

Residential – Property Management - Investments



Welcome to *Las Vegas*

Las Vegas is more than just the gaming and entertainment capital of the world. Within the last decade our city have added sports, major companies, beautiful neighborhoods, world class golf courses, great outdoor activities, convenient amenities, Formula 1, and the list goes on. It has unlimited potential so let me assist you with owning a piece of Las Vegas!



INTRODUCING

TAMMY TRUONG

Broker Lic #058706 | PM Lic #0165058



My Story!

TAMMY TRUONG

BROKER/PROPERTY MANAGER

With over 21 years' experience as a top realtor in Southern Nevada, I have in-depth knowledge of the local real estate market, including trends, prices, and neighborhoods. As a dedicated full-time real estate professional with uncompromising standards, I am committed to providing you with exceptional services. Whether you are purchasing your dream home, selling a property, or venturing into real estate investment, these decisions will likely have a significant impact on your life. The crucial element to your successful transactions depends on hiring the right professional, such as myself. You'll have the confidence of knowing all your transactions will be completed professionally and efficiently. Regardless of market conditions, buying and selling a home is complicated, but I am here to help make the transaction smooth. Las Vegas is dynamic and constantly changing. For those reasons, your best interest is to have guidance from a proven professional representative like me.



My goal is to assist sellers, buyers, and investors to meet their financial goals selling/buying properties in the quickest time possible during any market condition. Thank you for the opportunity to be your personal Las Vegas Realtor ®.

Experiences:

- Representing **SELLERS, BUYERS, and INVESTORS**
- Successfully built portfolios for investors
- Property management
- Market analysis for seller, buyers, and investors
- REO and foreclosures properties
- Short sales specialist
- Proud member NARPM, LVR, REALTOR® associations

Coldwell Banker International, Multi-Million Dollar Producer
Re Max President club
Named Top 25 Asian Agents in Las Vegas
Women Council of Realtors Entrepreneur of the Year (2011)
HUD Listing agent 2010-2015



KEY RESPONSIBILITIES

Benefits for you !

I'm not just an agent, I am a Broker and property manager so I have extensive experiences to assist and analyze every scenario to assist you with all your real estate needs and come up with a valuable solution that's with your best interest. Having a knowledgeable and professional Realtor is crucial in your real estate journey, it's a team effort on both sides of the transaction so if need to, I have the experience to guide the other side to complete and close the transaction in a timely manner.

Negotiation Power:

I have negotiation skills and experience critical in getting a favorable deal. Besides negotiating the price, terms, and conditions of the sale, I often strategize and negotiate several other aspects whether I'm writing an offer or countering on your behalf. These can be crucial in making a real estate transaction. Also ensuring that your interests are well-protected.

Here's a rundown of these additional aspects:

- **Agrees on price, terms, and condition.**
- **Closing Date:** the closing date to align with your schedule or financial planning, including coordinating with your moving schedule, lease end, sale of your current home, or availability of funds.
- **Contingencies:** crucial contingency clauses, including home inspection, financing, sale of current home, appraisal, and others.
- **Repairs and Credits:** Based on the home inspection, repairs or credits are negotiable
- **Inclusions and Exclusions:** Negotiating which fixtures or personal property are included or excluded from the sale.
- **Rent-Back Agreement:** If the seller needs more time to vacate, a rent-back agreement can be negotiated.
- **Closing Costs:** In some cases, I negotiate for the seller to pay a portion or all of your closing costs.
- **Home warranty:** Negotiate who pays for home warranty
- **Escalation Clauses:** In a competitive market, I may add escalation clauses for your best interest.
- **Earnest Money:** Negotiating the amount of earnest money deposit
- **Title and Survey:** Ensuring clear title and negotiating who pays for title insurance and fees.
- **Closing Location and Time:** Sometimes, I can negotiate the location and time of the closing to make it more convenient for you.

Coordination of the Purchase Process: I coordinate the extensive transaction process, organize inspections, ensure deadlines are met, and act as the liaison with other professionals involved in the transaction like mortgage brokers, attorneys, insurance agents, title companies, and home inspectors.



FOR NAVIGATING THE NEW MARKET



STARTING YOUR JOURNEY INTO HOME BUYING?

Think of this guide as your roadmap, simplifying each turn and crossroad in the journey to buying your dream home. My aim is not just to inform but to inspire confidence as we work together to navigate one of your most exciting life ventures.

Embarking on the path to owning a home is more than just a series of transactions; it's about bringing your personal aspirations to life in a space that's truly your own. The real estate world can be complex, with market fluctuations, legal details, and crucial decision-making moments.

My commitment is to offer you a comprehensive service that goes beyond the standard, making sure that when you're ready to make that commitment, it's with a sense of excitement and assurance in the value of my partnership.

What buyers normally pay for but besides appraisal and closing costs. All can be negotiated between buyers and sellers.

