COMPASS

Your Guide to Buying a Home

HOUSE OF BENENATE

CONTENTS

TESTIMONIALS

My boyfriend and I are first time homebuyers, and Katina Benenate really helped us navigate the crazy market and made the whole process so easy. She was able to answer all of our questions thoroughly, and kept in touch with us throughout the process so that we never missed a deadline for anything. She definitely exceeded all of our expectations and helped us find a home that we love.

Lauralee D. | Buyer

My fiancé and I really enjoyed our time with Katina Benenate! We are first time home buyers, and are so grateful for Katina's patience with us as we had a lot of questions. She was very thorough and always on top of things so that we would never miss a deadline. I would 100% recommend Katina to anyone looking to buy a home in this crazy market; she will get the job done and exceed expectations!

Amy H. | Buyer

Katina was great in helping us through the process of making an offer in this fast paced competitive market. She was prompt in answering all our questions and tracking down information. Her bright personality was a joy to work with and I recommend her to guide you through the purchase of a personal property or investment.

Nancy | Seller

MEET KATINA

404.849.8911 | katina.benenate@compass.com

Katina is electric and full of passion about helping people find a home that's tailor made to fit their next chapter in life. Katina Benenate is a serial entrepreneur with over 16 years experience as an interior architect. Her background in interior design has been her biggest plus in adding value to her clients. Katina has taken her unwavering positivity, entrepreneurial experience, negotiation skills, and "get it done" attitude to extensively contribute towards the success she's achieved in her real estate career. Katina's most valuable assets are her natural affinity for motivating people, efficient communication styles and fierce negotiation skills. They are largely responsible for her excellent client rapport and the genuine long-lasting relationships she's cultivated with all of her present and past clients. Katina's priority is to work diligently, exceed your expectations, and make the home buying process as stress-free and enjoyable as it's meant to be.

My Mission Statement

House of Benenate values teamwork and interdisciplinary collaboration as a path to insight and excellence in our work which create outcomes that exceed our clients expectations. I come from all different and diverse backgrounds which create the atmosphere of growth and perspective to develop the most curated and successful approach to each and every transaction.

I achieve this by following these core values:

- **Quality**: We deliver only excellence to our clients and aim to exceed expectations in everything we do.
- **Integrity**: We conduct ourselves in the highest ethical standards, embodying honesty and fairness in every decision and action.
- **Agility**: We execute expeditiously to address our clients' needs.
- **Courage**: We make tough decisions and act always in the best interests of our clients, even in the face of personal or professional adversity.
- **Respect:** with Trust: We treat our clients and each other with respect, dignity and humility at all times.
- **Fun:** We believe in having fun and creating that ideal at work and with each other.

HOUSE OF BENENATE of COMPASS

CLIENT COMMITMENT

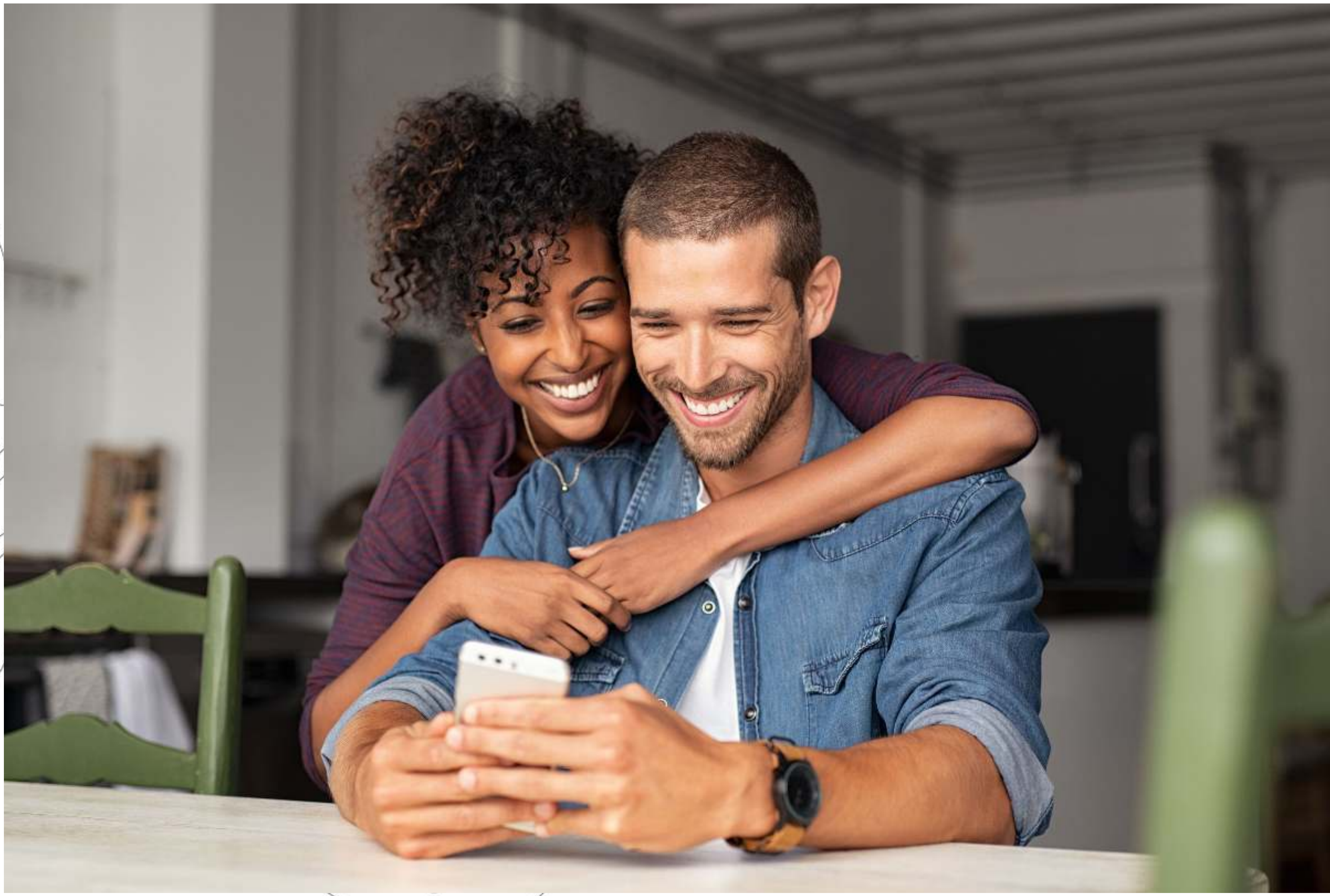
I am committed to providing first rate real estate services to my clients.

