



COMPASS

Buyer Guide

Successfully navigate your next home purchase with ease

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About the Nina Bhanot Group

We are driven by a simple goal: to create an absolutely stellar real estate experience. That means minimizing your stress, being your advocate and providing valuable insight and guidance along the way.

The Nina Bhanot Group is a team of listing, buying, relocation, and luxury home specialists. Since starting her real estate career over a decade ago, Nina Bhanot has been a number one producing agent, ranking in the top 1% of Realtors in DFW.

Purchasing the biggest investment of your life is no simple task. The Nina Bhanot Group takes the time to understand what's important to you and the characteristics of a home that reflects your wants and needs. We understand that buying a home is a pivotal part of your life so we look at long term investment and re-sale value to ensure your dream home serves as an asset to you.

We take a consultative approach to learn what is important to our clients, then pair their wants and needs with our extensive knowledge of the market to develop personalized recommendations.

We have amazing partners that share our vision and dedication for our clients. Our expansive experience has allowed us to curate the best of the best across several industries: lenders, insurance providers, inspectors, vendors etc.

We keep our clients and all parties updated throughout the transaction and do whatever it takes to ensure our clients are making the best possible investments. With over 30 years of combined experience, we have the know-how to help you make the right decision about buying your home with ease. We look forward to the opportunity to serve you, our clients!



The Proof is in the Numbers

Top 1%

of Realtors in DFW

85%

Business by Referral

250+

Reviews on Google,
Facebook & Zillow

725+

Transactions to Date

30+

Years in Real Estate

\$260+

Million in Total Sales

Accolades

Real Trends America's Best Real Estate Professional

D Magazine Best Realtor since 2015

Local Profile Top Realtor

North DFW Real Producers Top 500

Starred on CBS's American Dream TV

Starred on HGTV's "My First Place"

Accredited Luxury Home Specialist

Short Sale & Foreclosure Resource

Global Marketing Agent

Featured in Dallas Business Journal 2020

Compass Founding Member



Meet the Team



Nina Bhanot

Nina Bhanot is your real estate advisor for life whose focus is on building lifelong relationships with her clients by delivering personalized service. Ranked in the top 1% of all Realtors in Dallas-Fort Worth, Nina has a sincere passion for providing her clients with a custom real estate experience as they move through life's many stages. Her unmatched professionalism, skilled negotiation, and elevated marketing are just some of the reasons families across Dallas-Fort Worth and around the country seek her out specifically to buy and sell real estate. She specializes in Frisco's best neighborhoods plus Plano, McKinney, Allen, Prosper and North Dallas.



Brielle Oakley

Brielle Oakley is a Buyer's Agent specializing in relocation and first time home buyers whose entrepreneurial mindset fuels a dynamic dedication and devotion to her clients. A North Carolina native, Brielle moved to Dallas after graduating from the University of South Carolina with a degree in Advertising. Her creative vision and hustle set her apart from the rest. She has an incredible understanding of what her clients want and is fearless in going after it.



Katie Hill

Katie Hill is a Buyer's Agent who brings a wealth of experience and knowledge centered around helping clients navigate the real estate landscape, whether you are buying, selling, investing, looking for leasing opportunities, or exploring new construction. Specializing in Frisco, Allen, McKinney, Plano, Dallas, and the Northern Fort Worth region, Katie prioritizes clear and timely communication and is dedicated to forming lasting relationships with her clients.



Nikki Sontag

Nikki Sontag is a licensed Transaction Coordinator who uses her 10+ years of experience to oversee critical transaction dates and client experience. Detail oriented, results driven and dependable are just a few words to describe Nikki. After working in the industry for the last decade, she has seen the good, bad and ugly in real estate. Nikki knows exactly how to deliver a smooth transaction with no headache and her expertise and quality of work is simply unmatched.



Areas of Specialization

The Nina Bhanot Group has experience in helping clients across the DFW Metroplex. From the condos and high rises of Uptown to the vast 2-acre lots in the suburbs, we happily share our expertise!

