



BUYING A HOME WITH  
**DENOVO**  
===== **REALTY**



Denovo - “A New Beginning.”

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# About Denovo Realty

At Denovo Realty, our mission is to provide an exceptional experience for every client, whether you're buying or selling a home.

**In an industry where many prioritize quick sales, we stand apart by focusing on what truly matters—your goals and your peace of mind.**

We believe in education over sales, empowering our clients to make well-informed decisions that align with their unique aspirations.

The name "Denovo" means "a new beginning," reflecting our commitment to guiding you through the next chapter of your life. Whether you're starting a new journey or closing a cherished chapter, we're here to support you every step of the way. Choosing Denovo Realty means partnering with a team of seasoned professionals who bring expertise, dedication, and a genuine passion for helping you achieve your dreams.

## WHY WORK WITH DENOVO REALTY

**Top 1%**

Of Brevard County  
Brokerages



**WE'RE LOCAL  
WE'RE GLOBAL®**

**GLOBAL HOME  
SEARCH**

# WE CAN ASSIST YOU **ANYWHERE** IN THE WORLD.



As an affiliate of **Leading Real Estate Companies of the World,®** we have access to the highest caliber of real estate professionals in over 70 countries and across six continents. When buying or selling property outside of our local market, our world-class connections can help with real estate needs throughout our continent and to points around the globe. Let us introduce you to a carefully selected sales associate that will provide you with extraordinary service — anywhere your real estate needs take you. Our global network is comprised of the very best real estate companies and the most talented professionals in the world.

## WORLD-CLASS SERVICE. WORLD-CLASS INTRODUCTIONS.



INTRODUCTIONS MADE  
IN 100 COUNTRIES IN  
2022



24,000 AFFILIATE- TO-  
AFFILIATE CLIENT  
INTRODUCTIONS MADE EACH  
YEAR



190 CLIENT INTRODUCTIONS  
MADE DAILY WORLDWIDE



A REFERRAL IS PLACED  
EVERY 10 MINUTES IN OUR  
NETWORK

## I'M LOCAL I'M GLOBAL®

550  
companies

4,900  
offices

138,000  
sales associates

70 +  
countries

# The Benefits of Buyer Representation

Buying a home is a major decision, but it doesn't have to be overwhelming. Without a clear plan, effective communication, and strong negotiation skills, the process can become stressful and less rewarding. We're here to make sure that doesn't happen.

Our mission is to help you find the perfect home while ensuring a smooth, successful experience from start to finish. Your home is one of your most significant financial investments, and it deserves expert guidance. With extensive experience in the Florida Space Coast real estate market, we've successfully assisted numerous clients in finding their ideal homes.

To achieve this, we guide our clients through a well-defined process, broken down into five key steps:

## **Buyer Consultation**

## **The Power of Pre-Approval**

## **Home Shopping**

## **Negotiating an Offer**

## **Navigating to a Successful Closing**



Choosing to work with a Denovo Realty agent means you're not just another buyer—you're a valued client who deserves the best possible experience. Here's why having buyer representation is so important:



### **EXPERT NEGOTIATION POWER:**

Our agents are experienced negotiators dedicated to securing the best price and terms for your home purchase.



### **COMPREHENSIVE MARKET INSIGHT:**

As local market experts, we provide essential insights on market trends, neighborhood values, and future developments. This allows us to guide you on the best time to buy and the right price to offer.



### **ACCESS TO EXCLUSIVE LISTINGS:**

With Denovo Realty, you gain access to listings not publicly advertised. Our network often uncovers homes before they hit the market, giving you a competitive edge.



### **PROFESSIONAL NETWORK**

We have access to a network of professionals including inspectors, lenders, repair companies, and attorneys to make your home buying journey stress free.



# Your Buyer Consultation Experience

At Denovo Realty, we believe that finding your dream home is a journey best taken with a trusted guide by your side. Our buyer consultation is designed to ensure that your home-buying experience is as smooth and stress-free as possible.

## Here's what you can expect:

### **Understanding Your Wants and Needs:**

Your vision is our priority. During our consultation, we'll take the time to understand everything you're looking for in a home—whether it's the perfect neighborhood, the number of bedrooms, or the ideal layout. By getting to know your preferences, we can tailor our search to only show you homes that truly match your lifestyle.