- Appraisal
- Home inspection
- Closing costs
- Home warranty
- Repairs
- Home Insurance must be purchase before close of escrow

Ready?

Then let's get started...

Representation: I ensure that your interests are represented in the transaction.

Property Search and Coordination: I not only assist in searching for properties that fit your criteria, but I also schedule and attend viewings, provide insights into the local real estate market, gather all available disclosures, and communicate with the various listing agents to help gather as much information as possible.

Expert Advice: I offer expertise in various areas such as market trends, neighborhood information, property values, financing incentives, and pricing strategies. I can also interpret complex real estate documents and contracts to ensure proper protections and safeguards are integrated for your specific situations.

Access to Resources: I have access to extensive real estate listings, schools, including many "off-market" properties.

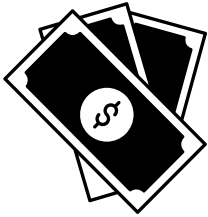
Save Time and Stress: I handle the heavy lifting of the home-buying process, saving you time and reducing stress.

Negotiation Power: I have negotiation skills and experience critical in getting a favorable deal. Besides negotiating the price, terms, and conditions of the sale, I often strategize and negotiate several other aspects when writing offers for you.

Guidance and Support: I guide you through every step, providing support and advice, particularly helpful for first-time buyers.

THE HOME BUYING PROCESS

AND HOW WE CAN HELP



GET PRE-APPROVED

- Meet with a lender
- Prepare your credit
- Set a budget



MEET WITH YOUR AGENT

- Discuss budget
- Research area neighborhoods
- Set your wants & needs



MAKE AN OFFER

- Research comps in the area
- Work with your realtor to set up the best offer
- Negotiations may occur



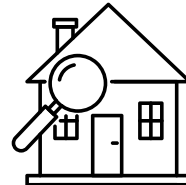
FIND YOUR HOME

- Agent finds options that meet most or all of your criteria
- Tour homes
- Adjust criteria if necessary



OFFER SIGNED

- All negotiations are finished
- Both parties have signed contract



INSPECTIONS

- Professional inspects the property
- May discover issues that need to be worked into the purchase agreement
- Negotiate repairs



APPRAISAL

- Professional ensures the property is worth the loan and purchase price that you agreed to pay



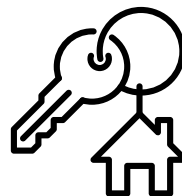
TITLE COMMITMENT

- The title company will send you a title insurance policy for the property after closing



DOCUMENTS TO LENDER

- Make sure all requested docs are sent to your lender prior to closing



CLOSING

- Final walk-through
- Sign closing documents
- Receive your keys

LET'S TALK FINANCING

The Importance of Mortgage Pre-Approval

Securing pre-approval is a crucial early step in the home-buying process.

It involves a lender evaluating your financial situation to determine a feasible loan amount. This not only indicates your seriousness as a buyer but also clarifies your purchasing budget.

Essential documents for pre-approval include:

Income Proof: 2 months pay slips and 2 years (W2) tax documents.

Asset Proof: 2 months Statements from banks and investment accounts. Mortgage Statement, Insurance and Tax Bills for any other Properties Owned

Credit Analysis: Lenders will assess your credit score.

Employment Confirmation: Verification of your current job.

Identification: Government-issued ID like a driver's license or passport.

This process not only sets a realistic purchasing limit but also strengthens your negotiating position when making offers.

Home Purchase Expenses:

Key costs to consider include:

Down Payment: Typically ranging from 3% to 20%, though some programs offer 0% down options.

Closing Costs: These usually range from 2% to 5% of the loan amount.

Home Inspection: Essential for identifying potential issues, costs can vary.

Moving Costs: These depend on the distance and the amount of belongings.

Initial Home Maintenance: Budget for potential immediate needs like painting or minor repairs.



TOP DO'S DURING THE MORTGAGE LOAN PROCESS

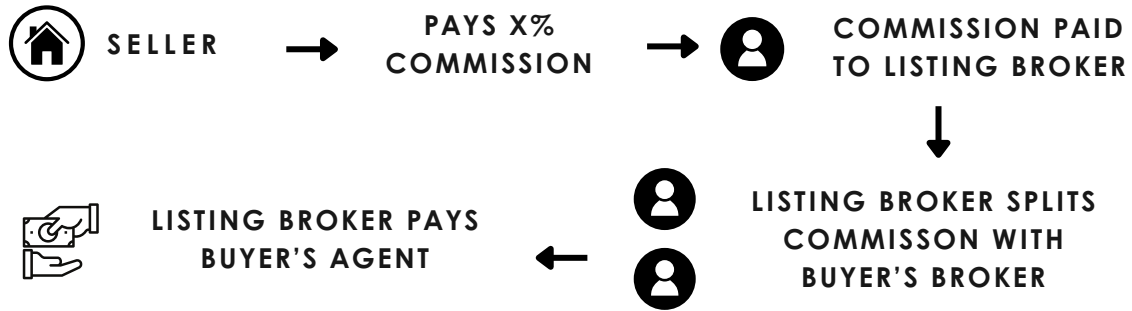
1. Do Stay Current on ALL your Existing Credit Accounts – Pay all your bills on time during the loan process!
2. Do Keep All Your Financial Records in good order.
3. Do Ask Questions and become Educated on the home buying process.
4. Do get pre-approved for a mortgage loan BEFORE shopping for a home.
5. Do hire a Real Estate Agent to be your exclusive Buyer's Agent Before shopping for a home.
6. Do Keep working at the same employer and keep your income consistent.
7. Do get a Home Inspection from a licensed inspector.
8. Do turn in all your requested loan documents within 24 hours of being asked.
9. Do tell your mortgage lender everything when getting pre-approved. Mortgage lenders will find out everything about you as it is all stored online somewhere.