Celina

Prosper

Mckinney

Frisco

Allen

Flower Mound

Plano

Murphy

Wylie

Southlake

Coppell

Carrollton

Richardson

Colleyville

Preston Hollow

Universtiy Park

Higland Park

Irving

Dallas



Why Hire a Buyer's Agent?

We are relentless in getting you the best possible result using a deep understanding of neighborhood conditions and seasoned negotiation tactics. In a competitive market, we share our tried-and-true tactics for making your offer as attractive as possible so sellers choose you over other interested buyers.

- A buyer's agent will provide you with the knowledge of the industry and market expertise to guide you through the process.
- A buyer's agent's commission is typically paid by the seller or builder so there is no money out of your pocket for our services.
- A buyer's agent has the important duty to look out for your best interests and work entirely on your behalf.
- A great buyer's agent will be a strong negotiator, advisor and resource who is capable of pointing out more than the obvious. They will provide you with future resale potential, pros/cons of a home, and information that you may not be aware of.
- A buyer's agent can help you evaluate new construction so that you don't overpay for upgrades, make the wrong selections, or settle for a challenging lot.
- A buyer's agent is familiar with all components of a contract so when we are preparing and presenting an offer we ensure you understand all of the terms and negotiate aggressively on your behalf.
- A good buyer's agent can connect you with a network of top industry professionals, such as preferred lenders and inspectors, who have the expertise and experience to help you close with confidence.
- A buyer's agent has established personal connections and relationships with other agents who recognize our level of professionalism.
- A buyer's agent oversees and proactively manages all steps of the process from contract to closing so the transaction is solid, smooth and comes with no surprises along the way.
- A buyer's agent only gets paid when the job is done.

Home Buying Process

01 Determine Wants & Needs

Pick a date & time to sit down with the Nina Bhanot Group to discuss your specific wants and needs and neighborhoods you're considering so we can help guide your search.

02 Get Pre-Approved

Before beginning your search, your first step is to get pre-approved for a mortgage loan (unless you will be buying in cash). Based on your income and credit history, the mortgage broker will determine how much a bank will lend you, which will help determine the price range for your search. We will refer you to one of our Preferred Lenders so you can start the process.

03 Begin Your Search

We will follow up to finalize your search criteria and your target price range, then use this to set up your own personalized search portal which will list all the potential properties that meet your search criteria and will also notify you whenever a new property comes on the market. Additionally, we will activate notifications for Coming Soon and Private Exclusive properties as they hit the market.

04 Personalized Property Reviews

For any properties you are interested in, we do a detailed property review and send you thoughts on price, neighborhood, resale value, school rankings, potential future upgrades and how the property aligns to your wants and needs. We will also send you any related disclosures and documentation. This helps you to prioritize the homes you would like to tour.

05 Visit Properties

We will schedule a time with you to do private showings and tour the properties you desire. As we take you through each home, we point out the positive and negative aspects and any new items for you to consider.

06 Submit an Offer & Negotiate

Once you identify a home you like, we will provide a detailed comparative market analysis for the property and walk you through the offer terms. We carefully prepare and present an offer to the Seller for consideration and negotiate the strongest terms for a smooth transaction.

07 Deliver Option & Earnest Money

Once your offer has been accepted by the seller and signed by all parties, it is now an executed contract. You now have 3 days from the day the contract was executed to deliver your option and earnest money to the title company. The option fee is what you pay to the seller in order to have an option period for you to do your due diligence on the property and decide if you want to move forward with the purchase of the house. The earnest money is an upfront payment to show you are serious about buying the house and is held by the title company, it does not get released to the Seller. As long as you end up buying the house, both the option and earnest money amount will be credited back to you on the closing statement.

08 Home Inspections

We will send you a list of our preferred inspection companies who will help determine the condition of the home. Home inspections are completed during the option period. We will guide you through the home inspection findings and help you prioritize items for negotiating credits or repairs.

