

Successfully Represented Buyers



Understanding Value Mid-Century Modern In Sherman Oaks

\$2.6M Listed Price In 2015
 \$2.515M Purchase Price In 2015

 \$2.925M Sold In 2017 (2 Years Later)
 \$400K+ Profit



Recognizing Market Trends Traditional Home in Beverly Hills

\$3.4M Listed Price in 2018
 \$2.706 Purchase Price in 2018

 \$600K+ Discount on Purchase
 \$500K+ Profit on Potential Resale
 (within 1 year)



Winning through Multiple-Offers Architectural Modern in Beverly Grove

\$4.6M Listing Price in 2018
 \$4.4M Purchase Price in 2018
 \$200K Negotiated Discount



Testimonials

"Federico is amazing! He worked with us to find our house tirelessly for 6 months through several multiple offer situations. Not only is he savvy about the market and a skilled negotiator, but he's also a great guy. We are so lucky to have worked with him."

Allison & Dana Powers
 VP, Endeavor

"Federico is there for you at all times during a transaction. He goes above and beyond to make things happen. He's helped me with 3 transactions and exceeds my expectations every single time. He has the right balance of being humble and fierce."

Mauricio Schwartzman
 VP, Goldman Sachs Co.

"Federico listens, pays attention to detail, helped hold our hands through some of the logistics of buying a home for the first time, trustworthy, gave us some great alternatives, was always available, friendly and very professional. He's our family's one and only real estate guy. He was incredibly loyal and hard working for us, and we will remain loyal to him. I feel others would have the same or similar experience we had with him."

Paula & Knut Sauer
 Co-Founder, Arrivo-Loop



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Buyer's Guide

Steps to Buying a Home



01 Hire Federico and his all-star team!

Meet with Federico to discuss objectives, criteria and timeline.

02 Get Pre-Approved for a Mortgage

Before beginning your search, the first step is to get pre-approved for a mortgage (unless you will be paying cash for your home). Federico can connect you with a reputable lender and/or mortgage broker. Based on your income and credit history, the lender/broker will determine how much you are approved for. That will help determine the price range for your search.

03 Visit Properties

We will activate notifications for new properties as they hit the market. Federico & team will search for any off market opportunities. Attend viewings and open houses within the areas of interest. Now is the time to consider your ideal home's location and amenities.

04 Packaging and submitting Offers

Once you identify a home you like, we can write an offer, which is a non-binding agreement to pay a certain price for the home. We would package the offer with a personalized letter for the seller, Proof of Funds (POF) and Pre-Approval Letter. If your offer is lower than the list price, the seller will likely respond with a counter offer. You can then choose to accept, reject, or make a counter offer. Federico will provide advice throughout the process and guide you to a potential accepted offer.

05 Escrow Process (Life of an Escrow for a 30 and 45 day escrow period)

Day 1 Once offer is accepted, escrow is officially open and clock begins on contingencies*

Day 2 Contact your insurance agent for homeowners coverage

Day 3 Initial Deposit is due per terms of agreement

Day (1-17) Inspections occur and seller delivers disclosures to buyer (Step 6)

Day (1-21) Loan is in underwriting and Appraisal occurs (Step 7)

Day (7-30/21-45) Seller signs grant deed and staging is removed (if any)

End of Escrow Within final week of escrow period, buyer wires in closing funds (Step 10)

Day (30-45) Loan funds and escrow closes (recording)

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*This escrow process is based on a standard 30-45 day transaction

06 Home Inspections

Schedule all desired home inspections to determine the overall condition of the structure including exterior and interior materials, quality, appliance performance, and level to which mechanical systems are functioning. Federico can provide you with a list of available inspections and recommend which ones should be applied.

07 Loan & Appraisal

Schedule appraisal with lender/mortgage broker. Send lender/broker all supporting and required documents to move loan application to final approval.

08 Review Disclosures, Reports & Repairs

Once inspections are complete, review the disclosures and preliminary title report. At this point you may approve or negotiate any repairs based on the reports. Remember to honor set timeline and contractual contingencies. Finish by scheduling a final walk-thru of the property confirming that no damage has been done to the home since the time of the inspection.

09 Bank Closing Documents

Organize an appraisal with your bank. Your completed mortgage application with all supporting documentation should be submitted to your chosen lender upon receipt of the fully signed contracts. The bank then issues clearance to close.

10 Closing

The bank will issue clearance to close upon receiving fully executed closing documents (CD). The loan will then fund and buyer will wire closing funds with the homeowner's insurance in place. Staging, if any, should be removed. A final walk-thru will be done to verify property is still in acceptable condition and any negotiated repairs were done. "For sale" sign should be ordered and/or removed at this stage. Call a locksmith to rekey property upon recording.



11 Welcome Home!

Congratulations! You are now a homeowner. Federico will personally hand you the keys to your new home!

