Buyer's Guide



Your Guide to a Seamless, Stress-Free Home Purchase

COMPASS ONE

One Place for Home

One platform to access inventory
only available at Compass

One place to collaborate
throughout the entire process

From the #1 brokerage
in the U.S.

So you have one less thing
to worry about

COMPASS ONE

Source: #1 based on 2022, 2023 and 2024 closed sales volume. RealTrends Verified

About Billy Wiegner

Step into the world of real estate with Billy Wiegner, a man whose heart is as big as his expertise. Billy isn't your ordinary realtor; he's a whirlwind of energy and creativity, with a knack for turning real estate dreams into reality. Since diving into the industry in 2012, he's become the go-to guy for over a thousand clients, thanks to his diverse expertise spanning inspections, insurance, and mortgages.

Raised in Pensacola, Florida, Billy's warm, southern charm shines through in every interaction. At his core, Billy is driven by a personal mission to excel as a husband and father, drawing inspiration from his family's strength and unity. His approach to real estate is similarly influenced by these values, as he strives to create a legacy of integrity and excellence.

Billy's philosophy is rooted in simplicity and sincerity. He believes in building genuine connections and changing lives through real estate, rather than just completing transactions. This approach, combined with his wealth of knowledge, makes Billy not just your agent, but a lifelong friend in your real estate journey.

"We aren't here for the transactions. We are here to change lives." – Billy Wiegner



