



BUYING YOUR HOME

PARADISE EXCLUSIVE REAL ESTATE





Tiffany Clarke has worked primarily with a new home builder for the past three years, making her very knowledgeable with new home building and land in Southwest Florida. This knowledge has helped when assisting customers find land or existing homes.

Tiffany Clarke is result oriented and committed to her client's needs, making them her highest priority. Tiffany's approach is to tend to the details of your home transactions, educating her buyers and sellers, and making their experience as smooth as possible.

Tiffany Clarke is not just a REALTOR®, she runs a real estate business!

CONTACT ME



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YOUR AGENT



WHY CHOOSE ME?

Choosing me as your realtor means partnering with a dedicated professional who goes above and beyond to achieve your real estate goals. With a background in education, having previously served as a teacher, I bring in-depth knowledge, a desire to educate my customers, strong negotiation skills, and a passion for delivering exceptional service. I understand that buying or selling a home is one of the most significant financial decisions you'll make, and I'm committed to guiding you through every step of the process with transparency, integrity, and personalized attention. My track record of successful transactions and satisfied clients speaks for itself, and I look forward to leveraging my expertise to help you achieve success in your real estate endeavors.

LOCAL MARKET EXPERTISE

Deep understanding of the local market trends, neighborhoods, and property values.

NEGOTIATION SKILLS

Proven track record of negotiating the best deals for clients, ensuring maximum value for your investment.

COMMUNICATION

Effective communication is my cornerstone. I ensure seamless interaction between buyers and sellers, keeping all parties informed at every step. I prioritize transparent and efficient communication to facilitate smooth transactions and foster trust throughout the process.

ETHICAL STANDARDS

Adherence to high ethical standards and professional integrity, prioritizing your best interests above all else.

MEET YOUR TEAM



Jim Benson
Broker/Owner



Brian Faro
Broker/Owner



Jessica Souza
Broker/Owner



Claire Wiskowski
Marketing



Larissa Wells
Compliance



— ABOUT PARADISE EXCLUSIVE —

As one of the most successful Boutique Real Estate Brokerages in the region, Paradise Exclusive's Associates pride themselves on recognizing the desires of their clients, communicating effectively, negotiating aggressively and ultimately closing the deal.

There are no gimmicks or lack of efforts, when it comes to listing or buying property with Paradise Exclusive. We work hard to get you the results you deserve.

Pride in our community is a must for us. We give countless hours and significant financial contributions to the communities we live in and the organizations who provide necessary services to our residents, businesses and visitors.

With three offices in Sarasota and Charlotte Counties, we stand ready to help you purchase your dream property or achieve your goal of selling your existing one. When the time comes to choose a professional to represent you in your next transaction, choose wisely and choose someone with your best interest in mind and at heart... we're ready for you!

BUYER ROADMAP

01

PRE APPROVAL

Meet with a lender and get a pre-approval letter. After that we can discuss the type of home you're looking for.

02

SEARCH

I will set you up on a custom client search that will send you every available home that meets your criteria.

03

SHOWINGS

We will set up showings and view the homes you may be interested in.

04

MAKE AN OFFER

After finding the right home, we will discuss important factors needed to submit in a strong offer. We will discuss price, inspection period, contingencies, etc..

05

NEGOTIATION

The seller will accept, reject, or counter the offer. I will help you understand all the terms of the contract and help you decide the best course of action for securing your home on terms that work for you.

06

ESCROW

You will deposit agreed upon earnest money into the escrow account within the time frame of the contract.

07

INSPECTIONS

You will schedule inspections during the time period negotiated in the contract and we will negotiate any repairs requests you would like to make with the seller.

08

FINAL DETAILS

Your lender will typically order an appraisal to determine the home value. I will educate you on your rights as a buyer and offer you alternative routes to take if the appraisal should come back low value.

09

CLOSING

After your loan has been processed you will receive the clear to close. We will perform the final walkthrough before closing. After you sign the documents, it's time to celebrate.

BUYER FAQ

What's the first step I should take?

Unless you plan on paying with cash, your first step will be to get pre-approved for a loan. Once you get pre-approved, you will know with more accuracy the price of the home you can afford. If you are paying cash, the first step would be getting proof of funds.

Is there a difference between pre-qualification and pre-approval?

Pre-qualification is based entirely on the documentation you submit without any credit checks. Pre-approval will involve a more formal process with a credit check involved.

Is hiring a well known and popular agent really the best option?

While it might seem like trusting your home sale process to someone more known and more experienced is a good move, it may prove a mistake. How much time can that agent dedicate to finding your dream home if they are in demand?

What should I look for in an agent?

When it comes to agents, honesty truly is the best policy! Don't simply choose an agent who's promising you everything. Rather go with the realistic agent explaining the situation as it is, without any sugar coating.

What will I need for my pre-approval?

There are many different factors that the lender will use to calculate your pre-approval. The following documents can be expected: Tax Returns, W-2 forms, Pay Stubs, Bank Statements, List of Monthly Debt.

How much money do I need for a down payment?

Down payment depends on the house price, credit score, qualifications etc.. It is best to reach out to your lender to see what your downpayment options would be.

When can I start getting insurance quotes?

You can start looking for insurance immediately upon identifying the home you want to purchase. In fact, it is recommended that you know how much your insurance will be prior to the end of the inspection period. If the insurance is going to be significantly more than you expected you may feel the need to cancel the purchase.



Together, let's turn your real estate aspirations into reality. Choose me, and let's embark on this journey toward achieving your buying goals with confidence and peace of mind.



Thank you!

SCAN
ME



Tiffany CLARKE
REALTOR

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PROPERTY SHOWING SCORE CARD

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