YOUR HOME. GUIDED BY STRAGEGY.



BRIAN SPERRY
REAL ESTATE GROUP

BUYER'S GUIDE

WHO WE ARE

BRIAN SPERRY REAL ESTATE GROUP

Coastal Orange County is one of the most competitive buyer markets in the country. The right home doesn't wait — it goes under contract before most buyers finish their search. Getting there takes local knowledge built over hundreds of transactions, a team that moves with urgency, and a negotiator who knows how to win.

Our team covers every stage of your purchase. Brian leads strategy and negotiation with the perspective of an active developer and investor. Our Sales Partners, Director of Operations, and Marketing Lead handle everything from showings to transaction management to Compass technology — so your search stays sharp and nothing slips through.

Every role exists for one reason: to get you the right home, on the right terms.

HOW WE GO TO WORK FOR YOU

- On-market, off-market, and Compass Private Exclusive listings.
- Real-time market intelligence across coastal OC.
- A trusted network of lenders, inspectors, and vendors ready to move.
- Skilled negotiation: calm under pressure, relentless in your corner.
- Compass technology that keeps your search organized and communication clear.
- Full-service support from first showing through close of escrow.



RESULTS THAT SPEAK FOR THEMSELVES

COMPASS LEADS THE MARKET

ORANGE COUNTY & LOS ANGELES COUNTY · $1M+ SALES



Source: TrendGraphix / CRMLS & San Diego MLS · 2016-2026 · Published May 2026

#1

Brokerage by Sales Volume in Coastal OC in 2025

COASTAL ORANGE COUNTY

COSTA MESA

NEWPORT BEACH

LAGUNA BEACH

CORONA DEL MAR

DANA POINT

$595M+

CAREER SALES VOLUME

250+

COASTAL OC HOMES SOLD

99.2%

SOLD PRICE-TO-LIST





ACCESS LISTINGS BEFORE THE COMPETITION

Compass Private Exclusives are properties that are only accessible to a network of thousands of Compass agents and their serious buyers.

LOOKING TO BUY IN THIS COMPETITIVE MARKET?

Working with a Compass agent grants you access to privately listed inventory before the rest of the competition.

ACCESS INVENTORY ONLY AVAILABLE AT COMPASS

Discover properties that are not publicly advertised—a critical advantage in an inventory-constrained market.

CRAFT MOST COMPETITIVE OFFER

Maximize your chance of beating out the competition and potentially avoid bidding wars before your future home hits the public market.

PRESERVE YOUR PRIVACY

Buying a Compass Private Exclusive helps safeguard your privacy by keeping your home's photos off third-party sites—unlike publicly marketed properties, where images can stay online for years.

WHERE WE WORK

COASTAL ORANGE COUNTY. EVERY NEIGHBORHOOD.

This market rewards insiders. Pricing shifts block by block. The home that looks overpriced on paper is often the smartest buy on the street. Knowing the difference takes years of transactions in these specific communities, not a quick search online.

Our team brings deep market knowledge across both local and national real estate. No matter how complex the transaction, we stay calm and methodical, making sure no detail is overlooked and no deadline is missed. That consistency is what our clients count on when the deal gets complicated.

When you're buying in one of these communities, you're not getting an agent who looked it up online. You're getting a team that has sold 300+ homes here, negotiated some of the highest-priced deals in Orange County history, and lives in the communities you're buying into. We know which streets hold value, which floor plans resell fastest, and which listings are worth moving on before they hit the public market.

That knowledge doesn't come from a database. It comes from being here, every day, in every deal.

250+

COASTAL OC HOMES SOLD

100+

COMPASS PRIVATE EXCLUSIVE LISTINGS AVAILABLE TO YOU



*Source: MLS & Compass Data. All Information Deemed Reliable But Not Guaranteed And Should Be Independently Verified. 1313 Ocean Ave. Seal Beach

THE HOME BUYING PROCESS

FROM SEARCH TO KEYS. EVERY STEP, HANDLED.

