A custom consultation prepared with care for

NEW HOME **BUYERS**



COMPASS

1200 E. Las Olas Blvd, Suite 103
Fort Lauderdale, FL 33301



Compliments of

ROBERT DARROW

sunshineguru.com | compass.com/agents/robert-darrow
bob@robertdarrow.com
(954) 446-9001
(312) 965-1552

Compass Florida, LLC

TABLE OF CONTENTS

Your Dream Home

Your Preferences

Your Neighborhood

Buying 101

At Your Service

My Promise

Glossary

A SOUND
DECISION



Investing in a home is one of the most important decisions you'll make. So much more than a roof over your head, your home is where life unfolds and memories are made, all while building a financial foundation for your future.

Deciding how you'll navigate your journey to homeownership is equally critical to the agent you work with. As someone who's been in your spot before, I'm familiar with what's cycling through your mind, and as a real estate agent, I've mastered the ins and outs of the buying process. When you work with me, you'll benefit from my experience, and together we'll work toward making sound, smart decisions for your future.

YOUR NEEDS COME FIRST

Your needs drive how and when we find your next home. From this day forward, everything I do will be motivated by your goals and how you imagine your life taking place in your new home. Once I get an understanding of where you see yourself, finding your dream home will move quickly, and with minimal interruption to your daily life.



Visualize your dream scenario for buying your home.

What's the one thing that has to happen to make that dream scenario a reality?

How can I make that happen for you?

Why is that important to you?

If we could add just one more thing to make this process even better, what would it be?

Why is that important to you?

YOUR PREFERENCES

BUILD YOUR PREFERENCE PROFILE

The Basics

What area would you like to live in? Are you familiar with this area?

Do you own your current home? Or rent? What do you like best current home? Least?

Will you be commuting for work? Where is your work located? Will we be planning for your commute?

When were you thinking of moving when we find the right home?

Do you need to sell your current home to purchase your new home? How much will you realize from the sale?

Do you have a lender that you are already comfortable with?

The what, the when, the how - let's talk about the best way to get in touch.

What is your favorite way to receive information or updates? Select all that apply.

Email
Call
Text

What is the best time to reach you? Select all that apply.

Morning
Noon
Afternoon
Evening
Anytime

As updates arise, how often do you prefer to be notified?

ASAP
In a few hours
That day
Every few days

YOUR HOME
WISH LIST



TO BEGIN

Who will be living in this home? Let's list adults, children, and pets that will inhabit the space.

What are the non-negotiables for your home?

If you had to name your top five non-negotiables, what would they be?

Beyond your top five needs, what is something you really want?

Do you have a preference for the year the house was built?

Do you want a house in move-in condition or are you willing to do some work on it?

When people visit your home, what do you want it to say about you?

Are there any specific features that would make your next house feel instantly like home?

Will you require any accessibility options?

YOUR HOME WISH LIST

EXTERIOR

What type of home are you looking for (e.g., single-family, condo, town house, etc.)?

Approximately what square footage would adequately cover your living space?

How many stories would you prefer?

What lot size are you looking for?

What architectural styles are you drawn to?

What type of exterior siding appeals to you?

Do you want a porch, deck, or both?

What are you looking for in terms of a garage (e.g., attached, carport, etc.)?

What type of driveway or vehicle entrance/exit will you require?

Do you want a swimming pool or a hot tub?

Are you looking for any structures such as a greenhouse or shed?

Do you need special outdoor arrangements for pets? (e.g., a dog run, fenced-in yard, etc.)

What other exterior features are important to you?



YOUR NEIGHBORHOOD PREFERENCE

What neighborhoods or areas would you enjoy living in?

Are there any specific streets or characteristics in these neighborhoods you're drawn to?

If applicable, what school districts do you prefer?

Where do you work?

Where are your favorite places to shop? What other conveniences would you like nearby?

What do you like to do for fun? Are there any recreational facilities that you enjoy?

Any other considerations I should be aware of as we find your ideal neighborhood?

MAKE MY APP YOUR HOMEBASE

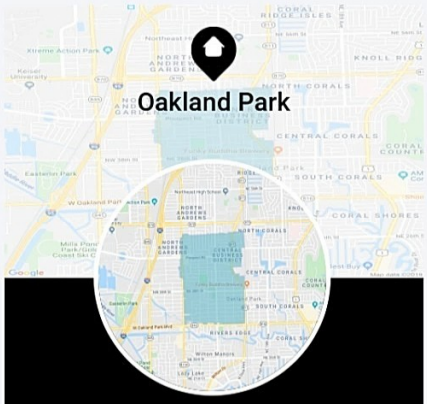
My hyper-filtered search extends nationwide, beyond the bounds of traditional MLS. With layers of options never experienced before, my app allows you to search by neighborhood and school district (or whatever works best for you) revealing the insights that matter most. Save searches, favorite homes, and collaborate. Get notifications whenever a good fit becomes available, wherever you are.