I put you first

- I work for you because this is your transaction, your money, your home and your decision.
- My job is to facilitate, assist and advise you through the process.
- I will not put our commission ahead of what's best for you.
- My job is done when your goals are met!

I educate

- My goal is to provide you with accurate price valuations, market knowledge and understanding.
- I map the process so you know where you're at and what your next steps are.
- My approach is hands-on to teach you how to identify value.
- You will understand what you are signing.
- I deal with lenders, home inspectors, contractors and other vendors on a regular basis.
- I will give you solid recommendations about these matters if you need them.



I follow-up and follow through

- Our relationship does not end when the transaction ends.
- My commitment is to keep you connected with my network.
- The highest compliment you can give me, is trusting me with your friends and family.

I work with honesty

- I will disclose all of our relationships in the transaction.
- I will show all properties available in your price range.
- I won't mislead you to make you feel good.
- I will advocate for you with integrity and professionalism.

I listen

- I seek to understand your challenges, goals and needs and develop a customized strategy to achieve it.
- I work as your guide to navigate and make sure you're comfortable every step of the way.
- During the course of working together you may share personal, financial and other information with us. We will not disclose this to anyone.
- I promise not to push you outside your comfort zone or your maximum budget.

I think outside-the-box

- I create community events, opportunities to give back and a variety of other unique ways to connect buyers and sellers.
- This ever-changing market requires constant innovation, adaptation and a creative approach to assist in finding you opportunities.
- I utilize MY diverse background in finance and design to leverage the best results for you.

The Compass Regional Network

#1

Market Share
by Volume in
Metro DMV*

22K+

Number of buyers or
sellers helped in 2021**

22

DMV Offices
home to over
1,400+ agents

Empowered National Network

350+

Offices across
the country

26K+

Licensed Agents
Countrywide***

$254B+

2021 Gross
Transaction Value****

Buying with Compass: A Smarter, More Streamlined Search

Access inventory only available at Compass, compare properties from your Compass One dashboard, and close on a home you love faster and with confidence.