LVL ADVISORS ™

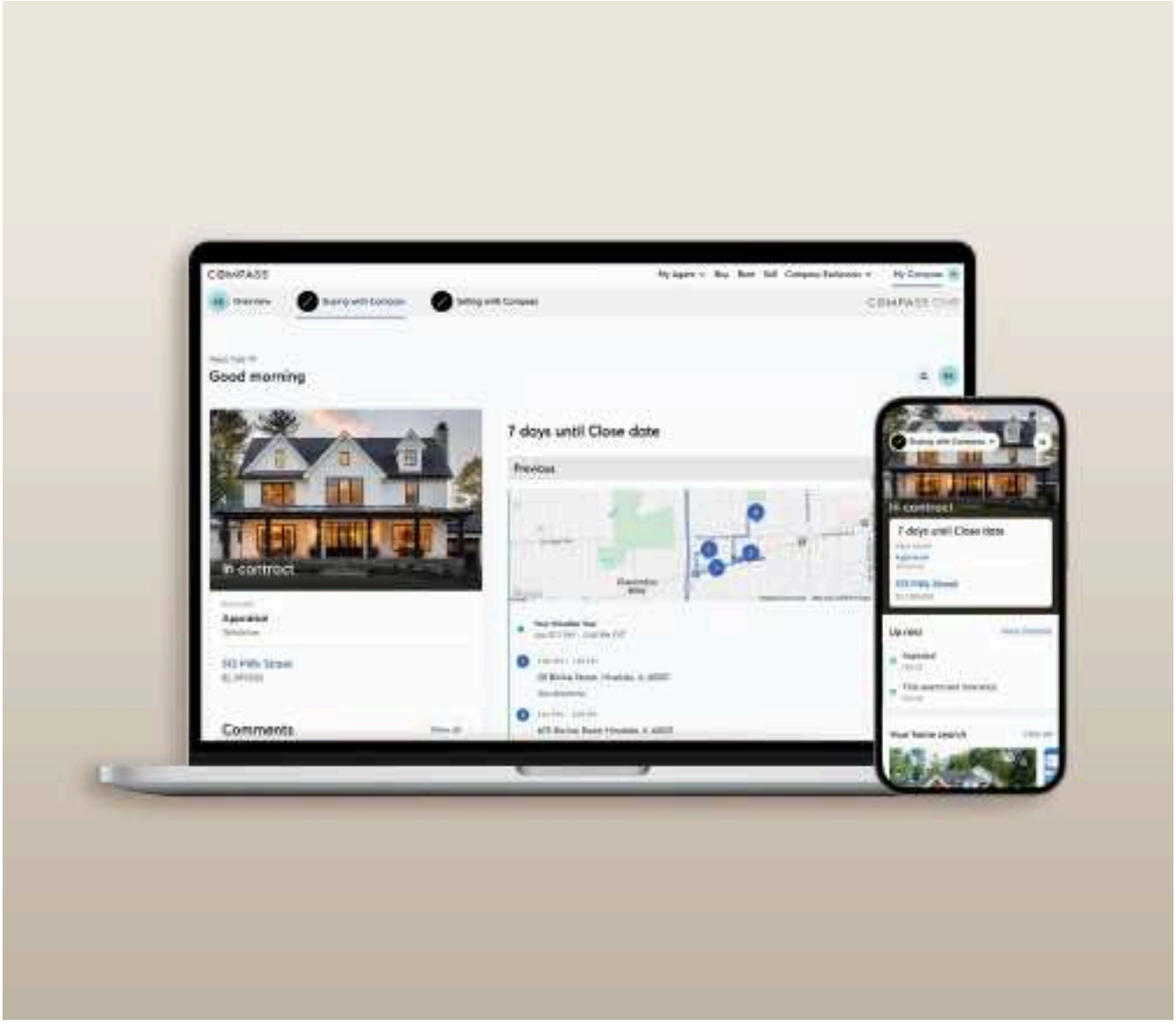
Billy Wiegner

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A Single Dashboard From Search to Signing

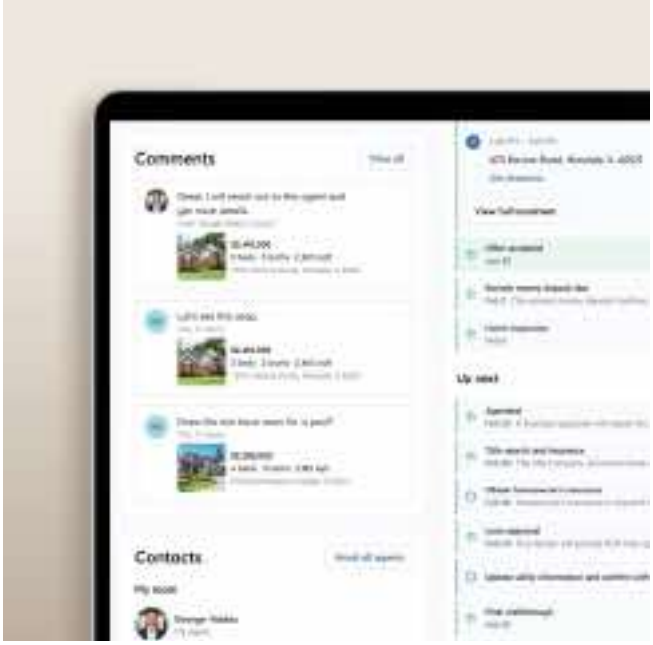
The real estate market is competitive, and successfully navigating it demands effective communication and informed decision-making. That's what the Compass One dashboard was designed for: to provide 24/7 transparency, equipping us both with a streamlined way to organize your search, seamlessly collaborate throughout, and operate in lockstep before, during, and after the purchase.



Less Stress at Every Turn

Whether you're purchasing your first home or starting a new chapter, the buyer journey is filled with excitement and joy — and, inevitably, the occasional moment of stress.

Compass One simplifies the process, serving as a single destination where we can organize your search so that you can find your place faster and with complete confidence.



Keep up to date

View your timeline for a comprehensive overview of upcoming steps, recent updates, and pending tasks. You'll know where we stand, what's next, and have full visibility into how I'm moving your transaction forward.

Know your team

Access contact information for all parties involved in your transaction, including members of my team, loan officer, and closing partners like title and escrow.

Start your search

Access thousands of listings from your personalized dashboard, including properties that are only available at Compass.

Stay organized

Easily reference your signed documents, forms, and other relevant paperwork all from one place.

