

ENGEL & VÖLKERS®



A ROADMAP

Your Homebuying Journey with Engel & Völkers





Paolo Jimenez

46 Gloucester St. | Boston, MA 02115

Phone: 1857-424-0141

paolo.jimenez@evrealestate.com

paolojimenez.evrealestate.com

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.



Welcome to Engel & Völkers

We're your destination for finding not just a house, but a home. We specialize in creating personalized buying experiences — whether that's a sprawling ranch in the countryside, a ski chalet in the mountains, a world-class golf property, or anything in between.

We know that searching for your next place to live is a major decision. Engel & Völkers advisors are here to help you navigate the complexities of the buying process. We put emphasis on a personalized, transparent, and trusted service. Our mission is to make the entire homebuying journey as smooth and enjoyable as possible. We assist with everything from searching for the home of your dreams to negotiating the offer and beyond.

Your homebuying journey with Engel & Völkers

1 BUYER CONSULTATION



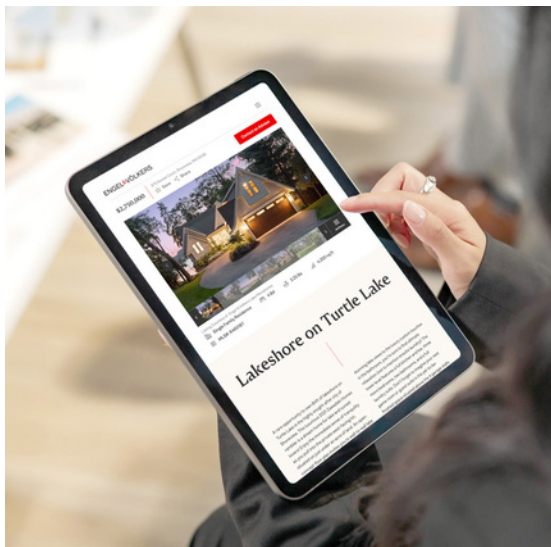
An initial meeting with your trusted advisor at the local Engel & Völkers shop is your first step. We make it our responsibility to understand your homebuying goals to help you discover the right space to call your own.

2 MAXIMIZE YOUR NEGOTIATION POWER



Many sellers require that only pre-qualified prospects be given access to their homes. Securing verified financial readiness will help to expedite the search process and maximize your negotiation power. A mortgage pre-approval letter will help to strengthen your position.

3 SHOP FOR YOUR NEW HOME



Whether you are looking to purchase your first home, a vacation home, or an investment property, our advisors' local market expertise, along with access to all properties on the market and collaboration within our global network offer a bespoke property search experience tailored to your specific needs.

4 MAKE AN OFFER



Work with your advisor to present a well-crafted offer and allow them to negotiate on your behalf. Our advisors offer more than a typical real estate agent, representing an elevated level of service, expertise, and performance.

Your homebuying journey with Engel & Völkers

5 CONTRACT OF SALE



With your advisor serving as a skilled negotiator, you and the seller agree on the price and terms. Your advisor will guide the sales contract process, including local specifications such as a downpayment, trust accounts and attorney review, as required.

6 HOME INSPECTION



Your advisor can link you with a skilled home inspector, enabling you to make astute decisions about your real estate investment after a comprehensive property evaluation.

7 HOME APPRAISAL



Your lender and your advisor will coordinate a necessary home appraisal as part of the financing process.

8 CLOSING CONFIRMATION



Work with your advisor and/or your attorney (if applicable) to confirm the date and location of the closing/settlement. Finalize documents in preparation for closing.

Your homebuying journey with Engel & Völkers

9 FINAL WALKTHROUGH



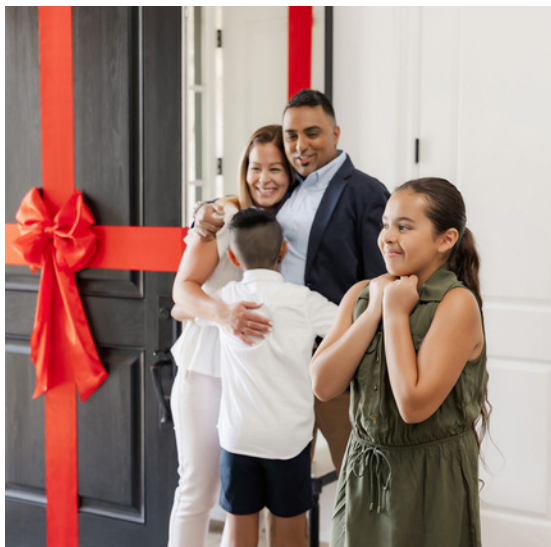
Your advisor will arrange a final walkthrough of the home to ensure it is in the expected condition per the terms of the sales contract.

10 CLOSING



All remaining legal and finance documents are signed and closing costs are paid. The seller then receives payment. You receive the title (or deed) and keys to your new home.

11 TIME TO CELEBRATE ... AND MOVE IN



Property ownership provides the canvas to mirror your lifestyle and personality, while cultivating joy. The possibilities are endless when it comes to turning your home into your dream space. Utilize your advisor as a trusted source to help make moving a seamless experience.

12 YOUR LIFELONG PARTNER IN REAL ESTATE



At Engel & Völkers, we treasure lifelong relationships with our clients. Our commitment extends beyond the home purchase, as we ensure that you remain connected with experts who assist in maximizing the value and enjoyment of your home and community. We are not merely a service, but a trusted partner in your lifelong real estate journey.





Countdown to closing checklist

Final walkthrough

- Confirm that any repairs agreed to in the final contract have been made.
- Check thoroughly that items that the seller agreed to leave are there.
- Verify that the specified inclusions have not been replaced with less costly ones.
- Check thoroughly that the seller has not left unwanted items.
- Test all systems and appliances to self-verify they are in working order.
- Check for previously undetected problems or damage.
- Walkthrough the entire interior to verify that it is clean per expectations and/or terms.
- Walk the outside perimeter of the property to confirm the exterior grounds are in good condition per expectations and/or terms.

Closing/settlement

- Homeowners insurance policy
- Certified check for closing/settlement costs
- Checkbook for any incidental costs
- Required identification



ENGEL & VÖLKERS®
PAOLO JIMENEZ

evrealstate.com