



Stephanie
Younger

COMPASS

Home Buying Guide

SILICON BEACH | LOS ANGELES



Find your place with the top rated team in Silicon Beach.

A Los Angeles native and a top real estate agent in the area, Stephanie has brought a world of experience and vision to her clients throughout her long and successful real estate career. From her professional background in sales, event planning, hospitality, and the arts, she honed exceptional negotiation skills, an eye for detail and style, and an unwavering commitment to customer satisfaction. An alumna of Loyola Marymount University and long-time Westchester resident, Stephanie is loyal to the Westside with a commitment to serving the people and communities she knows and loves, especially Westchester, Playa del Rey, Marina del Rey, Playa Vista and the surrounding areas.

Stephanie Younger
Team Leader
DRE 01365696

18+ years of experience

“Real estate, like life, is all about getting the details right,” Stephanie says.

“That means understanding the client’s needs and hopes, that the client knows their choices, and that we work together efficiently to achieve the transaction they expect when choosing a top agent.*

There are many people involved along the way—family, other agents, legal advisors, escrow officers, lenders—and a major part of my job is to streamline communication and relieve anxiety by triple-checking the “small stuff.”

Stephanie Younger’s results-driven approach, integrity and honesty have earned her top-producer status, as well as the hard-earned respect of her clients and colleagues. Most recently, she has become a top media resource for all things Westside. You can see her featured in numerous articles such as *The LA Times*, *The Argonaut*, *Curbed LA* and more.

About Stephanie Younger Group

At the Stephanie Younger Group, we know that buying a home is an emotional process and a major financial decision - and we're here to help you every step of the way. With 10 staff members and 17 award-winning agents,, our greatest asset (and the key to our success) is our team structure. Each member of our team has a specialized role and a singular focus, dedicated to achieving the very best results for our clients during the entire home buying process.

Our core motivation is to make the biggest impact possible on our clients, community, and the industry at large - and it shows. With more than 18 years of experience in Silicon Beach, we have earned 20% market

share and have closed more than \$1 billion in sales. In 2019 we once again earned the Best of HomeTown News and Argonaut's Best of the Westside in all nominated categories and earned our position as 113th top-producing real estate team nationally in Wall Street Journal and 18th locally in the LA Business Journal. Our clients have also given us more than 280 verified perfect reviews on Zillow, Yelp, and Google. We are energized by the lifelong friendships we've built in this community. In fact, it's common to see past clients, neighbors, city workers, and other locals stopping by our office for a friendly chat over a cup of coffee.

At the Stephanie Younger Group, we also believe it's important to give back to the community we love so much. We are proud to sponsor beloved annual community events such as the Westchester Arts and Music Block Party, the LAX Coastal Chamber 4th of July Parade, Rock Roll and Run, BooFest, Westchester Farmer's Market, and more. Through our Give Together program, we have donated more than \$350,000 to local causes to date. To us, there is no better feeling than to give back and invest goodwill in the place we call home.

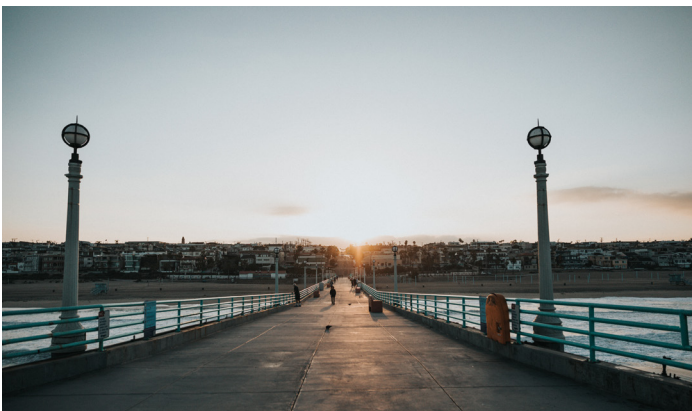
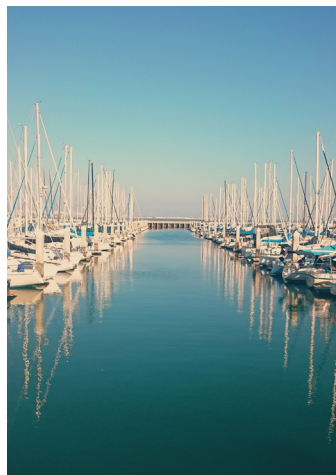