### **Navigating the Home Buying Process:**

We'll walk you through every step of the buying process, from getting pre-approved for a mortgage to making an offer and closing the deal. Our experienced agents will provide you with a clear roadmap, so you'll always know what to expect.

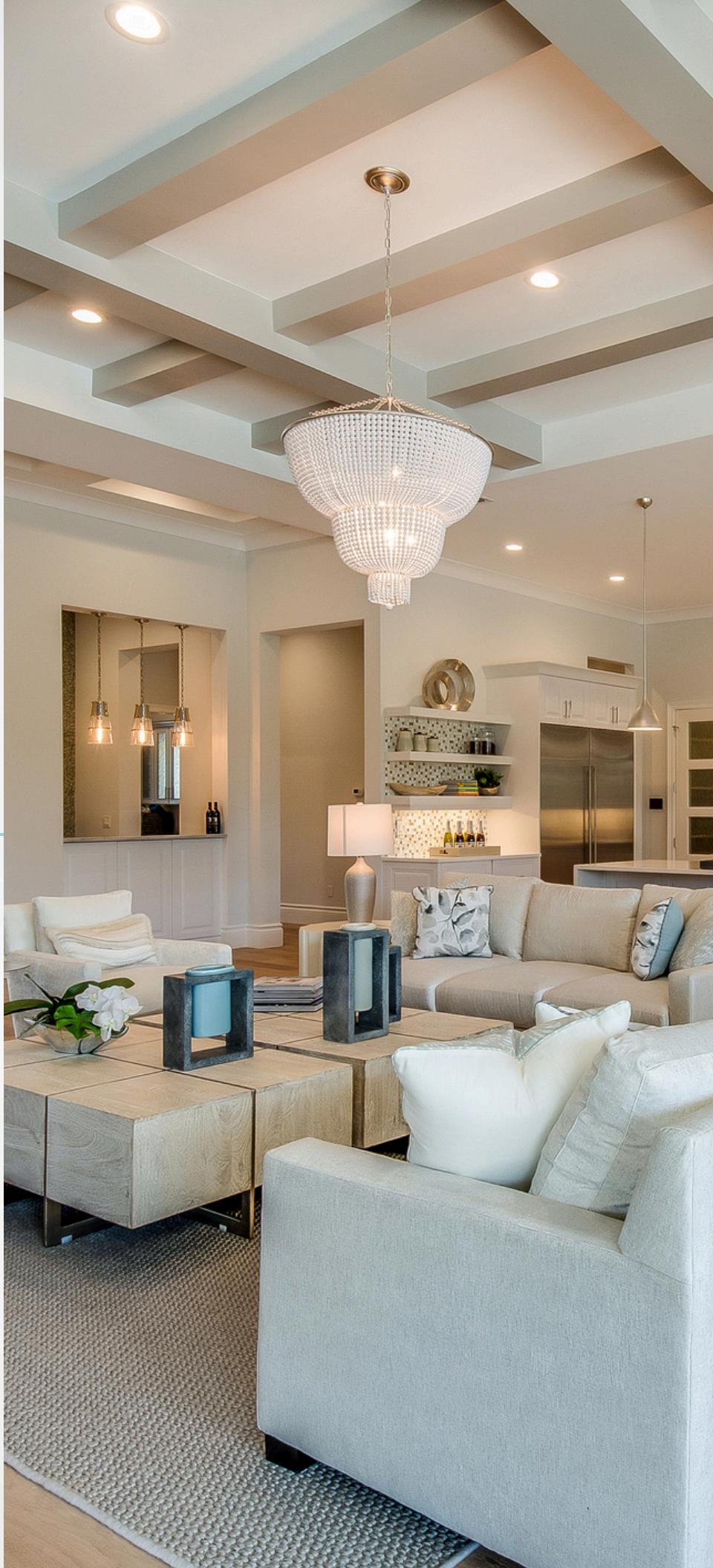
### **Reviewing the Written Agreement:**

Before we start viewing homes, we'll go over the written agreement required to proceed. This agreement is a crucial step that formalizes our commitment to helping you find the right home. We'll explain everything in detail, ensuring you're comfortable and fully informed before we move forward.



