

Stephanie
Younger
Group

COMPASS

Buyer's *Guide*

WESTCHESTER

The Stephanie Younger Group

Buying a home in Los Angeles is competitive. Winning the right one takes more than just searching listings. It takes local expertise, off-market access, data-driven strategy, and a team that knows how to get your offer accepted.

The Stephanie Younger Group is the **#1 team in the City of LA** for single-family, condo, and townhome sales. Since 2010, we've helped over 3,000 families navigate the buying and selling process with a results-driven approach built on integrity, market knowledge, and relentless attention to detail.

HOW WE SUPPORT BUYERS:

- Real-time market insights and hyper-local neighborhood knowledge
- Access to hundreds of off-market, Coming Soon, and Compass Private Exclusive listings
- A dedicated team of specialists from search through closing
- Proven offer strategies that win in multiple-offer situations
- Connections to trusted lenders, inspectors, and vendors



Our Proven *Success*

67%

Of the time, our clients beat competitors in multiple-offer situations

64%

Of the time, our clients purchased below list price

\$14,000

Average savings negotiated below list price

Market Report

Q1 WESTCHESTER

\$1,887,955

Average Sales Price

\$1,913,119

Median Asking Price

37

Average Days on Market



The Process

01 Find An Agent

Explore the neighborhoods you're considering, your home search criteria, and how we can help guide your search.

02 Get Pre-Qualified

Meeting with a trusted lender and receiving a pre-approval for a mortgage loan (unless you will be paying the full price of your home in cash) is a necessary step to set a realistic budget. Your income and credit history will determine your search range.

03 Tour Properties

We will attend viewings and open houses spanning a range of areas and property types. Additionally, we will activate notifications for exclusive Coming Soon and Off-Market properties as they hit the market.

04 Submit An Offer And Negotiate

Once you identify a home that meets all your needs, we will submit an offer, which is an agreement to pay a certain price for the home. This offer is packaged with a Proof of Funds (POF) and Pre-Approval Letter. Note: the seller may respond with a counter-offer price or additional terms, which you can accept, reject, or counter. Thankfully our team negotiates 500 offers a year and is experienced in negotiating a successful outcome.

05 Open Escrow

Once your offer is accepted, escrow is opened with a neutral third-party company. You'll submit your Earnest Money Deposit (EMD), which is held securely until closing. The escrow officer coordinates between all parties to ensure everything stays on track.



06 Home Inspections

We will select all desired inspections and determine the overall condition of the property within the agreed timeline and contractual contingencies. We will also review the disclosures, preliminary title report, and potential HOA documents, and may approve or negotiate credits/repairs. Prior to closing, we will schedule a final walkthrough to verify the property is in acceptable condition and all negotiated repairs were completed to our specifications.

07 Loan And Appraisal

The completed mortgage application with all supporting documentation will be submitted to your chosen lender. The bank will issue loan approval. Consequently, you'll wire the closing funds with the homeowner's insurance in place, and then the loan will be funded with clearance to close.

08 Final Walkthrough

A final walkthrough of the property is scheduled and completed just before closing. The walkthrough confirms that no damage has been done to the home since the time of inspection and that the major systems and appliances are in working order.

09 Closing

Once all the conditions of the contract have been satisfied, the closing is held. The closing documents are signed, payment is exchanged, and you receive the keys to your new home!

10 Welcome Home!

Congratulations! You are now a homeowner.





Key Terms

Get a better understanding of common real estate language and practices.

APPRAISAL

Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

ASSESSED VALUE

Value placed upon property for property tax purposes by the tax assessor.

CLOSING COSTS

Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, escrow fees and title insurance.

CONTINGENCIES

Certain criteria that have to be met in order to finalize the sale.

DEBT-TO-INCOME RATIO

The percentage of an individual's monthly gross income relative to the amount of debt owed.

EARNEST MONEY DEPOSIT (EMD) OR INITIAL DEPOSIT

A good faith deposit the buyer makes with an offer to show that you are serious about buying the property. Typically 3% of the purchase price.