09 Loan & Appraisal

You will contact your lender to have them order an appraisal to determine the fair market value. Once the lender has reviewed your loan application, supporting loan documents, credit history and appraisal to verify all requirements are met, they will issue your loan approval. The bank then issues loan approval. This is when you also secure your homeowner's insurance, review any HOA guidelines for the neighborhood and your final closing disclosure.

10 Final Walkthrough

We will schedule a final walkthrough of the property a day or two before closing. The walkthrough confirms that the home is in the same condition as when we first viewed it and all negotiated repairs have been completed. We also refer you to a Utility Concierge service that will help you set up and connect utilities in your new home.

11 Closing

You will wire the closing funds to the title company prior to the closing date. Your closing appointment will be held at the title company where you sign closing documents. Once the loan is funded, you will receive the keys to your new home. Congratulations, you are now a homeowner!



“Nina’s Buyer Testimonials

Nina and her network of professionals helped keep things moving lightning fast and ensured we had what we needed exactly when we needed it (especially during high-stress times like negotiations, the option period, and inspections. She took a proactive, strategic approach that helped us be well-positioned in our negotiations and ultimately get the house of our dreams.

JENNIFER C. | DALLAS

Nina is absolutely a fantastic real estate agent and I would recommend her to every one single of my friends and family. My wife and I wanted to buy our first home and Nina patiently walked us through the entire process step by step. Nina is very competent, hardworking, and extremely professional.

KRISHNA P. | DALLAS

Working with Nina was such a great experience. She is dependable, efficient, and very professional. We had to relocate from out of state and Nina helped us find the perfect home during the COVID crisis. She went above and beyond to give us a virtual home tour and we were extremely pleased she understood our needs to a T. When we were finally able to see the house, we fell in love with it! Thanks to Nina we were at ease knowing she was always accessible even on West Coast time.

BLANCA R. | SUNNYVALE

We were absolutely blown away by Nina and how well she displayed professionalism and care for us as clients. Right away Nina took us under her wing and explained every detail of home buying, a plan of attack to find our dream home and connected us with a phenomenal loan officer.

HANNAH D. | DALLAS

As first-time home buyers with two young kids, my wife and I were very nervous about the home buying process. Nina was very attentive, thoughtful, and experienced as our realtor which put us at ease. She customized our home search portal from our preferences via her Buyer Questionnaire and negotiated meticulous contract terms. Her many recommendations about houses was much appreciated. I recommend Nina Bhanot and her assistant Nikki for anyone looking for a diligent realtor who will look out for your bottom line and happiness during purchasing/selling!

MARLON H. | MCKINNEY

Nina is a one-stop-shop for any home buyer and we were really lucky to have secured her services! My wife and I very recently relocated from NJ to Frisco and were first time home buyers. Right off the gate, Nina set up multiple calls with us to understand exactly what we are looking for and gave us options that met our criteria. We arrived in Dallas and within a week we submitted our bid on our dream home! While the short time was shocking to most, it was only because Nina spent a good two months working with us and preparing for our arrival.

ROWIN M. | FRISCO

I was referred to the Nina Bhanot Group as a relocation client from NYC to the DFW area. I can easily see why Nina and her team (especially Nikki) are in the top 1% of realtors in the market. A few things I really loved about working with Nina and her team: (1) Special Focus and Attention (2) Keeping the Bar High (3) Strategic Patience... Nina will help you close with confidence in one of the most competitive real estate markets in the U.S.

JIMIT A. | FRISCO

Nina was referred by someone we knew when we were relocating to Frisco from out of state. Nina was extremely patient, calm, knowledgeable and full of information. Nina's assistant, Nikki, is also very resourceful. She analyzed all the houses we were interested in and ranked them accordingly with well-rounded reasons behind the ranking. Not only did Nina consider if a candidate would fit our immediate need, but also future expansion and potential ROI. This is such an incredible service she provides as she genuinely tried to look out for us. We are extremely happy and lucky that she helped us pick out a beautiful house we could call home.