**Let Denovo Realty  
be your partner  
in this exciting  
journey**

With our  
dedicated team  
by your side,  
you'll have  
everything you  
need to  
confidently take  
the next step  
toward  
homeownership



# The Power of Pre-approval

Getting pre-approved is a crucial first step in your home-buying journey. A pre-approval not only shows sellers that you're a serious buyer but also helps you understand exactly how much home you can afford. In most cases, sellers will require buyers to have a pre-approval letter before allowing a viewing or accepting any offers. With a pre-approval in hand, you can make offers with confidence, knowing you're backed by a lender ready to support your purchase.

## Clear Budget:



Knowing your borrowing limit upfront allows you to focus your home search on properties within your budget. This clarity ensures you're looking at homes you can confidently afford, making the entire buying process more efficient and less stressful.

## Negotiation Power



Being pre-approved shows that you're financially prepared, which can be a valuable advantage during negotiations. It reassures the seller that you have the ability to secure financing, reducing the risk of the deal falling through, and may even give you leverage to negotiate better terms or concessions.

## Smooth Closing



The preapproval process allows you to address any potential issues with your credit or finances upfront, minimizing surprises during the closing process. It also speeds up the loan process, reducing delays and helping ensure a smooth, hassle-free closing.

# Steps to Getting Pre-approved

## ✓ **Gather Your Financial Information:**

Collect documents such as pay stubs, tax returns, and bank statements to provide a clear picture of your financial situation.

## ✓ **Choose the Right Lender:**

Collect documents such as pay stubs, tax returns, and bank statements to provide a clear picture of your financial situation.

## ✓ **Submit Your Application:**

Complete the pre-approval application with your chosen lender. They'll review your financial details and determine how much you're approved to borrow.

## ✓ **Receive Your Preapproval Letter:**

Once approved, you'll receive a preapproval letter indicating your loan amount. This letter is essential when making offers and may be required to schedule viewings with certain sellers.

## HOW DENOVO REALTY CAN HELP

At **Denovo Realty**, we're here to guide you through every step of the pre-approval process. Our team has strong relationships with reputable lenders who can offer the right loan options tailored to your needs. We'll connect you with lenders who understand your financial goals and help you secure the best financing for your new home.

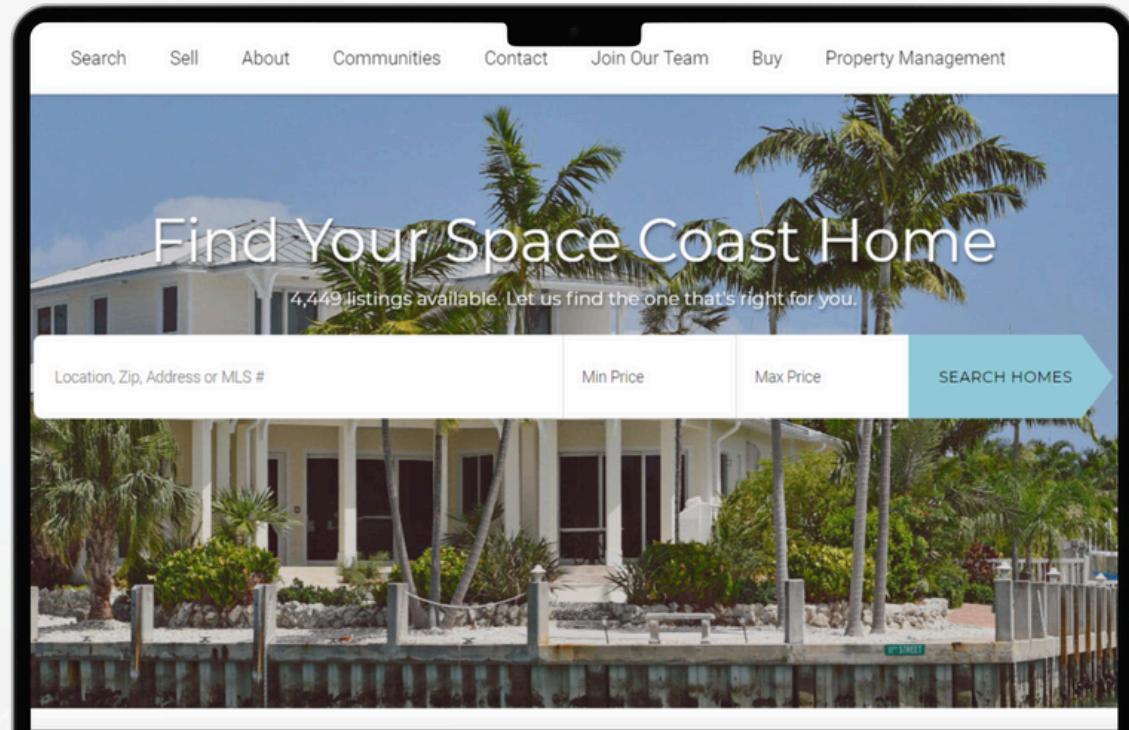
By starting your home search with a pre-approval, you're setting yourself up for success. Let Denovo Realty be your partner in finding the right lender and making your home-buying journey as smooth and stress-free as possible.