#1

U.S. Residential Brokerage
for 3 Years Running

$186B+

Annual Value of Homes Transacted

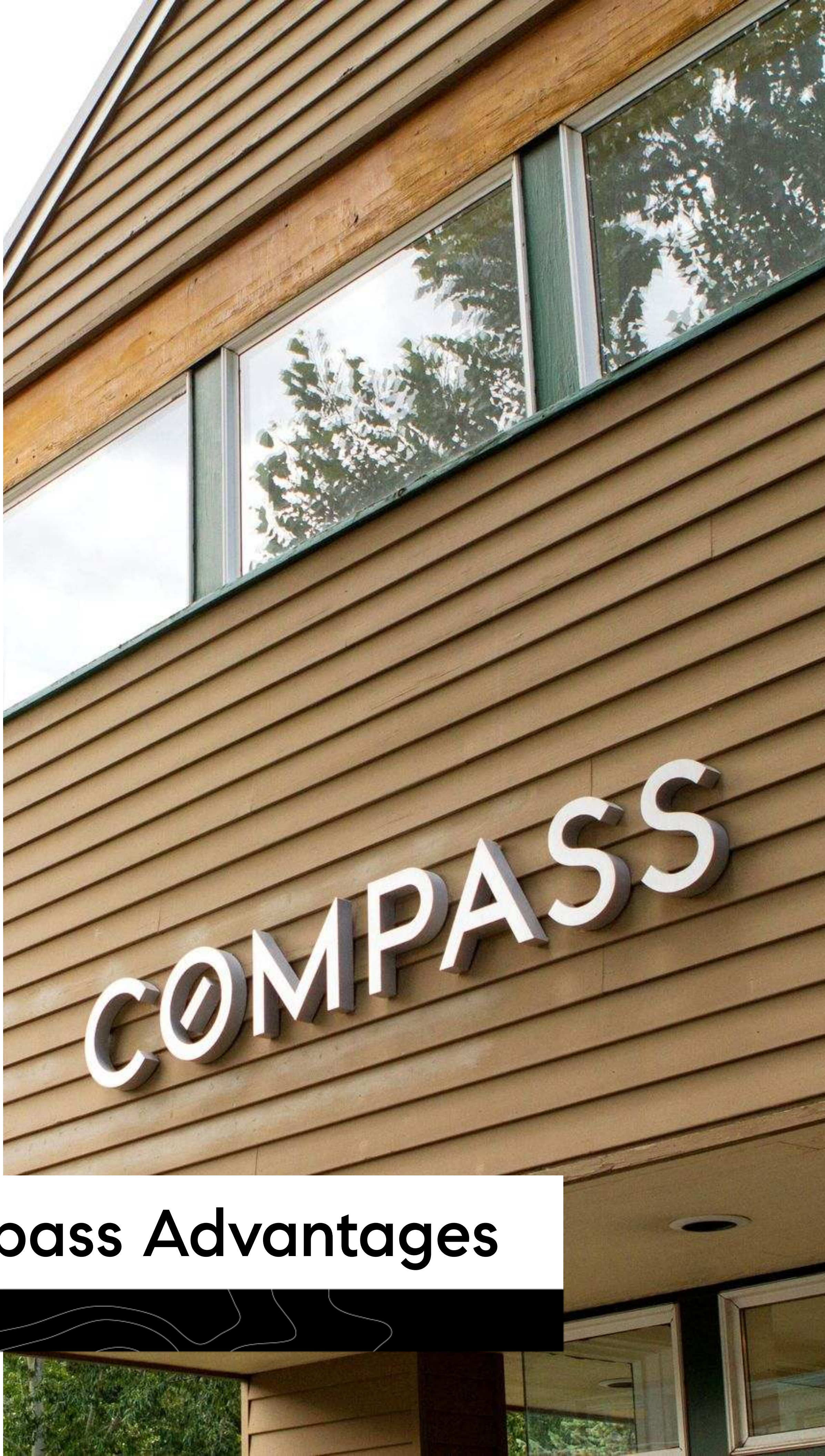
178K+

Homes Transacted by Compass
Per Year

34K

Top-ranked Agents Nationwide

Sources
#1 based on 2022, 2023 and 2024 closed sales volume. RealTrends Verified
Gross Transaction Value is the sum of all closing sale prices for homes transacted by Compass agents. We include the value of a single transaction twice when our agents serve both the home buyer and home seller in the transaction.



Compass Advantages

COMPASS EXCLUSIVE TOOLS AT MY FINGERTIPS

In the world of real estate today, it's not enough to simply keep up with the latest technology — you deserve an agent who's always one step ahead. At Compass, I have access to AI-driven technology to deliver a modern buyer experience that is collaborative, seamless, and hassle-free.

Stay Ahead of the Market

Compass gives you a head start on your home search, maximizing your chance to find and secure your perfect home. By working with me, gain access to exclusive listings before they appear on other websites.

The Compass Advantage

Partnering with me gives you access to our integrated client dashboard, Compass One, where you'll be able to view exclusive inventory, discuss your favorite listings with me, and see what next steps are ahead in your home search. With all the moving parts in one place, you can avoid the usual stress involved in the buying process, so you have clarity and confidence at every turn.

Compass Private Exclusives

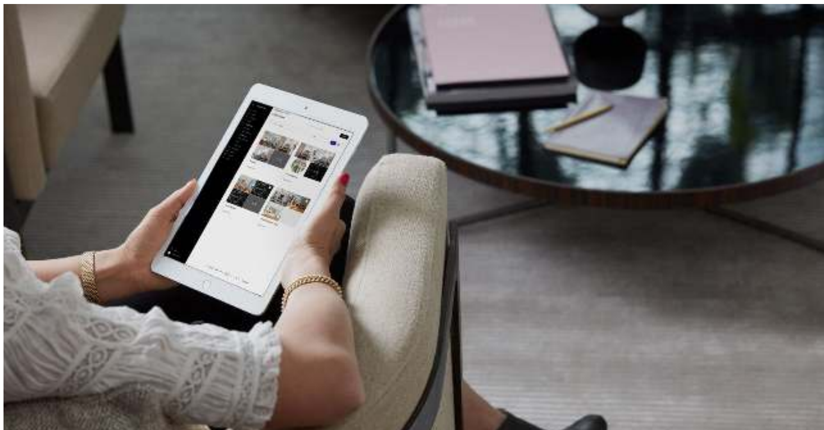
Just like many companies test products with a smaller audience before launch, listing your home as a Private Exclusive allows you to test price, gain critical insights, generate early demand, and extend your marketing runway — all before going public.

Compass Coming Soon

Listings that are only available on compass.com and not listed on any other website. This early access allows you to express interest, schedule viewings, and even make offers before buyers searching elsewhere.

Make Me Sell

With our innovative Make Me Sell search feature, I can offer you access to an additional 4 million potential properties across the country — homes that may not yet be on the market, but have sellers open to the right offer. This means working with me provides you with even more opportunities to find your perfect home.