Community Highlights

The Neighborhoods

Westchester, Playa del Rey, Playa Vista, Marina Del Rey, Culver City, Venice Beach and Manhattan Beach

There is an incredible energy in Silicon Beach right now that the world is changing. Home to numerous neighborhoods that boast picturesque beaches, outdoor recreation, award-winning restaurants, nightlife, shopping, and fun for the whole family, Silicon Beach is flourishing.



Art & Culture

Annual Westchester Arts & Music Block Party

In support of the Emerson Avenue Community Garden. Live music, art, vendors and community booths, kids activities, garden tours, food trucks, and a beer and wine garden.



Loyola Marymount University Athletics and Live Performances

Throughout the year, the students of LMU host live performances open to the public. Every summer, the annual Shakespeare on the Bluff festival is a local favorite.



Westchester Sunday Farmer's Market

Dining

WESTCHESTER

Alejos Italian Restaurant

An SYG favorite. We can't get enough of the chopped salad and the Chicken Piccata.

Cinco

Just across the street from the SYG office on Manchester. Perfect for Happy Hour Tacos and Margaritas on tap!

Truxton's American Bistro

The perfect place to meet friends for lunch or dinner, their menu leaves everyone satisfied.

Three Weavers Brewery

The best spot to try a new brew and hang with friends. They provide the game boards - you bring the food!

PLAYA VISTA

Sol Mexican Cocina

An extensive baja style menu, superb cocktails and their own single barrel aged tequila. Need we say more?



Panini Kabob Grill

Our favorite mediterranean food in Silicon Beach.

PLAYA DEL REY

Playa Provisions

Woman-owned and beach inspired, this restaurant is in the heart of the Playa del Rey beach scene and is oh-so-yummy.



VENICE

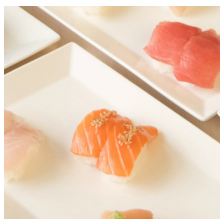
Superba Food & Bread

For a quick cup of coffee, lively brunch with friends, or intimate dinner.



Salt & Straw

From their freshmade waffle cones that you can smell from blocks away to their vast menu of the most creative —and delicious—ice cream flavors around, this place will keep you coming back for more.



MARINA DEL REY

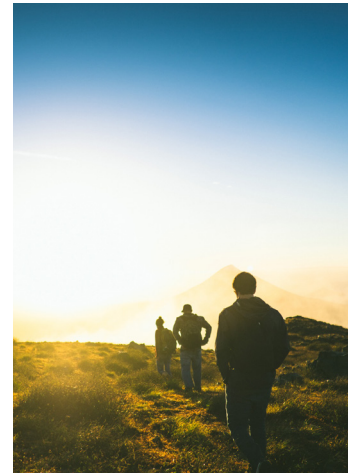
Sugarfish

You may have to wait for a table, but you won't be complaining once you taste the sushi.



Firestone Walker Brewery and Restaurant

Their rotating tap is always inspired and always delicious, and their food satisfies any craving.



Activities

Beaches

"Toes" is great for a family beach day, Dockweiler features dozens of fire pits, and El Porto in North Manhattan Beach has the perfect sandbar for surfing.

Hiking/ Nature Trails

Ballona Wetlands, Venice Canals, Baldwin Hills Scenic Overlook, LMU hiking trail.