FINAL WALKTHROUGH

The buyer reviews the property just before closing to make sure everything is in the same condition and that all home inspection items are fixed.

INSPECTIONS

Experts conduct formal reviews of the property to find visible issues and identify areas that may need further evaluation. Buyers typically make their offers contingent on an inspection, but sellers can conduct a pre-offer inspection to appeal to buyers.

LIEN SEARCH

A background check on the property and the seller to ensure there are no outstanding debts or claims upon the property.



PRE-APPROVED

Advanced approval from a bank or other lending institution for a home mortgage.

PRE-QUALIFIED

Potential buyers provide an overall financial picture and mortgage brokers provide an estimate of what level of loan you will likely be pre-approved for.

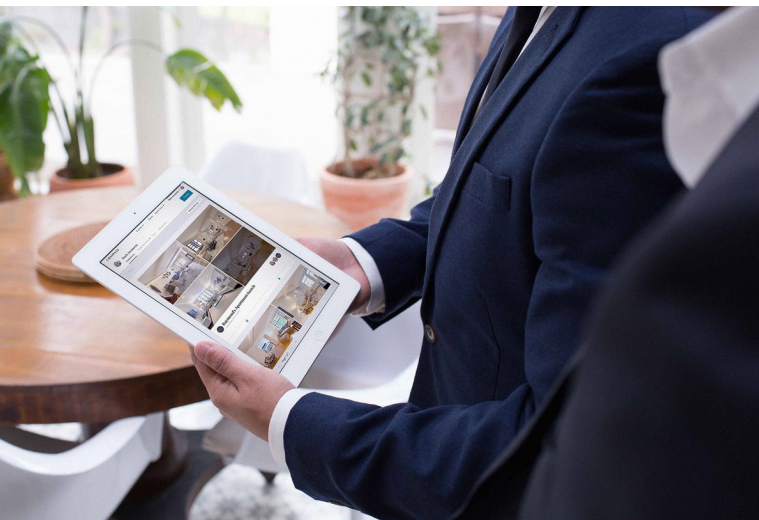
TITLE INSURANCE

Insurance to protect the buyer and lender against losses arising from disputes over the ownership of a property.

RECORDING FEES

A fee paid to the county to officially report a sale of a home; usually paid by the buyer.

Our tools help you find your *next* home.



Collections

Compare multiple properties, their size, neighborhood, and amenities, within a central visual workspace. We monitor market activity in real time, stay in constant contact, and invite collaborators to join the search.

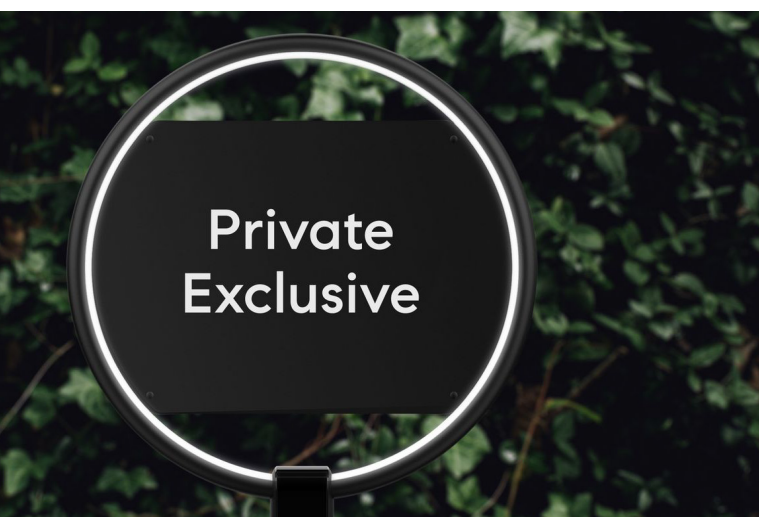
Search

Compass Search sorts by a wide range of features and amenities to pinpoint the right home. Discover exclusive Compass listings you won't find anywhere else and receive real-time notifications with customized Saved Searches.