RONALD M. | FRISCO

As first-time homebuyers, we needed a lot of help understanding the process. Nina was super helpful and patiently explained every step of the process as many times as we needed! Nina also thinks long-term, she's not just concerned about getting you into a house now, she's thinking about how to get you out of that same house in 5 - 10 years. This means she won't rush you into a subpar property for the sake of a quick commission. She understands that the offer that wins in a multi-offer situation isn't always the highest offer and thinks creatively to help her clients beat out the competition. We have her to thank for our dream home.

KYRA W. | MCKINNEY

Nina and Nikki are honestly beyond fantastic. I cannot express how much we valued their expertise and help during this process. They do not push you into a home; they are honest and keep you honest about what your requirements/wants for your home. They help you think through your decision and always think long term. Without them, we know that we would not be where we are living today!

LAUREN M. | ALLEN

Buying a house, especially in today's market, is an incredibly stressful and overwhelming process, but working with Nina and her assistant Nikki made it so much more manageable. Nina came to us highly recommended, and we quickly figured out why. Nina goes above and beyond just showing you listings. She takes the time to educate you on what to look for and why. The first time we made an offer, she explained each section of our offer to make sure we understood what we were signing and when we had a contract accepted, she was ready with all the resources we needed to move forward. Nina was a great advocate for us all throughout the negotiating process and after closing.

CHANDAN K. | PLANO

Since we were relocating from out of state it was crucial to have someone who was trustworthy, responsive, experienced, professional to work with, and who was capable of pointing out more than the obvious to us. Nina and her team (Nikki) have those qualities and more. If you are looking for someone who is up to date on the market situation, negotiation tactics, and being patient to get the right house in a heated market, don't hesitate to reach out to Nina Bhanot.

SRIRAM R. | PLANO





“Katie’s Buyer Testimonials

I worked with Katie Hill through Nina. Katie was absolutely amazing. She was very responsive and answered all of my questions. She stayed on top of the seller/builder to ensure closing was met and all of the questions were answered. Katie made the process extremely simple and easy. I would recommend her to all of my family and friends as well as use her in the future, if needed.

SHEA K. | MCKINNEY

We are so thankful that we had Katie to help us find our new home. She was on top of everything and answered questions before we even knew that we needed them answered. To say that our home buying process was seamless because of Katie is an understatement. I highly recommend Katie and the Nina Bhanot Group to anyone who needs help with buying or selling a home. There’s no need to look any further because they are truly the best of the best!

PAULA B. | FORT WORTH

I had the privilege of working with Katie Hill, an exceptional realtor in the Dallas area, and I couldn’t be more delighted to share my experience. From the moment we started this journey, she demonstrated the utmost professionalism, remarkable attention to detail, and an unwavering commitment to helping me find my dream home.

What truly set her apart was her ability to truly understand my needs and preferences. She listened attentively, never pushing me into decisions, and always putting my best interests first. Her advice was consistently rooted in her vast experience and deep knowledge of the Dallas area. I felt like I had a trusted guide by my side, ensuring that every step was a step closer to my perfect home.

MALATHI K. | ALLEN

When my partner and I were starting the search for our first home together, we were originally thinking that we would have to go through the search alone. But, very quickly in our search we met Katie Hill from the Nina Bhanot Group at Compass. Katie went above and beyond being flexible with her schedule for us and was always open to meeting us for home tours, including weekends. She stayed in constant communication with us every step of the way, even while she was on vacation. Katie was also a huge help navigating us through the process of renting from a private landlord which was extremely beneficial. Thanks to Katie Hill, we are now in our dream rental home because of her hard work and dedication!

KATIE H. | DALLAS

Worked with Katie Hill. She helped us look at several properties. She was great at communicating and it was nice to come across somebody that was actually interested in helping us. Before we came across Katie, we didn't really have much luck being able to rely on others. Katie is a great asset to the Nina Bhanot team.