FIND YOUR PLACE FIRST

Access Maryland homes you won't see anywhere else. Discover more with a Compass agent.

PICTURE THIS

You find a home you love, but instead of rushing to make an offer, you have time to prepare, plan, and move with confidence. When working with me, you get a head start — more time to explore the home, secure financing, and craft a strong offer so you're ready the moment it officially hits the market.

Discover exclusive listings with a Compass agent at **compass.com**.

HOME SEARCH + OFFER PROCESS

Meet House of Benenate Team Approach

Educate and understand the current housing market

Evaluate financing strategy

Determine market areas of interest

ANALYZE

Analyze your wants and needs and set a goal

Complete real estate triangle worksheet

SECURE LENDING

Refer lenders who can help you make a financial plan

PRE-APPROVAL

Determine purchasing power with pre-approval. Our ticket to looking at homes and figuring out how to best position you to submit an offer.

MLS SEARCH & COLLECTIONS

We set up a custom search (Compass Collection) that helps us get closer to finding you "the one"

Collaborate within Compass Collection

EDUCATIONAL HOUSE HUNTING

We tour 3-5 homes to educate you on the current market. You educate us on your wants and needs in a home. Further house hunting follows until we find you a home that fits!

WE FOUND YOU A HOME!

YOUR OFFER

Decide key elements of your offer including price, deposit amount, dates and contingencies.

PRESENT AND NEGOTIATE YOUR OFFER

MUTUAL ACCEPTANCE!

You've got your offer accepted! Now that we're in contract we will keep you updated with transaction timelines and emails.

EARNEST MONEY

Due 2-3 days after going mutual.

Earnest money may be refunded pending inspection

INSPECTION

(If there was not a pre-inspection) Inspection will be scheduled ASAP, 1-3 days after mutual acceptance.

BUYER DUE DILIGENCE

Contingencies:

- Inspection
- Title Report
- Seller Disclosure
- Sewer Scope
- Neighborhood Review (1-5 day window)

INSPECTION RESPONSE

Any repairs or requests submitted to the seller. Seller and buyer must agree on terms to proceed

APPRAISAL

Looking to come in at or above offer price

Below offer price requires renegotiation

SHOP INSURANCE FOR YOUR NEW HOME

LENDER UNDERWRITING

Satisfy loan conditions

Lender creates loan docs for signing

FINAL WALK-THROUGH

Arrange a day 3-5 days before closing with your agent.

SIGNING DATE

At escrow pay the balance of your down payment

LENDER VERIFICATION

Final lender verification:

Credit pull

Employment Check

Review loan docs

CLOSING DAY

Lender wires money to escrow

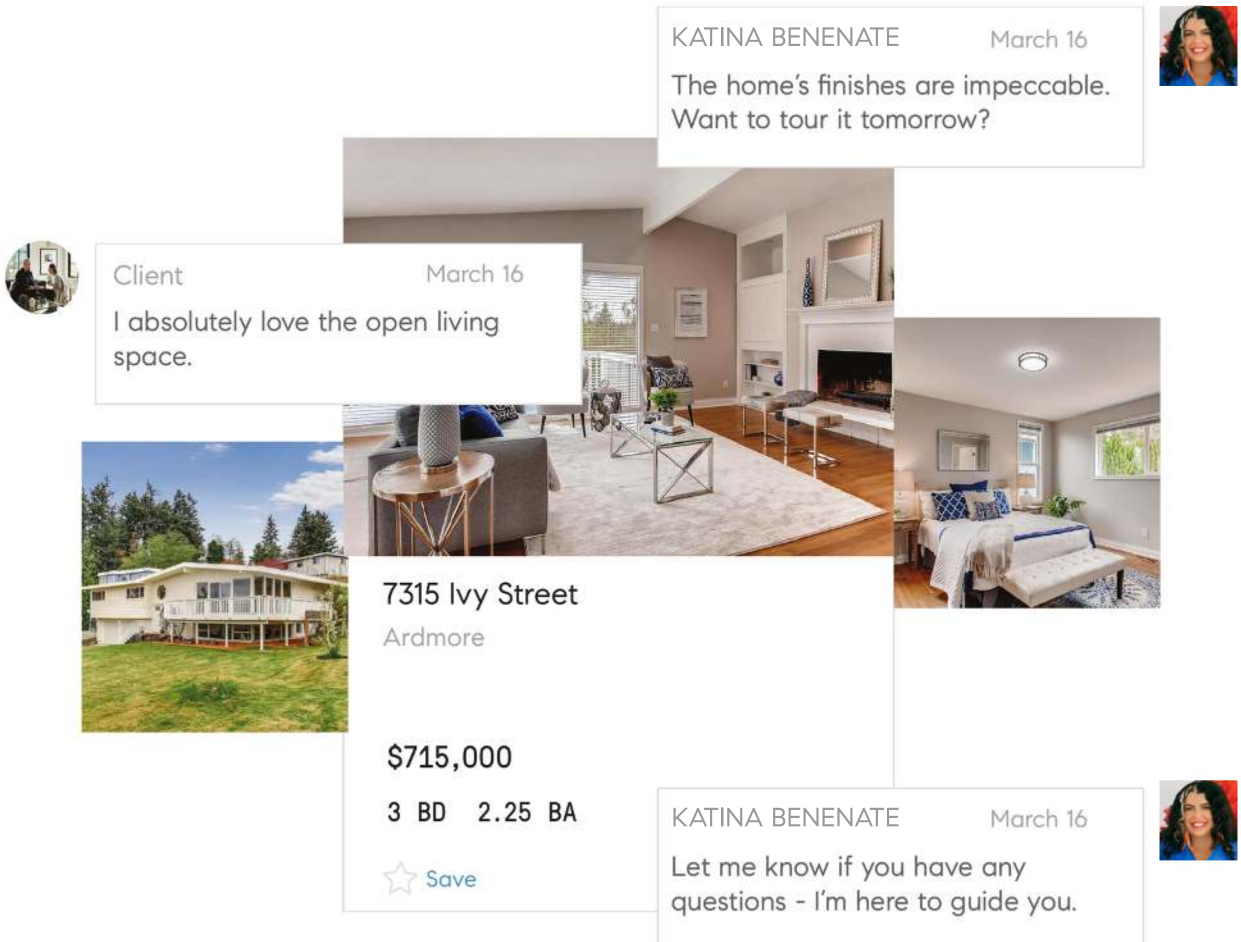
Escrow sends loan docs to country for recording