01. Find Your Agent

This is your most important decision. The right agent doesn't just open doors—they know which ones are worth opening, how to position your offer to win, and how to protect you when things get complicated. When you work with Brian Sperry Real Estate Group, you get a dedicated team that has navigated this market hundreds of times and will advocate for you at every turn.

02. Get Pre-Approved

Before you fall in love with a home, you need to know your budget. We'll connect you with trusted, responsive lenders who can move quickly. In this market, a pre-approval letter isn't just a formality. It's part of how you win.

03. Visit Properties

We do more than schedule tours. We come prepared with market context, neighborhood knowledge, and an honest read on every property—the strengths and the challenges. We also have access to off-market, Compass Private Exclusives and Coming Soon listings, so your search starts before the rest of the market even wakes up.

04. Submit and Offer and Negotiate

When you find the right home, we move with intention. Your offer will be packaged strategically: the right price, the right terms, and a presentation that gives sellers confidence. If negotiations get complex, that's where our experience matters most. We've done this hundreds of times. We know what wins.

05. Open Escrow

Once your offer is accepted, escrow opens and the clock begins. Here's a general timeline for a standard 30 day escrow. Sometimes a transaction moves quicker depending on buyer demand. We've closed some cash transactions as quickly as a week.

Day 1: Escrow opens. Contingency timelines begin.
Day 1: Contact your insurance agent for homeowners coverage.
Day 3: Initial deposit due per terms of agreement.
Days 0–17: Seller delivers disclosures. Buyer performs inspections.
Days 0–21: Loan is in underwriting. Appraisal is ordered.
Days 7–30: Seller signs grant deed. Staging removed if applicable. Possible repairs completed.
Final Week: Buyer signs loan and closing documents and wires closing funds.
Day 30: Loan funds. Escrow closes. Keys are yours.

06. Inspections, Disclosures, and Final Approval

It is your right as a buyer to fully understand the condition of the property before you close. We'll help you review all disclosures, interpret inspection reports, and negotiate credits or repairs where appropriate. Before closing, we'll schedule a final walk-through to confirm the property is in the agreed-upon condition.

07. Loan, Appraisal, and Final Approval

Submit your completed mortgage application with all supporting documentation to your lender upon receipt of the fully executed Purchase Agreement. The bank will order an appraisal and issue final loan approval. Once homeowner's insurance is confirmed and closing funds are wired, your loan funds and escrow closes.