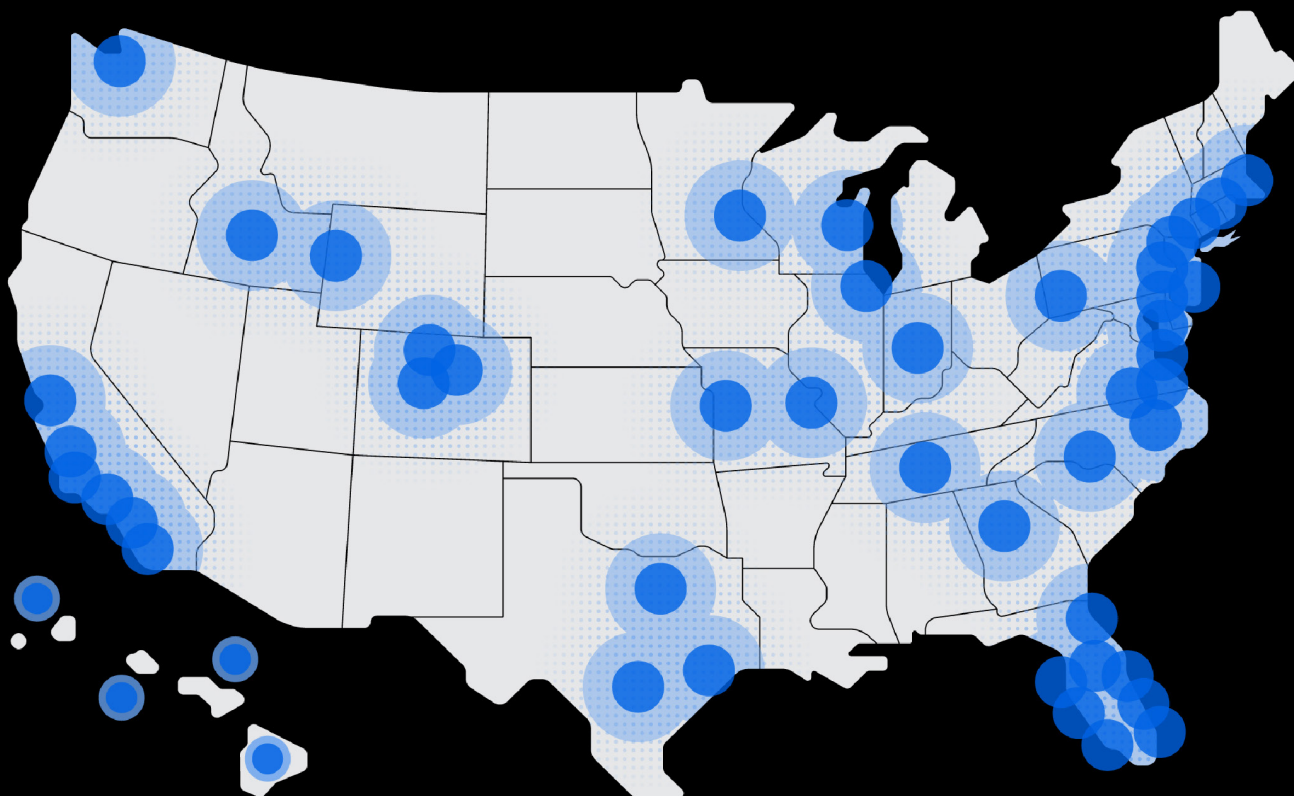
Coming Soon And Private Exclusives

Browse properties that are only viewable on Compass.com and Redfin through our exclusive partnership with Rocket Companies. See homes before they hit the public market and get an edge over the competition.



Find your dream home

No matter where your move takes you, our national network can help.