Once recording number is in - it is official!

Get your keys!

Change utilities into your name

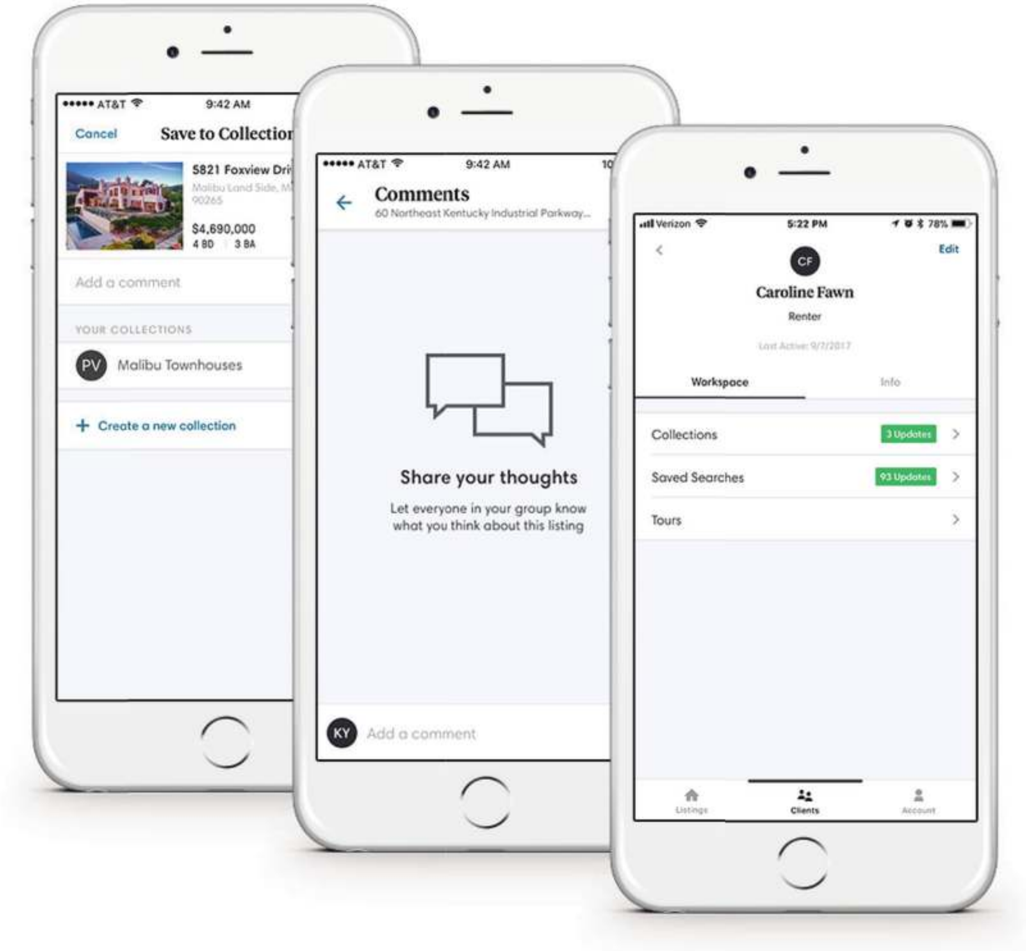
Collections



Your Neighborhood Collection

Collections is the one-stop-shop for you and our team to get on the same page—literally—to find your dream home. Together you'll be able to search for and save listings, discuss the pros/cons of each with everyone involved with the purchase, and narrow down your search to make decisions in a single, organized place.