TOP DONT'S DURING THE MORTGAGE LOAN PROCESS

- Don't Quit Your Job! Lenders will verify your employment within 24 hours of closing.
- Don't Apply for Any New Credit of any kind.
- Don't Pay Off Any Collections unless told to do so by your loan officer.
- Don't Close Credit Card Accounts
- Don't Change Jobs during the process of buying a home.
- Don't Go Shopping for a Home without a pre-approval letter.
- Don't Make Undocumented Deposits into your bank accounts – NO CASH!
- Don't transfer Credit Card Balances during the loan process.
- Don't take cash advances on credit lines for money to purchase the home.
- Don't spend your money that you need before you purchase the home.



TRADITIONAL COMPENSATION MODEL:



Note: the buyer is not directly involved in the financial transaction between the seller and the agents.



*****It is important to note that with the recent changes, there will be some circumstances where a seller will opt out of offering compensation to the buyer's agent, here are a few scenarios and solutions to consider:**

ALTERNATE COMPENSATION MODELS:

1

Negotiating Commission with the Seller:

If we encounter a listing that is NOT offering a commission to buyer agents, and you still want to consider the property, one approach I can take is to negotiate with the seller or the seller's agent to include my buyer's agent commission in the terms. This can be part of the overall negotiation process when making an offer on the property.

2

Adjusting the Purchase Offer:

Another strategy could be to adjust the purchase offer to indirectly cover the commission. For example, if the home is listed for \$300,000 and the typical commission would be \$9,000, we could offer \$309,000 with the condition that the seller pays a \$9,000 commission to the buyer's agent. This way, the net to the seller remains the same and your commission obligations are rolled into the overall price of the home.

3

Seller Concessions:

A seller concession is an agreement where the seller agrees to pay a portion of the closing costs on behalf of the buyer. This can include various fees associated with purchasing a home, such as loan origination fees, appraisal fees, points, etc, reducing your upfront out-of-pocket expenses, potentially making the home purchase more affordable to account for direct pay commission obligations.

4

Buyer Pays Commission Direct:

In cases where the seller refuses to pay the buyer's agent commission, and it cannot be built into the purchase price, you as the buyer may be responsible to pay the commission directly. This would be something we'd discuss and agree upon before moving forward on a property and it will be stipulated in our buyer's agency agreement.

OR ANY COMBINATION OF THE ABOVE

UTILITIES & COMMUNITY RESOURCES

ELECTRICITY

NV Energy
www.nvenergy.com
(702) 402-5555

GAS

Southwest Gas Corporation
www.swgas.com
(877) 860-6020

WATER

Las Vegas Valley Water District
www.lvwwd.com
(702) 870-4194

North Las Vegas Water Department

www.cityofnorthlasvegas.com
(702) 633-1275

City of Henderson Water

www.cityofhenderson.com
(702) 267-5900

TRASH

Republic Services of Southern Nevada
(702) 735-5151
www.republicservices.com

SEWER

Las Vegas City Sewer Department
www.lasvegasnevada.gov
(702) 229-1289

CABLE/TELEPHONE

Cox Communications
www.cox.com
(702) 383-4000

Century Link

www.centurylink.com
(866) 304-6820

DEPARTMENT OF MOTOR VEHICLES

8250 W. Flamingo Rd., Las Vegas, NV 89147
2621 E. Sahara Ave., Las Vegas, NV 89104
7170 N. Decatur Blvd., North Las Vegas, NV 89131
1399 American Pacific Dr., Henderson, NV 89074
www.dmvnv.com
(702) 486-4368

NOTES

**As a member of the Las Vegas Realtors Association
REALTORS® I will accurately provide you with local
information on
utilities, zoning, schools, and other resources.**

Preferred Vendors:

AC VETS AC and heating	702-330-9531
Fresh Start Services Adolfo	702-283-3302
Elite Property Inspections	702-379-5474
Eclipse Blinds Shirley	702-506-1817
Greenspace Landscaping Alfredo	702-427-3736
Tonis Garage Door	702-463-9075