ADAM S. | DALLAS

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Very satisfied with the service of our agent Katie Hill. Katie reached out to us when I inquired about an old listing and offered to help me with finding a new home. Katie always has been very prompt in responses, patient in answering all the questions we had and proactive in following up on our pending action items.

SRIDHAR T. | FRISCO





“Brielle’s Buyer Testimonials

Highly recommend Brielle and Nina to help with all your real estate needs!!! This was my first time purchasing a house (during an especially difficult market) and Brielle helped me navigate the whole process with ease. I couldn’t have asked for a better first time home-buying experience, or a better realty group!

SHANNON R. | ADDISON

Everything was so seamless; Brielle really considered my individual situation and needs when searching for a house, as it was my first time to purchase a house. It was important to her that I not feel like I was settling. We found a house within 2 weeks of looking and Brielle wrote up a great offer and it was accepted (the 1st and only offer made-WOW!))) She was always available via text, email, or phone to answer my MANY questions. I never felt alone in this process, and she was the go between for me and the lender and the seller’s agent. I really trusted her to have my best interest at heart. In today’s market, I could not have asked for a better experience. I would recommend them without reservation to anyone wanting to purchase a house. I’m literally closing on a home 30 days from when the offer was made.

REGINA J. | FORNEY

What a time to be a realtor and a prospective buyer with this historic market... We were extremely fortunate to be referred to the Nina Bhanot Group from our lender and were paired with Brielle Oakley. The stars aligned for us as this match was beyond superb! Brielle’s energy, enthusiasm, knowledge, and commitment to our home search was unrelentless. As first time homebuyers, the knowledge and clarity we gained from her were abundantly tailored to our home buying priorities, areas of interest, and current market climate. Throughout the process she advocated for our interests, provided valuable insights on homes that met or failed our criteria, generated and executed compelling offers, and was an exceptional negotiator when we won our home. We absolutely loved our time spent with Brielle and wish her and her clients the best of luck hunting in this rapidly evolving housing market. Till we meet again on our next home purchase, keep up the great work!

LUKE K. | CARROLLTON

Forget long-distance move stress! Brielle was my real estate superhero!! She not only helped me find the ideal home from states away, she helped me find local resources, activities and set up services. She tackled every snag with a smile. Hiring Brielle isn't just getting a realtor, it's getting an stress-busting partner in one of life's biggest transitions!

JULI W. | CELINA

My wife and I recently moved to Dallas from Toronto and needed to find a rental place quickly. Being new to the city we did not know much about the various neighborhoods. We interacted with Brielle before landing here and she exceeded our expectations in terms of taking care of our rental needs as well as addressing any follow-up questions quickly. She worked with our aggressive timelines (to finalize a place within one weekend), has helped to shortlist houses based on our preferences and helped is get everything finalized. She has great insights about the local market, has a client-first attitude and we absolutely loved working with her!

AYAN H. | MCKINNEY

I can't recommend working with Brielle enough! Brielle was our realtor and first started working with us last year. She was so patient with us in making sure the timing was right, finding the right property, and making sure we had all the info we could need on the property and surrounding area. She was efficient and consistently went to bat for us when we were putting in offers. She also gave us phenomenal referrals for our mortgage and all the other things that come with owning a house. I can't thank or sing her praises enough for being such an amazing realtor. If you're in the market I highly recommend Brielle!

SABRINA S. | HASLET



Supporting You Beyond the Sale:

Client Care Program



Market Analysis



Client Appreciation Party



Vendor Referrals



Newsletter



Tax Protest Support



Networking



Market Updates



Our Pledge

- We only cut chaos and stress... not corners. We put your mind at ease so you can minimize the drama and maximize the joy.
- We are accessible, attentive and efficient with dependable communication so you always know where you stand.
- We are committed to using our knowledge and experience to help you make the best possible choice consistent with your personal goals — even if that means giving candidly straightforward and honest advice.
- We are strong, diligent and meticulous/fierce negotiators while being patient, calm and approachable.
- You are more than a client, you are a lifelong friend with a relationship built on trust and we are here to support you long after the transaction is done.

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