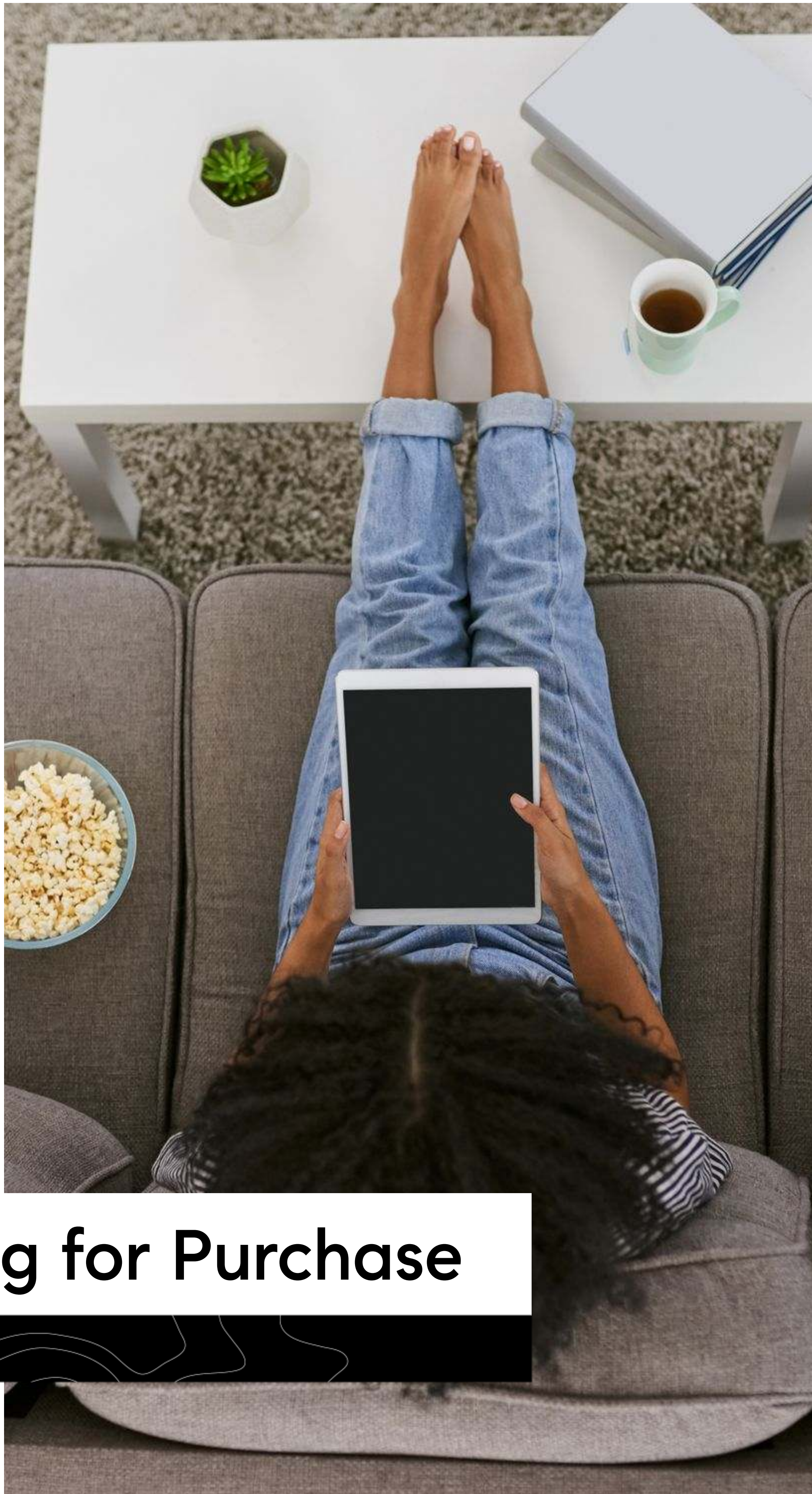
When you use Collections, you won't have to worry about organizing emails, text messages or hand written notes on each listing. All of that information can be found directly within the Collection!



Here's how it works:

- Accept invitation from Compass to view your HOUSE OF BENENATE curated collection. Note, this is a client platform—you will not be added to a corporate database or spammed by accepting the invite.
- Sign in to your account on Compass.com.
- Click on your name in the top right corner of your screen, and then select "Collections" from the drop-down list of options.
- There you'll see the Collection of homes we saved for you to review with us.
- You can also search Compass for listings, and save the ones that interest you by tapping on the star (save) button.
- Add any comments to your listings in the collection to let us know what you think and if you'd like to schedule a tour.
- We'll save listings there for you, too, so we can find your perfect home. Tap the "not interested" button on any listings you want to hide, so we can narrow down your search.

Let us know if you have any questions — we're here to guide you.



Preparing for Purchase

Pre-Approval

Determine What You Can Afford

Figure out how much cash you have for a down payment.

Find out your credit score and whether you need to take action to remediate.

Calculate how much you'd be comfortable spending.
- Consider your lifestyle and how this purchase may impact your monthly budget.

Meet with a lender to discuss your options. They will look at your credit, all accounts, income, and debt history to calculate what you can realistically afford.

QUICK TIPS

Rates change on a daily basis and pre-approval usually expires after a few months.

Be mindful when shopping for rates. Pre-approval involves pulling credit. Doing this too many times in a short timeframe may negatively impact your credit score.

Avoid activity that can impact your debt-to-income ratio, such as buying a car, charging expensive items to your credit card or taking out a personal loan.

