truly exceptional. I was impressed with his level of knowledge and the amount of data that he had about the market. Paolo was ALWAYS available for home tours. His responsiveness was incredible. If he didn't pick up, he always call back no longer than 5 minutes later. Also, he was extremely patient with our endless questions. - Alejandra Galindo

★★★★★

Paolo is extremely professional and prompt. My wife and I were at the beginning stages of home ownership. He was very patient throughout process, always seemed he wanted what was best for us. Paolo Jimenez is an extremely hard worker, and he'll make sure u find what your looking for. - Dan Greenwood

★★★★★

Paolo is a hard-working, thorough, and efficient agent. He responded immediately to every question and made sure that the transaction went as smoothly as possible. I highly recommend him to anyone looking to buy a home. - Mark Muir

★★★★★

We used Paolo as a buyers agent when purchasing our new house. My husband and I were both new to the U.S. as well as to home buying, so Paolo was really great in helping us navigate the housing market. He was really easy to work with, very friendly and accommodating, responsive, communicative, and professional. We would recommend Paolo to anyone who is looking to purchase a property! - Linda Sok



Thank you.