Find me anytime at:
compass.com/agents/robert-darrow



YOUR NEIGHBORHOOD

NEIGHBORHOOD INSIGHTS

	Oakland Park	Old Pompano Beach
		
Average Listing Price	$322,852	$341,424
Average Selling Price	$328,045	$137,000
Average Price/Sq. Ft.		
Average # Days on Market		
Total Active Listings	70	20
Total Pending Listings	28	12
School Ratings		
Neighborhood Website		

NOTES

Looking to compare more neighborhoods? Get insights and stats for any neighborhood at compass.com/agents/robert-darrow

HOW BUYING A HOME WORKS



1 PARTNER WITH AN AGENT

- Absorb their local insight
- Get to know neighborhood inventory levels
- See what's about to hit the market
- Gain access to off-market properties
- Review market averages
- Complete needs assessment

2 GET PRE-APPROVED FOR A LOAN

- Understand what you can afford
- Determine your monthly mortgage payment
- Understand your debt ratio
- Prepare for escrow
- Obtain a pre-approval letter

3 FIND YOUR NEW HOME

- Compare home and neighborhood averages, then narrow down the neighborhoods you want to live in
- Favorite homes and save them to collections
- Nix homes that don't meet the mark
- Schedule home tours and plan an itinerary with your agent
- Decide on your dream home

4 MAKE YOUR OFFER AND NEGOTIATE THE TERMS

- Review contract terms and time limit for offer
- Negotiate purchase price
- Choose a title company
- Shop home insurance options
- Prepare for down payment, earnest money
- Choose a target closing date
- Sign the offer
- Deliver escrow check
- Stay in close contact with your agent

5 UNDER CONTRACT

- Secure a home loan
  ***more details to follow**
- Acquire home insurance
  and send proof to your lender. I can help streamline finding the best insurance to fit your needs
- Request a list of what conveys with the property
- Schedule home inspection and negotiate repairs
- Acquire a property disclosure from the seller
- Order an appraisal
- Neutralize contingencies. Input any contingencies that may be specific to your area
- Conduct a title search
- Choose your title company
- Schedule your closing
- Solidify both contract effective and allowable move-in dates
- Certify funds for closing
- Stay in close contact with your agent, lender, and title company

6 BEFORE YOU CLOSE

- Transfer funds for closing
- Reserve a moving company and set a moving date
- Change your address through USPS, your bank, and other instances
- Set up your utilities to be activated or transferred
- Confirm that all contingencies are resolved
- Schedule the final property walk-through
- Designate a safe, dedicated space to save your final paperwork
- Stay in close contact with your agent, lender, and title company

7 CLOSING DAY: WHAT TO BRING

- Connect with your lender to wire down payment funds. You'll need to cover the cost of closing and the down payment. Bring a printed confirmation of your wire transfer
- Government-issued Photo ID(s)
- Social Security numbers
- Home addresses from the last 10 years
- Proof of homeowner's insurance
- Your copy of the contract
- Your checkbook

8 CLOSING DAY

- Sign closing disclosure, promissory note, and all other documentation
- Title transfer
- Deed delivery
- Save your paperwork in your pre-designated spot
- **Get your keys -**
  congrats, it's all yours!

Stay in touch with your agent for current or future recommendations regarding your new home.

Call, text, or email me anytime for step-by-step, on-demand information throughout your purchase.

AT YOUR SERVICE

FINANCING YOUR FUTURE HOME

HOME LOANS AT A GLANCE

- Get pre-approved for your loan
- Apply for a mortgage
- Get your home appraised
- Your loan goes through underwriting
- You're cleared to close!

CONGRATS! YOU'RE APPROVED FOR A LOAN!

Follow these tips to protect your loan.

DO:

- ✓ Notify your lender of any address change, whether it's your home address or another listed on your application
- ✓ Notify your lender of any salary or wage changes
- ✓ Be prepared to provide proof of significant bank deposits
- ✓ Acquire homeowner's insurance immediately after going under contract
- ✓ Keep all forms of debt paid and in check

DO NOT:

- ✘ Make large purchases using existing credit without first talking to your lender
- ✘ Apply for or acquire any additional lines of credit
- ✘ Pay off, transfer, or close credit balances unless your lender instructs you to do so
- ✘ Change jobs without first talking to your lender
- ✘ Co-sign for another person seeking to obtain a line of credit or to make a purchase
- ✘ Pay off collections before conferring with your lender

HAVE-ON-HAND

- ☐ A month's worth of your most recent pay stubs
- ☐ Copies of your federal tax returns and W-2's from the last two years
- ☐ The names and addresses of your employers over the last two years, compiled into one list
- ☐ Last three months of bank statements
- ☐ A copy of your real estate agreement
- ☐ The names and addresses of your landlords over the past two years
- ☐ Divorce/separation decree
- ☐ Child support papers
- ☐ Bankruptcy, discharge of bankruptcy papers

MY PROMISE

REAL VALUE
REAL EXPERTISE



ROBERT DARROW
BROKER ASSOCIATE

CREDENTIALS

BA History
Univ. of Iowa

Board Member
Broward, Palm Beaches & St. Lucie Realtors

Founder
@properties, Chicago

When you work with me, you're partnering with a Broker Associate with more than 35 years of experience helping buyers and sellers in Fort Lauderdale, Wilton Manors, and Oakland Park.