Questions to Ask Your Lender

How fast can I be fully approved for the loan?

Am I eligible for any first-time homebuyer tax credits?

What is the maximum amount the lender will allow for seller credits?

Does my loan program require additional inspections?

Cost of Homeownership

Costs to Consider

Buying a home is more than a down payment and figuring out the monthly mortgage. A range of out-of-pocket expenses can arise during and after the transaction, so be sure to discuss these with your lender and your agent to be prepared.

Lender Fees

Loan Application; Credit Report ($15–30*)
Appraisal ($300–500*)

Home Inspection

Home inspection ($400–800*); Radon inspection ($100–250*);
Termite inspection ($50–100*)

Closing Costs

Rough estimate is about 3% of the sales price. This includes recordation taxes, title insurance, all lender fees and settlement charges.

Moving Fees

Repair and Maintenance Costs

Loan Types

QUICK TIPS

Ask your lender about buying points to lower monthly payments

Loan Types	Loan Types	Down Payment*	Eligibility and Restrictions
Conventional (Fixed)	Typically 15–30 year fixed rate	3-20%	Good credit, proven steady income (2 years+ for independent contractors).
Conventional (ARM)	Typically 5–10 year fixed rate, followed by an adjustable rate for the rest of the term	3-20%	Slightly more lenient on credit.
FHA	Typically 30 year fixed rate	3.5%	Option for individuals with lower credit scores. Homeowner occupant only (no investors). Stringent home inspections. Condos must be FHA approved. May take longer to close.
VA	Typically 30 year fixed rate	Not Required	Veterans and spouses only. Homeowner occupant only (no investors). Home condition requirements. May take longer to close.

*These are general guidelines, and can vary in some cases. Ask your lender for more information about down payment requirements for your loan program.

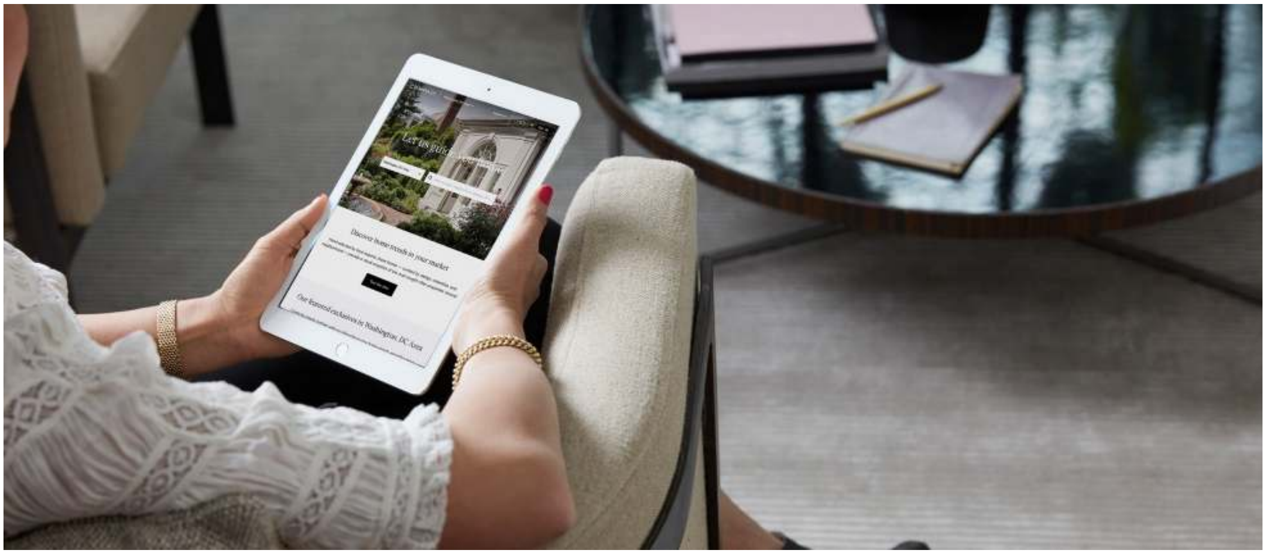
Finding Your Dream Home

Your Home Search

Why Am I Buying a House?

Understanding your motivation for the move will help keep you focused on your priorities.

- Understand home types and their pros and cons (Condos vs. Co-ops vs. Fee Simple)
- Make a list of your must haves and deal breakers
- Think about the type of neighborhood you see yourself in
- Anticipate how long you want to live in this home
- Communicate with your agent about your needs
- Be flexible and open to alternatives



Guiding You Home

Compass Has Developed a Suite of Tools To Make Your Home Search Seamless

Our dynamic search tool allows you to type in what you’re looking for—no scanning through endless rows of checkboxes. Draw custom map boundaries to only see results where you want them. Using Compass Saved Search, you'll never have toworry about missing your dream home. Easily set preferred listing criteria and receive alerts when new listings are posted.

Curate Your Search with Collections

A visual portfolio of homes, this platform allows you, your agent and anyone else involved in the search process, to share and track listings. Comment in real time and receive automatic pricing and status updates—all in one centralized place.