# Home Shopping Denovo Realty's Home Search Tool

At **Denovo Realty**, we believe in making your home search as seamless and efficient as possible. Our website is designed with advanced features that put you in control, providing you with the most up-to-date information and tools to streamline your home-buying experience.

## EXPERIENCE THE DENOVO REALTY ADVANTAGE

With **Denovo Realty's website**, you're not just searching for a home—you're gaining a powerful tool that keeps you informed, organized, and connected throughout your entire home-buying journey. Let us help you find your dream home with the latest technology and personalized service that puts you first.





## Immediate Updates & Email Notifications

Stay ahead of the market with real-time updates and email notifications. The moment a new listing hits the market, a price drops, or a property comes back on the market, you'll be the first to know. This ensures you never miss out on a potential dream home.

## Personalized Portal to Save Listings & Request Showings

Our website offers a personalized portal where you can save your favorite listings, making it easy to keep track of the homes that catch your eye. From your portal, you can also conveniently request showings, streamlining the process of scheduling visits to the properties you love.



## Notifications for Coming Soon Listings

Get the inside scoop on homes before they officially hit the market with our "Coming Soon" notifications.

## Seamless Communication & Activity Tracking

Your agent is with you every step of the way. Through our website, your agent can track all your activity, from saved listings to requested showings, ensuring they're always up to date on your preferences and search history. This integration allows for smooth communication and ensures your agent can provide timely advice and support based on your latest interactions.



# Negotiating An Offer

Real estate negotiations are stressful, as buyers and sellers juggle emotions, finances, and complex terms. Miscommunication or market uncertainty can stall deals or lead to poor outcomes. Therefore, having a skilled negotiator is crucial to securing the best deal with confidence and clarity.

## DENOVO REALTY NEGOTIATION STRATEGIES

Our agents' extensive experience is crucial in securing the best outcome for your home sale. With deep understanding of market dynamics and negotiation strategies, they anticipate challenges, navigate complex terms, and advocate effectively on your behalf to maximize your sale price and ensure a smooth, successful transaction.

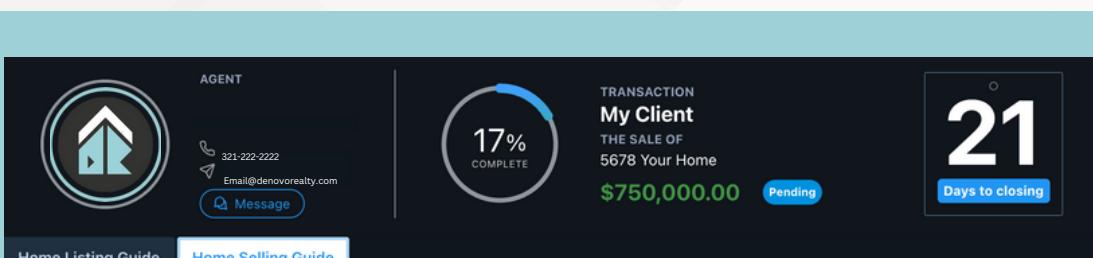
**Utilizing Alternative Negotiation Terms:** Negotiating concessions beyond the purchase price—such as flexible closing dates, inspection periods, or favorable financing terms—can give the seller a sense of "winning" and make your offer more appealing, even if it's not the highest on the table.

**Leveraging Strong Relationships:** We prioritize direct communication with other agents to ensure successful negotiations. Phone calls are more effective than texts or emails, helping us understand the other side's priorities, foster collaboration, and secure the best outcomes for our clients.

**Creating a Win-Win:** We aim for win-win outcomes by identifying solutions that benefit both parties. By offering what's cost-effective for the seller and valuable to the buyer, we ensure a successful and mutually satisfying transaction.