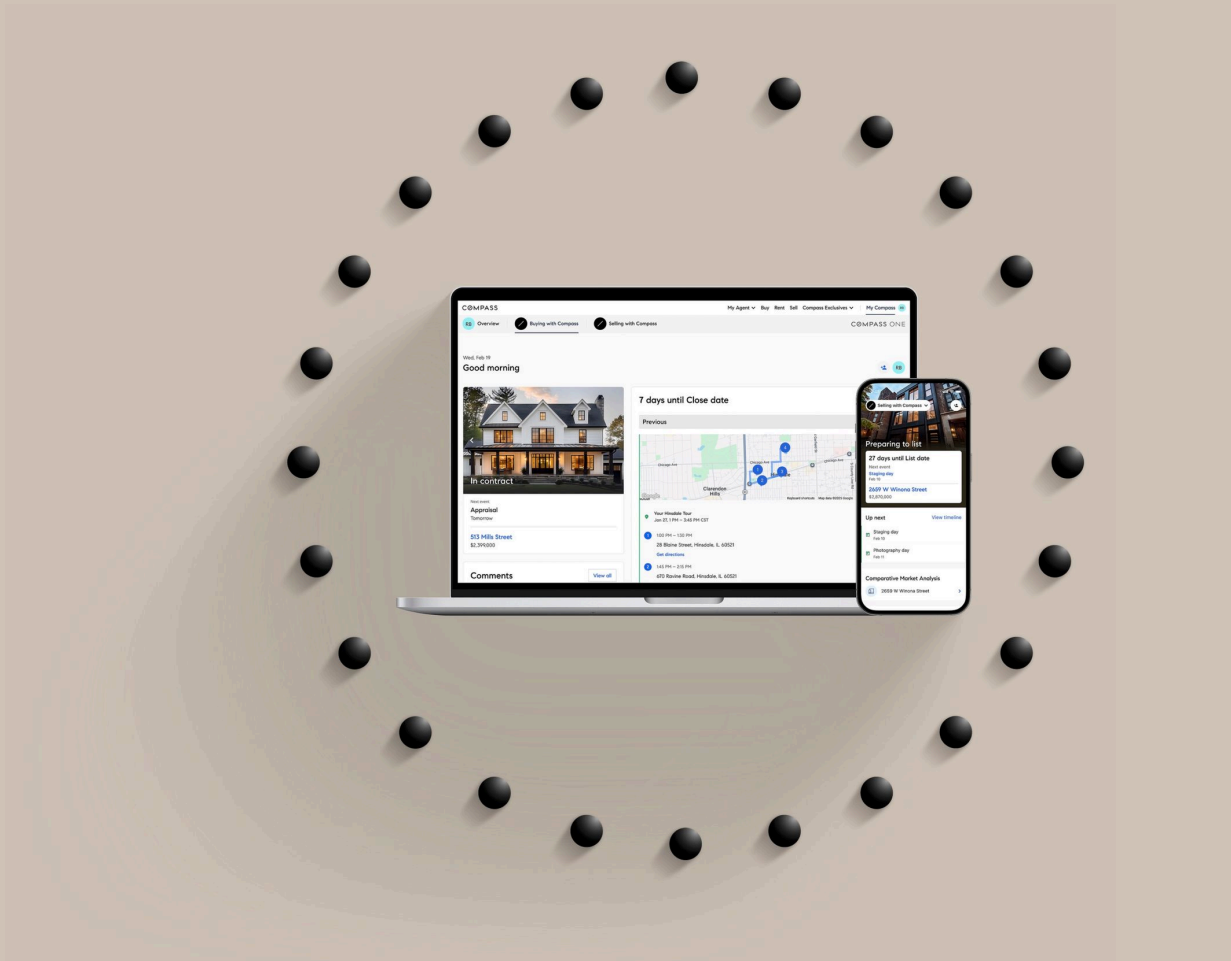
08. Welcome Home

Congratulations. You're a homeowner. And we'll still be here when you need us.

COMPASS ONE

ONE PLACE FOR EVERYTHING.

Our team joined Compass to give clients a sophisticated, streamlined experience built for the future of real estate. CompassONE is the only platform designed to connect you and your agent through every phase of your search with 24/7 transparency and tools that most buyers never have access to.



PRIVATE EXCLUSIVE LISTINGS

Some of the best homes in Orange County never hit Zillow. Through Compass Private Exclusives, you gain access to off-market inventory before the competition is even aware it exists.

SEARCH & COLLABORATE

Search listings only available at Compass, favorite properties, leave comments, and compare homes side by side in real time — together with your agent through Compass Collections.

COMPASS ONE DASHBOARD

Your personal transaction hub. Track every milestone, review documents, and see upcoming steps — all in one place, with full visibility alongside your agent from first search to close.

AI-POWERED SEARCH TOOLS

CompassONE uses AI to surface homes that match your criteria before you find them yourself, learning your preferences, flagging new inventory the moment it hits, and keeping your search sharper as the market moves.

THE COMPASS ADVANTAGE

THE TOOLS TO FIND YOUR NEXT HOME

Our Team joined Compass to provide clients with a sophisticated, streamlined experience and to be part of something built for the future of real estate. With nearly $1.5B invested in technology over a decade and more than $100M in annual R&D, Compass gives our team capabilities that most agents simply don't have.