#1

Residential Real Estate
Brokerage in the United States⁴

\$267B

2025 Gross
Transaction Value⁵

37K+

Top real estate agents
across the country⁶

Which includes equity compensation. ²From Q3 2024 – Q2 2025, which includes stock-based compensation. ³Closed sales transactions as of 12/31/25, includes internal and external referrals. ⁴#1 2025 closed sales volume. T. Velt, "eXp, Compass top 2024 RealTrends Verified brokerage rankings for second year," HousingWire, Online, HW Media, 3/22/2025. ⁵Gross Transaction Value is the sum of all closing sale prices for homes transacted by agents on the Compass platform. We include the value of a single transaction twice when our agents serve both the home buyer and home seller in the transaction. This metric excludes rental transactions and includes a de minimis number of new development and commercial brokerage transactions. ⁶Closed sales transactions as of 12/31/25, includes internal and external referrals. *Agents are defined as all licensed agents on the Compass platform.

Local guide to the *Westside*

Best places to brunch on the Westside

The westside is home to some of the best restaurants in LA, and we know them all. From neighborhood staples to the newest openings, here are our current favorites.

- Caravan Swim Club
Westchester
- Gjusta
Venice
- The Coffee Company
Westchester
- Bacari
Playa del Rey
- J Nichols Kitchen
Marina del Rey
- Playa Provisions
Playa del Rey
- Pann's Restaurant
Westchester
- Tomat
Westchester
- Truxton's
Westchester
- Uncle Bill's Pancake House
Manhattan Beach
- Dear Jane's
Marina del Rey
- Cafe Wild
Manhattan Beach
- JOEY
Manhattan Beach
- Bianca
Culver City
- Ocean View Cafe
Manhattan Beach



Gjusta, Venice



Caravan Swim Club, Westchester

Living in Westchester, Los Angeles

A blend of classic SoCal beach lifestyle, strong community, and an unbeatable location minutes from the best food and entertainment in Los Angeles. Here's what draws people in.

LOCAL WESTCHESTER HOT SPOTS GUIDE:

- The Manchester
- Ayara Thai
- Hacienda Del Rey
- Triangle Wines
- Benny's Tacos
- Sunstone Yoga
- The Boy And The Bear
- Shokudo Westchester

OTHER NEARBY ATTRACTIONS:

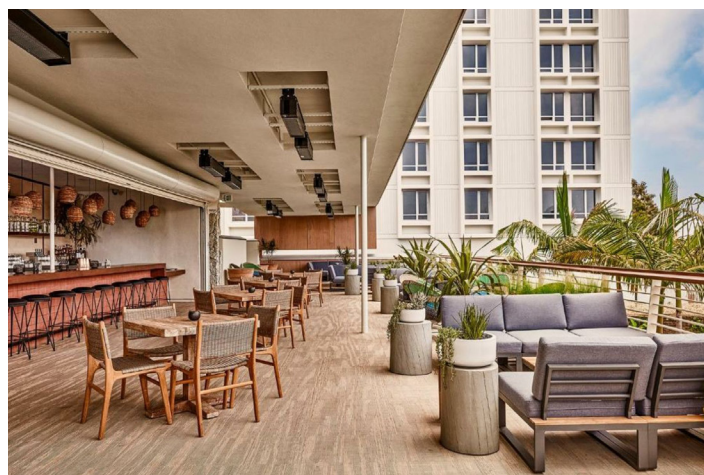
- Westchester Farmer's Market
- Bluff Creek Trail Park (Hiking Trails)
- The Fourth of July Parade (organized by LAX Coastal)
- Westchester Arts + Music Block Party
- Westchester Park & Recreation Center
- Dockweiler State Beach
- Ballona Wetlands Ecological Reserve
- Playa del Rey Beach
- Westchester Family YMCA

SPORTS & ACTIVITIES:

- Toyota Performance Center (Skating)
- Sender One Climbing
- Topgolf
- Westchester Golf Course
- Lulu's Place (Coming Soon)
- Boat Rentals at Fisherman Village
- Santa Monica Windjammers Yacht Club
- Biking on the Boardwalk



The Boy And The Bear



Hotel June



Stephanie Younger Group

COMPASS

We look forward to
working with you

We don't just help you find a home. We help you make a smart investment with confidence. From the first search to the final walkthrough, our team is with you at every step, backed by the data, negotiation experience, and local expertise that has helped over 3,000 families since 2010.



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Younger Look.
Better Results.