

**CENTURY 21**<sup>®</sup>  
Rainbow Realty



*Laguna Woods Village*

**BUYERS  
GUIDE**



[WWW.C21RAINBOW.COM](http://WWW.C21RAINBOW.COM)

# *Table of* **CONTENTS**

- 01* **ABOUT THE AGENT**
- 02* **YOUR GUIDE TO THE HOME BUYING PROCESS**
- 03* **BUYER REPRESENTATION BENEFITS**
- 04* **HOW A BUYERS AGENT IS COMPENSATED**
- 05* **REASONS TO PURCHASE IN LAGUNA WOODS**
- 06* **TIMELINE OF A PURCHASE**
- 07* **LAGUNA WOODS FINANCIAL QUALIFICATIONS**
- 08* **LAGUNA WOODS HOA DUES**
- 09* **WHAT YOUR HOA DUES AND & GRF FEES COVER**
- 10* **TESTIMONIALS**



*LET'S DO IT!*



# MARTHA SURBIDA, REALTOR

Hi! My name is Martha Surbida and I am currently working in beautiful Orange County as a Realtor, with Century 21 Rainbow Realty in Laguna Woods, California. I love working with people maximizing their financial investments in Real Estate.

I hold a Senior Resident Real Estate Specialist Designation since 2010. I am also bilingual in Spanish. I am a graduate of University of La Verne. My previous experience has been in teaching for many years and as Director of Employee/Employer Relations, negotiating with Labor Unions, which is a great skill in Real Estate transactions to obtain the top dollar price in buying and/or in selling properties. I love what I do and most of all I love to help you find your dream home or sell your home to reinvest in a property that brings you joy.

*Martha Surbida*

*01*

# *Your Guide* **TO THE HOME BUYING PROCESS**

Most buyers looking for a home begin the journey filled with excitement and a bit of trepidation.

This is understandable when you consider that purchasing a home is one of the biggest financial decisions you will make during your lifetime. So of course you want to get it right — without a lot of uncertainty or stress about the process.

With Century 21 Rainbow Realty on your side, you can rest easy that we will be there for your whole journey, from home shopper to homeowner. And we intend to make your experience as easy and enjoyable as possible.

Whether this is your first home or your tenth, read on in this guide for advice and tips to help you navigate today's home buying process in Laguna Woods. Or reach out to us for a personal consultation around your specific situation.

*Martha Surbida*

Realtor  
01863980

# *Buyer* REPRESENTATION BENEFITS

As Laguna Woods Village is a unique community with financial qualifications to purchase a home, here are the top 10 reasons to hire a Laguna Woods Specialist to represent you:

- MARKET EXPERTISE
- RISK REDUCTION
- PROPERTY EXCLUSIVES
- NEGOTIATION SKILLS
- AFTER-SALE ADVICE
- PERSONALIZED STRATEGY
- INDUSTRY CONNECTIONS
- STREAMLINED EXPERIENCE
- DEDICATED ADVOCACY



*03*

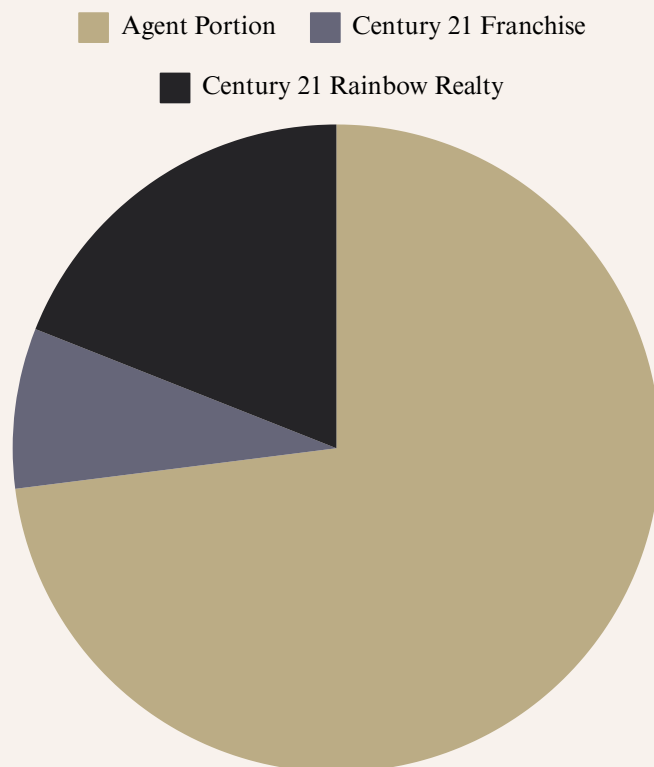


# How a Buyer's Agent is Compensated

Using the California Buyer Representation and Broker Compensation contract (BRBC) a buyer and their agent negotiate the compensation the Buyer will pay the Brokerage for their services.

The Buyer can choose to negotiate the compensation owed to the Brokerage within the purchase contract and ask the Seller to participate in paying the Buyer's Brokerage compensation.

## AGENT COMPENSATION SPLIT



# REASONS TO PURCHASE IN LAGUNA WOODS

Deciding to purchase a home in a 55+ community offers you many benefits. Whether you're relocating to be closer to family, downsizing, or looking for a vacation home, Laguna Woods Village offers the following amenities.

## COMMUNITY

With more than 250 clubs and organizations, plus countless special events and activities, residents easily find like-minded people and make new friends.