That means you benefit from AI-powered search tools, Private Exclusive listings, and a connected network spanning 120+ countries/territories and 340,000+ agents worldwide. In 2023, 11% of Compass transactions resulted directly from intra-brokerage referrals, which means our relationships often unlock homes before they ever hit the open market.

COMPASS COLLECTIONS

A shared digital workspace where we curate and compare properties together, side by side, in real time. You can comment, collaborate, and track activity as it happens.

COMPASS SEARCH + SAVED SEARCHES

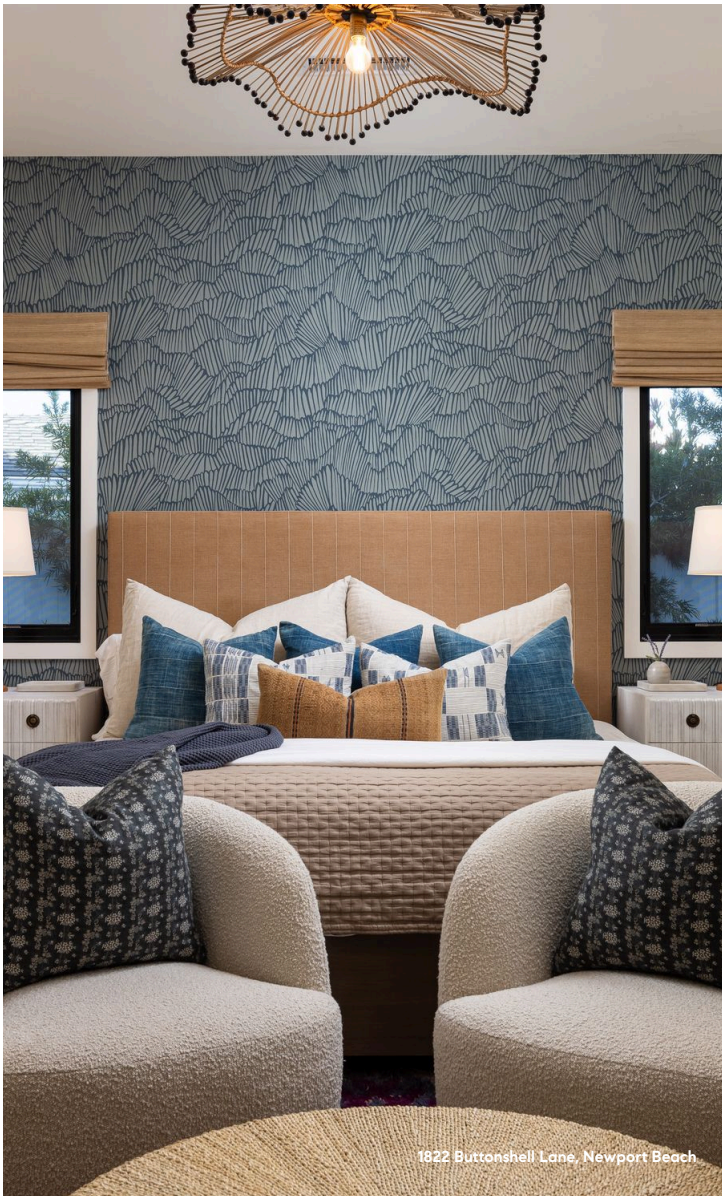
Precise filtering across neighborhoods, amenities, and price points, with instant alerts when matching homes become available, including homes you won't find on Zillow.

PRIVATE EXCLUSIVE LISTINGS

Some of the best homes in Orange County never go public. Through our network, we surface off-market opportunities before the competition ever knows they exist.

COMPASS ONE DASHBOARD

Your transaction hub: timeline, documents, team contacts, and listing activity all in one place. No confusion. Full transparency.