Testimonials



★★★★★
Highly likely to recommend
Zillow Reviews

Local knowledge

★★★★★

Process expertise

★★★★★

Responsiveness

★★★★★

Negotiation skills

★★★★★

If you are buying or selling a home in the LA area, I would highly recommend the Stephanie Younger Group. This team has represented me twice in real estate transactions, and they are awesome to work with. A number years ago, I purchased a condo in Playa Del Rey with Juliet as my agent. I had such a great experience working with Juliet and the team at Stephanie Younger, that when it came to selling the condo, I went back to them again!

June Izner
Playa del Rey

I would recommend Stephanie Younger without hesitation to anyone with a need for assistance with any aspect on any type of Real Estate transaction. In the past 6 years I had the pleasure of buying a home that she listed and having her sell the same home 6 years later. She can be described as friendly, professional, knowledgeable, expert, genuine, and trustworthy. I consider her a friend.

Anonymous
Westchester

I would recommend Stephanie Younger without hesitation to anyone with a need for some assistance with any type of real estate transaction. In the past 6 years I had the pleasure of buying a home that she listed and having her sell that same home 6 years later. She can be described as friendly, professional, knowledgeable, expert, genuine and trustworthy. Her team made my recent cross-country move seamless in every way, every day, [in] every aspect. I always felt they were looking out for my best interest and focused on delivering an excellent experience, which they did beyond my expectations. They did everything with expertise and a sense of urgency. Given I was 3,000 miles away for all of it, I am and was so very thankful!

Anonymous
Westchester

I cannot stress enough the excellent service we experienced listing and selling our home with Stephanie and her team. She is extremely knowledgeable about the local market and her presentation of comps is clear and comprehensive. The team are great communicators and laid out exactly what to expect throughout the process. She made great recommendations for aesthetic improvements and had vendors lined up to do the work. We were on a tight timeline to get the home ready and on the market, and Stephanie and her team got everything completed right on schedule. The marketing materials and campaign put our home in the best light. She is a skilled negotiator and walked us through each step of the negotiations. Stephanie and her team are knowledgeable and responsive. She's a total pro!

Jenna Knudsen
Westchester

The Home Buying Process

Phase 1

Defining success

- What is your motivation to buy?
- What is your time frame to move?
- Ideal features vs. non-negotiables?
- What neighborhood attributes are you looking for?

Preparation

- Select a lender for pre-approval process and letter
- Discuss how the numbers work with our home search
- Review contracts and timelines
- Sign exclusive buyer-broker agreement

Understanding the market

- Research neighborhoods of interest
- Analysis of active, pending and sold homes
- Seasonal nuances
- Market forces today

Phase 2

Let's find your home

- Notifications of new and off-market listings
- Review listings online with Compass Collections tool
- Attend open houses and showings
- Select your ideal home

Offers and negotiation strategies

- Discuss terms to make a compelling offer
- Strategies for a possible multiple offer situation
- Offer presentation, highlighting buyer strengths
- Negotiate to optimize price and terms
- Acceptance of an offer



The Home Buying Process

Phase 3

Escrow process

- Obtain fully executed contract and open escrow
- Wire initial deposit to escrow per terms of agreement
- Notify lender to begin the loan and order appraisal
- Sign and return escrow paperwork
- Contact insurance agent for homeowners coverage
- Provide escrow with vesting (title information)

Inspections and disclosures

- Schedule all home inspections
- Review disclosures and reports
- Approve or negotiate repairs based on the inspection reports
- Review and approve preliminary title report
- Honor timeline and remove contractual contingencies
- Schedule final walk-through prior to closing

Phase 4

Closing

- Review closing statement from escrow
- Meet with escrow to sign loan docs and closing paperwork
- Wire the down-payment and closing costs to escrow
- Transfer utilities to new home
- Receive recording confirmation and key delivery
- Celebrate!

Working together again

- Staying in touch
- Providing resources and recommendations
- Referrals, testimonials and online reviews
- Second homes and investment properties



Contact us today to
discover how we can help
you find your place.



**Stephanie
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COMPASS

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