Collaborate with ease

Organize, share, and comment on your favorite homes. You can stay on top of new listings, request tours, and view your tour schedule with ease.

Guiding You Every Step of the Way

1

Buyer Consultation

First, we will connect for an initial consultation to discuss what you are looking for in your next home and get you set up on the Compass One platform so I can help guide your search.

2

Buyer Representation Agreement

We will establish a mutual business agreement, shared and saved in your Compass One profile, that lays out my obligations to you as well as establishes term length, compensation, termination, exclusivity, representation, and location. Only once we've both agreed on the terms and signed can I show or send you any properties.



3

Get Pre-Approved

If you are obtaining financing, getting a pre-approval letter from a lender before submitting an offer is important because it shows you are more likely to meet the proposed settlement date. A pre-approval letter and a good faith estimate from a lender will also give you insight into the projected down payment, closing costs, and expected monthly payment.

4

Find Properties That Meet Your Criteria

I'll run a competitive market analysis of comparable properties to establish fair pricing and send you promising listings for review, including exclusive inventory you can only access through Compass. Together, we will curate a selection of listings that you can like, share, and discuss with me in real time through your Compass One dashboard.

5

Submit and Negotiate Offer

Once we find the right home, we will assemble a competitive offer. The offer states the price you are willing to pay and it may include other terms, such as whether you are waiving any contingencies or maximum timeframe to close. It is my job to guide you through the decision-making process and present the most compelling terms possible.



6

Sign Contract

Your contract legally commits you to purchase the property for a specific price and defines the settlement company, date of settlement, and earnest money deposit amount. In some cases, you may be asked to produce an escrow deposit indicating intent; the money will only be deposited if the contract is signed and agreed on by both parties.

7

Home Inspection, Disclosures, Reports, and Repairs

I will coordinate all desired home inspections and contractual contingencies and together we will review the disclosures, inspection report, and preliminary title report, at which point you can approve or negotiate credits or repairs. Prior to closing, we will schedule a final walk-through to verify that the property is still in acceptable condition and that any negotiated repairs were completed. All of the resulting documentation will be uploaded to Compass One for future reference whenever needed.



8

Loan Application and Appraisal

If you are obtaining financing, your lender will communicate what documentation they need, including bank statements, tax records, and pay stubs; note that typically you will have an agreed-upon length of time to obtain this mortgage commitment. Once your lender has all of your documents, they will review them and have an appraisal done on the property. If all goes to plan, they will issue a Clear-to-Close, which means your loan is complete and the file will be sent to the title company for closing.

9

Closing

Congratulations! You are now a homeowner. Welcome home!

Key Terms

Appraisal

Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

Assessed Value

Value placed upon property for property tax purposes by the Tax Collector.

Closing Costs

Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, title insurance and escrow fees.

Closing Statement

The statement which lists the financial settlement between Buyer and Seller, and the costs each must pay.

Contingency

Certain criteria that have to be met in order to finalize the sale.

Conventional Mortgage

A mortgage or Deed of Trust not obtained under a government insured program such as FHA or VA.

Credit

Money given to a buyer from a seller through escrow at closing.

Escrow

A neutral third party that handles the transfer of any money during the sale of a home from initial deposit to final funding and closing.

Earnest Money Deposit

Buyers in California usually deposit 3% of the purchase price to show that the buyer is serious about purchasing the home. It is usually refundable in the event a contingency in the sales contract cannot be met.

Fixed Rate Mortgage

A loan on which the interest rate and monthly payment do not change.

Home Warranty

A policy that covers certain repairs (e.g. plumbing/heating) of a newly purchased home for a period of time, typically one-year.

Preliminary Title Report

A report showing the condition of title before a sale or loan transaction. After completion of the transaction, a new title insurance policy will be issued.

Title Insurance

Insurance to protect the buyer and lender against losses arising from disputes over the ownership of a property.

Recording Fees

Money paid to the lender for recording a home sale with the local authorities, thereby making it part of the public records.

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



COMPASS


Selling in the future?
I'll be there to help