My career began in Chicago before I brought my expertise to South Florida. I combine market knowledge, skilled negotiation, and personalized service to help you decide with confidence.

I specialize in residential, condominium, and waterfront properties — and as a boater, I know our canals and waterways firsthand.

I co-founded Floatarama — over $400,000 granted to local nonprofits — and have ridden The SMART Ride for a decade supporting our LGBTQ+ community.

LISTENING FIRST
your goals drive the search

MARKET KNOWLEDGE
data and local insight

HONEST GUIDANCE
straight talk, every step

SKILLED NEGOTIATION
protecting your interests

LOCAL EXPERTISE
Fort Lauderdale and beyond

WATERFRONT LIVING
canals, dockage, bridges

RESPONSIVENESS
always a prompt reply

COMMUNITY
giving back locally

RESULTS
clients for life

COMPASS

1200 E. Las Olas Blvd, Suite 103
Fort Lauderdale, FL 33301

35
YEARS IN BUSINESS

2,600
TOTAL CLIENTS SERVED

45
REPEAT CLIENTS

MY COMPETITIVE ADVANTAGE

INDUSTRY INSIDER

Facilitator, negotiator, teacher, cheerleader, confidant - a good agent wears all the hats. We are watching the industry and evolving with it. Being involved with local, state and national organizations keeps us informed of issues that affect local real estate.

LOCAL EXPERT

I've become something of an area expert. Aside from knowing this market inside and out, being involved in the community has shown me what makes it unique. The personalities and the places, the new and the established, the good and that-which-has-seen-better-days. All feed my local knowledge and will help you when decision time comes.

TECH-ENABLED

Based on customer and agent feedback gathered from all over the world, we developed a suite of leading edge, customer-centric tools that work in your favor, complementing your experience for faster, best-in-class results. With a massive amount of data at my fingertips, I'm able to foresee even the smallest microtrend that could affect you, giving you the full story before you proceed.



MY PROMISE

YOUR TRUSTED PARTNER



From the day you partner with me, and even past the day you step foot in your new home, consider me your dedicated real estate adviser. Whatever you need, I have the resources and expertise to guide your decisions. Throughout your transaction, you can come to me for both the little things and the important steps, like comprehensive home insurance and competitive financing - I have the inside edge on both.

After your purchase, ask me to recommend fully vetted service specialists or about how you can care for your home. Further down the road, should you ever want to sell, I'll be your trusted point person. You'll always have my number, and I'll always be ready to spring into action; just say the word!

A PROMISE TO YOU



To serve the community as a leader in the real estate industry and as a friend and neighbor

To always do the right thing, even if it isn't what is easiest

To take care of your needs at the highest level through unparalleled professionalism and attention to detail. No request is too small

To serve as a trusted local expert and adviser by your side

To consistently and clearly communicate with you in the manner and frequency that you prefer

To treat you and your family with straightforwardness, integrity, and respect at all times

To answer your questions, ease your concerns, reduce your stress, and expertly handle the entire real estate transaction

To hold myself accountable to finding the perfect home for you - after all, that is what my business is built on

A PROMISE TO THE COMMUNITY

WE LIVE HERE, WE GIVE HERE



RED DAY

RED Day, which stands for Renew, Energize and Donate, is our annual day of service. Each year on the second Thursday of May, volunteers across the country give back to their communities. Making a difference in the lives of others and bettering the communities that we serve lies at the heart of the way I do business.



BOYS WITH BOATS

Boys With Boats, a Facebook group that started with 15 members and now boasts thousands in chapters around the world, is a boating club that caters to those who are first-time boaters interested in the lifestyle to owners of mega-yachts, and everyone else in between. Anyone interested in boating are welcome to join a safe and welcoming social atmosphere.



THE SMART RIDE TO KEY WEST

Every year I join hundreds of other individuals who will ride their bicycles or crew from Miami to Key West 165-miles. Our journey is always one filled with hope, filled with pride, and filled with the dream of a future free of AIDS. We guarantee that every penny that we raise will be given to AIDS Service Organizations and directed to prevention, education and direct services. We are making a real difference, change the world, and help free future generations of living with HIV, while helping those already affected, infected or at risk today stay healthy.

MY PROMISE

THE BOTTOM LINE

Real estate is complicated.

That's where I come in.

At the closing table, my goal is for you to feel that the purchase of your home exceeded all of your expectations, so throughout our interactions - from search to close - I'll work hard to achieve that goal.

When you choose me as your partner, you are not just getting a trusted, respected agent - you are getting a local expert who is passionate about serving our community and those who call it home.

Let's get started.



Robert Dawson