1822 Buttonshell Lane, Newport Beach

COMPASS SYSTEMS

TECHNOLOGY BUILT FOR YOUR SEARCH

When you work with Brian Sperry Real Estate Group, you gain access to the full suite of Compass technology—tools built specifically to give our clients an advantage at every stage of the buying process. From your first search to the day you get your keys, these systems keep you informed, organized, and one step ahead.

KNOW THE TEAM

Access contact information for every party involved: our team, your lender, title, escrow, and any vendors coordinating your transaction.

KEEP UP TO DATE

View your complete transaction timeline—upcoming steps, recent updates, and pending tasks—so you always know exactly where things stand.

COMPASS ONE

One Unified Dashboard. Total Transparency. Compass One is your personal transaction hub—a single, shared workspace where you can track every step of your purchase in real time. No chasing updates. No confusion about what's next. Everything you need is in one place, and I have full visibility alongside you.

COLLABORATE WITH EASE

Some of the best homes in Orange County never go public. Through our network, we surface off-market opportunities before the competition ever knows they exist.

STAY ORGANIZED

Easily reference your signed documents, forms, and all relevant paperwork at any time, from any device. Already found your home and looking ahead? Your Compass One dashboard supports you through the full search and purchase experience, whenever you're ready.

More Tools Working For You

COMPASS COLLECTIONS

A curated, shared workspace to compare properties side by side. Comment, collaborate, and track market activity in real time—together.

PRIVATE EXCLUSIVES LISTINGS

Access homes that are never publicly listed. Through our Compass network, we surface off-market opportunities before the competition is even aware they exist.

COMPASS SEARCH

Precise filtering by neighborhood, amenities, and price point, with instant alerts when new matching homes hit the market—including listings not found on public portals.

COMPASS INSIGHTS

Real-time data on market activity, listing performance, and buyer demand—so our strategy stays sharp and responsive throughout your search.

TESTIMONIALS

TRUSTED BY CLIENTS. PROVEN RESULTS.

"Brian was so amazing to work with! He made the process of buying our first home as non-stressful as buying a new home could be! He was on top of everything and in a timely manner. Brain frequently checked in with us and was always available any time we had questions or concerns. I would highly recommend Brian as your go-to Real Estate agent."

— KRISTIN & KEVIN T.

"In our initial meeting, I spoke with Brian at length about the specific kind of home we were looking for. It was almost as if he were taking the words out of my mouth, he just seemed to "get it." He got to work right away, not only quickly sending us homes within our parameters, but with personal comments and tidbits about the specific area or home. We especially loved Compass' technology platform with an app that helped us organize and sort throughout searches, and easily centralize our comments and thoughts along the way. Once we found the home, his calm demeanor and savvy helped us negotiate and obtain the home for less than market value... He is a consummate professional and we thoroughly enjoyed this home-buying experience with him.

— MIO J.

"I relied extensively on Blair's deep knowledge of Orange County real estate during the purchase of my home. His judgment, work ethic, and responsiveness are second-to-none."

— ALLAN T.

"Tracy did an excellent job helping me to understand and navigate the home purchasing process as a first time home buyer. She understood my needs, answered all my questions, helped me to find a suitable house for my situation. She made me feel as if I was her number one priority!"

— SAMEENA A.

"Brian was extremely helpful and knowledgeable throughout the entire process. He was great at explaining all the necessary paperwork and made us feel very comfortable. Brian even made referrals for mortgage lenders, contractors, and vendors to help our move go as seamlessly as possible."

—BLAINE A.

BRIAN SPERRY
REAL ESTATE GROUP

LET'S FIND YOUR HOME.

Buying in Orange County is one of the most significant decisions you'll make. It deserves an experienced team, a clear strategy, and an agent who is fully invested in your outcome. That's exactly what you get with Brian Sperry Real Estate Group.

Every search is different. Every client's goals are unique. What stays consistent is our commitment to getting it right—with expert guidance, honest counsel, and the kind of follow-through that turns clients into lifelong relationships.

We're ready when you are.

Brian Sperry

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COMPASS