# Navigate to a Successful Closing

At Denovo Realty, we provide dedicated transaction coordinators who expertly manage the details of your home sale, ensuring a smooth and efficient process. Their role is to handle paperwork, coordinate deadlines, and communicate with all parties involved. To keep everything on track, we offer clients access to personalized portals where you can easily monitor the progress of your transaction, stay informed, and feel confident that your closing will happen seamlessly and on time!



The dashboard displays the following information:

- AGENT:** Denovo Realty logo, phone number 321-222-2222, email Email@denovorealty.com, and a 'Message' button.
- TRANSACTION:** My Client, THE SALE OF 5678 Your Home, \$750,000.00, and a 'Pending' status.
- Timeline:** 21 Days to closing.

**Home Listing Guide** | **Home Selling Guide**

**Congratulations, you are under contract!! 🎉**

Congratulations! The seller has accepted your offer, and we're thrilled to move forward with you. Every step will align with our contract timeline, and our team is dedicated to ensuring a seamless process for you. Rest assured, we'll guide you through each milestone to make your home buying experience as smooth as possible.

**Your Earnest Money is Due!**

Earnest Money must be deposited before 5 PM on this date per the contract. Our team will promptly assist in making arrangements and helping obtain wiring instructions well in advance.

**Schedule Inspections 📅**

As a buyer, you're responsible for covering the cost of home inspections. However, our team will collaborate with the listing agent to arrange a convenient date and time for inspections well before the deadline. This allows ample time to address any repair requests and negotiate if necessary, ensuring a smooth and informed home buying process.

**Due Diligence Deadline 🕒**

Approaching the due diligence deadline, it's crucial to conduct all inspections and finalize any repair requests or negotiations by this date. Our team will assist you in submitting everything to the seller in accordance with the timeline, ensuring all necessary steps are completed for a successful transaction.

**Financing and Appraisal Deadline 📈**

Your loan officer will order the appraisal, which must be completed and received before the deadline to address any potential issues. Our team will navigate this process with you and your loan officer to ensure a successful outcome for your home purchase.

**Congratulations, it's Closing Day! 🎉**

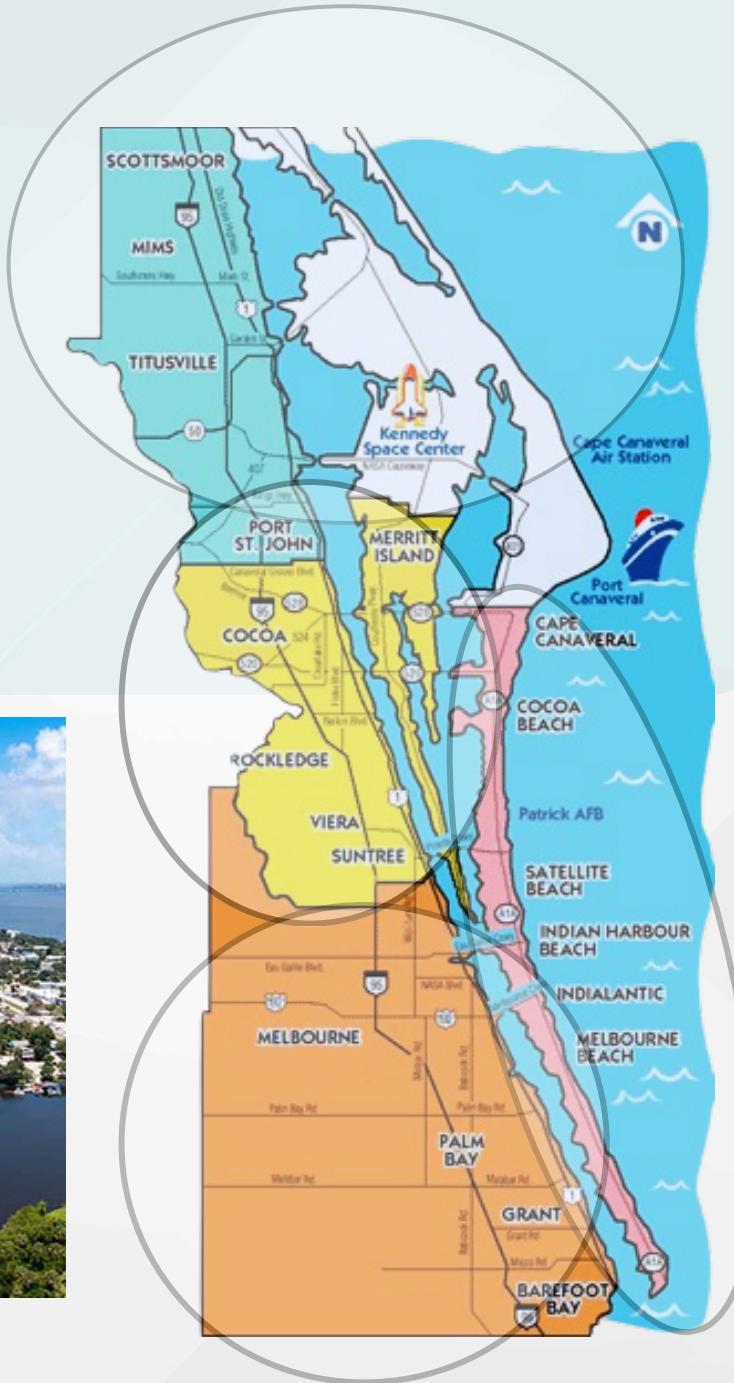
As closing approaches, we'll coordinate with you for the final walkthrough and set up a time for you to sign the paperwork with the title/escrow company.