Leverage Our Dynamic Network

Our strong Compass network allows our agents to be in the know about upcoming listings that may meet your criteria before they hit the market, offering you a competitive advantage when they become available to the public.

Let’s Make An Offer

Comparative Price Analysis

Your Realtor® will pull a list of all the homes that recently sold to give you a better idea of the market.

Competition

Is this a “Hot Home,” is it under-priced, are there other offers? The amount of competition will determine how aggressively you want to structure your initial offer.

Understanding the Contract

Make sure you speak with your agent about all terms of the contract and to understand deadlines, liabilities and clauses that allow you to terminate the agreement, etc.

Earnest Money Deposit (EMD)

Decide how much you’re comfortable putting down as an act of good faith. Typically the deposit will be held in escrow by the title company and subtracted from your balance at the end of the transaction.

Depending on the jurisdiction, the EMD commonly ranges between 1–5% of the sales price.

Terms of the Offer

Three Factors Affect the Strength of Your Offer

- Price
- Number of contingencies
- Length of terms

Price

Price is obviously an important factor, as it will determine how much the seller nets. Work with your agent to figure out the value of the home and how much you're comfortable spending.

Number of Contingencies

Contingencies are terms that need to be met in order for the contract to go to closing. The more contingencies, the higher the risk for the seller. By waiving a contingency, you strengthen your offer. However, you may be risking your EMD, as the contract may not protect you if such contingency is not met.

Length of Terms

Considering the length of each term is very important when submitting an offer. Every day that a house is under contract, the home is essentially "off" the market. The seller is "taking a risk," by waiting for each term to be met.

Contingencies

Financing

Cash vs. Loan

Seller Credits

Amount a seller is willing to credit back to a buyer to help with closing costs. Check with your lender for maximum % of sales price; asking for credit will often weaken the offer as it lowers the seller's net sales price.

Home Inspection

In highly competitive situations, buyers will conduct a pre-inspection prior to submitting an offer, and waive this contingency. However, if you do request a home inspection, aim to schedule it within 7 days of ratification.

Appraisal

Assessment of value conducted by the lender—usually conducted within 21 days of ratification. By waiving this contingency, you may be responsible for the difference between the appraised value and sales price, if the house is assessed at a lower value.

Lender Commitment

If your offer is contingent on financing, the sooner you receive a commitment letter from the lender, the more confidence you can instill in the seller that the deal will reach closing.

Closing Date*

Under 30 days is ideal, but some loan programs take longer to close. The closing date is important, as this is when the seller receives the funds for the transfer of the deed.

**Please note that the closing date is not necessarily the same as possession date. In some cases, sellers may want to rent back the property for a period of time. Most lenders will allow for a 60 day Maximum Rent Back Period.*

Offer Strength

Offer Strength		
HIGH	Pricing	Above Asking
	Contingencies	No financing contingency Waived inspection Waived appraisal
	Timeline	21 days or less
	Pricing	Full Asking
	Contingencies	Conventional financing Home inspection Appraisal
	Timeline	21 - 30 days
LOW	Pricing	Below Asking
	Contingencies	Seller credits Multiple home inspections Appraisal
	Timeline	30+ days

Structuring An Offer

Remember

An offer can have a lower price than another, but still be stronger!

For example, if a seller values moving out quickly, a lower all cash offer that closes in 3 weeks might be more attractive.

Your agent will know the best strategy to make a compelling offer based on market conditions, while considering your needs and comfort level.

Contract to Close

Negotiations

Once you have submitted the offer, the seller may reject, accept or counter your offer.

Be prepared to go back and forth until you reach a suitable agreement for both parties. When all terms are agreed upon, the offer is signed by both parties and officially ratified.

Negotiations are not necessarily over at ratification of the contract. They can also go on during the inspection and appraisal periods.

Home Inspections

Best Practices

Home inspections can be nerve wracking, but they are an important part of the process. There are many types of inspections depending on the location and home you are looking to purchase.

Be Present

Take the time to attend the inspection so you can have a better sense of how the home works, see which areas will require maintenance, and assess whether you will need to consider home improvements down the line. Don't be afraid to ask questions!

Be Realistic

Expect to have a list of items from your inspector in a couple days. Don't panic! Every home has a list of potential repairs, and most will be minor.

Be Practical

Home inspections are another opportunity to negotiate. Speak with your agent about what items they recommend asking for repair. Focus on the items that matter the most. Keep in mind that the seller is not obligated to make all the requested repairs, unless required by a lender (FHA, HPAP, VA etc.).

Appraisal

Assessing Value

This is the assessment of value on the home by a third party appraiser. It lets the lender know how much they will be able to lend for the home.

Settlement

After you've completed your final walk through, it's time to sign some papers!

During settlement, the title attorney will go through your final settlement statement, line by line.

The title company will be in charge of disbursing the funds to the seller and the bank (if they still owe a balance on their mortgage).

Don't forget your government-issued ID, cashier's check or certified funds (if amount you owe isn't wired to the title company prior to the settlement), and personal checkbook for any small last-minute expenses.

Make sure you receive all copies of the keys.

Once you've signed all the documents and the deed, you can officially call yourself the homeowner!

HOUSE OF BENENATE

KATINA BENENATE

404.849.8911 | katina.benenate@compass.com