## SAFETY

The Laguna Woods Village Security Division is responsible for the administration and operation of our 24-hour/7-day a week security for our private community.

This includes, but is not limited to:

- Gate ambassadors attending to our access gates
- 24-hr dispatch attending to community service requests
- 24-hr patrols by marked security

## AMENITIES

The opportunities are endless. Resort-style amenities include two professional golf courses, five swimming pools, tennis and pickleball facility, lawn bowling center, equestrian center, performing arts center, numerous art studios, and more

## QUALITY OF LIFE

Our living situation directly impacts how we feel about our quality of life, which is why many people choose to downsize and simplify at this time in their lives. Laguna Woods offers an active lifestyle while you transition from your career to retirement.



# *Timeline* **OF A PURCHASE**

01

## **HIRE A LAGUNA WOODS SPECIALIST**

The various types of home ownership, numerous models and qualification process create a need for representation by an experienced agent. Negotiate a Buyer Rep & Broker Compensation Agreement

02

## **PREPARE FINANCIAL DOCUMENTS**

As your agent, I am well versed in the HOA financial qualifications to purchase and can guide you in gathering the required documents in support of making a strong offer within your defined price point.

03

## **TOUR PROPERTIES**

Investigate which floor plan fits your needs. My knowledge of the over 90 models in Laguna Woods will allow you to find the right home for you.

04

## **SUBMIT AN OFFER**

Using market data to determine an offer price and terms, and my local expertise, I will assist you in determining market value of the home you select to make a strong offer.

05

## **OFFER ACCEPTED**

Once your offer has been accepted, escrow will open and I will guide you through the escrow process, from start to finish.

06

## **INSPECTION & APPRASIAL**

I will assist you in obtaining a 3rd party inspection of the home and walk you through the HOA 1st inspection. Negotiate the repair request as applicable. Discuss permits if needed for alterations.

07

## **GO TO CLOSING**

From Offer to Closing, I'll closely monitor any seller required HOA corrections/permits as well as Buyer Mutual Board approval for an on time closing.





*Laguna Woods*  
**HOA DUES**  
*2024*



**UNITED MUTUAL**

Co-Op Base Monthly Dues:  
\$663.98



**THIRD MUTUAL**

Condo Monthly Dues: \$815.82

1 & 2 story buildings

Condo Monthly Dues:

\$831.65 (Carport) \$838.15 (Subterranean)

3 story buildings



**MUTUAL 50**

The Rossmoor Towers-HOA Dues vary  
model & occupants, click here:

[Monthly HOA Dues](#)

*OS*

# WHAT YOUR HOA FEES COVERS



## **HOA Dues cover costs for the following services:**

• Water • Laundry Room Maintenance • Sewage • Landscape Maintenance • Trash Pick-Up • Subsidized Internet Service (West Coast Internet) • Roof Maintenance • Free Basic Cable TV • External Stucco Repair and Painting • Security Services

## **All classes, clubs and studios are available for use by owners:**

• Clubhouses and Recreation Activities including access to all gyms and pools (only for use by Laguna Woods Residents and their guests) • Laguna Woods Library and Historical Society • Village Activities - you'll find more information at this link: <https://lagunawoodsvillage.com/amenities>.

## **HOA required GRF fee of \$7,500 at time of purchase**

Golden Rain Foundation is responsible for:

• Transportation Bus Service • 7 Clubhouses • 2 Garden Centers • 5 Pools • 2 Golf Courses • 2 Fitness Centers • The Tennis Complex and Pickleball Courts • The Equestrian Center and Trails • The Fine Arts & Crafts Facilities • Social and Recreation Programs • Road and Parking Lot Maintenance

In accordance with Civil Code §4580, GRF charges a Trust Facilities Fee, a capital contribution on all resale transactions. This key revenue source is used for reserves planning and improvements and helps keep monthly assessment costs down as a result of buyers contributing to reserves at the time of purchase through the resale process.



# TESTIMONIALS...

We are home sales experts in Laguna Woods, and we are confident in our ability to handle your transaction and any surprises that may pop up along the way to the closing table. But don't just take our word for it! Here's what some of our past clients have said about their experience working with us:

YOU GAVE ME  
ALL YOUR ATTENTION,  
ASKED GENERALLY WHAT I WAS  
LOOKING FOR AND ASKED SPOT-ON  
QUESTIONS TO NARROW IT DOWN TO JUST  
WHAT I WAS LOOKING FOR. YOU HANDLED  
ALL THE DETAILS, TOOK ALL THE STRESS  
OUT OF MOVING, SO IT WAS TRULY A  
WONDERFUL ADVENTURE.

-BUYER KAREN T.

MARTHA WAS SO COMPASSIONATE IN HER HANDLING OF THIS LISTING THAT I CAN NEVER EXPRESS ENOUGH GRATITUDE. IN ADDITION, MARTHA WENT FAR AND ABOVE IN MAKING SURE TO GIVE THIS LISTING THE ATTENTION IT DESERVED AND TO HELP ME OUT IN MY TIME OF NEED. -SELLER ROBERT G.

Thank you...



CENTURY 21

**97% CLIENT  
SATISFACTION**

REALSATISFIED SURVEY 2023  
EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED.

**CENTURY 21**



CENTURY 21

**THE MOST  
RESPECTED  
BRAND IN THE  
INDUSTRY**

KANTAR STUDY 2023  
EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED.