# About **BREVARD COUNTY**

Brevard County, known as **Florida's 'Space Coast'**, offers **72 miles** of stunning coastline along the East Central Coast. Home to the iconic NASA Kennedy Space Center, the area is also a thriving hub for high-tech industries, with major companies like Northrop Grumman, L3Harris, and SpaceX.

Its prime location provides easy access to Orlando's theme parks, International Airport, and the cruise port in Cape Canaveral, making the Space Coast a top choice for both vacationers and residents. This vibrant region uniquely blends technological innovation with natural beauty, creating an exceptional place to live and work.

Living on the Space Coast means enjoying the best of both worlds—a dynamic, well-connected community set amidst the tranquility of a coastal retreat.



# Utility Services **Directory**

## **ELECTRIC**

For all Cities in Brevard

### **Florida Power & Light Co.**

-  (321) 723-7795
-  [www.fpl.com](http://www.fpl.com)

## **GAS**

For most of Brevard County

### **Florida City Gas**

-  800-993-7546
-  (321) 632-1734 *New Homes*
-  [www.floridacitygas.com](http://www.floridacitygas.com)

## **WATER, SEWER, AND TRASH**



### **City of Cocoa**

*provides service from Port St. John south to the Pineda Causeway in North Melbourne and includes residents from Merritt Island, Cocoa Beach, Suntree, Viera and Cape Canaveral*

-  Cocoa City Hall 603 Brevard Ave.
-  (321) 433-8400
-  [www.cocoaf.gov](http://www.cocoaf.gov)
-  [customerservice@cocoafl.org](mailto:customerservice@cocoafl.org)

### **Mims & Scottsmoor**

*The residents use county water and sewer service.*

-  Brevard County Utilities Finance Office  
2262 High Drive, Mims
-  (321) 264-5130

### **Titusville**

-  Titusville City Hall 555 Washington Ave
-  (321) 383-5791
-  [www.titusville.com](http://www.titusville.com)

### **City of Melbourne**

*supplies water to its residents and to those of Indian Harbour Beach, Satellite Beach, Indialantic, Melbourne Beach, Melbourne Village and parts of West Melbourne:*

-  Melbourne City Hall 900 E. Strawbridge Ave.
-  (321) 727-2900 or (321) 953-6390
-  [www.melbourneflorida.org](http://www.melbourneflorida.org)

### **Palm Bay**

*The city provides water and sewer service through its utilities department.*

-  Palm Bay City Hall 120 Malabar Road S.E.
-  (321) 952-3420
-  [www.palmbayflorida.org](http://www.palmbayflorida.org)

### **West Melbourne**

-  West Melbourne City Hall 2285 Minton Road
-  (321) 727-7700
-  [www.westmelbourne.org](http://www.westmelbourne.org)

# Helpful Resources



**Home Search**



**Calculate  
Mortgage  
Payments**



**Property  
Appraiser Site**



**Watch Home  
Buying Tips**



**Homestead  
Exemption Info**



**Search Flood  
Zones**



**See School  
Grades**



**Visitors Space  
Coast Guide**

## Resource Links



