

# Buyer's

the **TORPS**  
A Tradition of Trust  
— *For Over 20 Years*

COMPASS



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# Guide

## Los Angeles Area

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# Intro

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Southern California is one of the most desirable real estate markets in the world, and we understand that navigating the property buying process can seem challenging.

For over 20 years, buyers have entrusted us to guide and advise them during every step of the home buying process. Our expertise and breadth of knowledge will help you find the perfect home that fits your needs, budget, and lifestyle.



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## Before you start

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1. What is your price range?
2. What type of property are you looking for? (single-family home, or condo)
3. Do you have any preferred neighborhoods?
4. Do you have pets?
5. Do you have children?
6. Is proximity to public transportation an important factor?
7. What amenities are most important to you? (parking, yard, etc.)

# How to Buy a Home:

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## 1 Initial Consultation

As your advisers and advocates, we will discuss with you your priorities and time-frame. From there we will gauge how to most efficiently and effectively guide your successful search.

## 2 Get Pre-Approved

Before beginning your search, your first step is to get pre-approved for a mortgage loan (unless you will be paying in cash for the full price of your home). We are happy to connect you to an experienced and trusted mortgage advisor.

Based on your income and credit history, the mortgage advisor will determine how much a bank will lend you, which will help you determine the price range for your search.

## 3 Visit Properties

Attend viewings and open houses spanning a range of areas and property types. Now is the time to consider your ideal location and amenities. We'll be happy to keep you apprised of all the Compass Coming Soon and off-market opportunities.

## 4 Identify Property and Review Disclosure Package

Once you have selected a property, you are ready to write an offer. We are well versed in the local real estate contracts and terms, as well as the seller's disclosure obligations.

## 5 Negotiate and Write an Offer

Your offer is a non-binding agreement to pay a certain price for the home. If your offer is lower than the list price, the seller will likely return with a "counter offer," which you can choose to accept, reject, or counter.

We will advise on buyer pricing strategies throughout the process.

## 6 Due Diligence

During the escrow process you will have an opportunity to inspect the property, review homeowner's association documents. Select home insurance coverage and submit to escrow. Remove contingencies.

## 7 Final Walk-Through with Your Agents

A final walk-through ensures that the property's condition hasn't changed since your last visit and that the terms of your contract will be met.

## 8 Closing of Escrow

**Congratulations, you are now a home owner!**

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## Chapter 1

# Financing Your Purchase

**Loan Pre-approval**

**The Home Loan Process**

**Things NOT to do when applying for a Home Loan**

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**The Underwriter Reviews Your Loan**

**Components of a Mortgage**

**How do Lenders Qualify Buyers?**

# Why get pre-approved

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Pre-approval is different from pre-qualifying, as it is a full loan approval instead of an opinion letter. It is recommended to get pre-approval before looking at homes. Finding out what you qualify for will help you look in the right price range.

**\* (We work with many experienced lenders who have a wide array of Loan Programs for virtually any level of borrower in our market. Please CALL (310-622-7496, TEXT (310-985-5995) or EMAIL (Info@thetorps.com) for recommendations).**

## Determining the Right Price Range

The first step in buying a house is to determine the price range that is right for you. You will need to consider how much you are prepared to invest in your home and how much you will need to borrow. A good lender will also advise you on how much property taxes and insurance will add to your monthly mortgage payment.

## Determining Cash You Will Need

You will need enough cash to cover both your down payment and any closing costs associated with the purchase. Closing costs vary significantly based on the terms of your loan but are generally 1% to 2% of the purchase price.

## Determining Additional Costs

In conjunction with your lender, we will help estimate your purchasing power and your carrying costs, but it is highly recommended that you discuss your cash needs and tax ramifications with an accountant and/or financial advisor.

## Pre-Approval for a Loan

An offer is given greater consideration by a seller if it is accompanied by a pre-approval letter from a reputable lender or a local mortgage broker. This assures the seller that you will be able to obtain the proposed financing and will not tie up the property needlessly.

Lenders will inquire about the following six critical factors:

1. Income
2. Savings/capital/investments
3. Credit history
4. Debt level/ratio
5. Employment history
6. The value of the property you wish to purchase

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# The home loan process

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## Preparation

Loan Application  
with Supporting  
Documentation

Credit Report

Pre-Approval Issued

Loan Options

## Property Search

Property Search  
Begins

Offer Accepted

Loan Submission  
To Lender

Lender Underwriting  
Begins

## Escrow Period

Conditional  
Approval From  
Lender

Final Approval  
Given by Lender

Loan Docs Sent  
From The Lender

Loan Docs Recorded  
Purchase Closes



# Tips for maximizing your approval for a home loan

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Below are a list of things to steer clear of when seeking to obtain financing for a home. The following items may be detrimental when trying to move forward with the loan process.

**DON'T buy (unless your pay cash) or lease an auto before you apply for a home loan**

Lenders look carefully at your debt-to-income ratio. A large payment such as a car lease or purchase can greatly impact those ratios and prevent you from qualifying for a home loan.

**DON'T move assets from one bank account to another**

These transfers show up as new deposits and complicate the application process, as you must then disclose and document the source of funds for each new account. The lender can verify each account as it currently exists. You can consolidate your accounts later if you need to.

**DON'T change jobs**

A new job may involve a probation period, which must be satisfied before income from the new job can be considered for qualifying purposes.

**DON'T buy new furniture or major appliances for your new home... Unless you pay cash**

If the new purchases increase the amount of debt you are responsible for, there is the possibility this may disqualify you from getting the loan, or cut down on the available funds you need to meet the closing costs.

**DON'T run a credit report on yourself**

This will show as an inquiry on your lender's credit report. Inquiries must be explained in writing.

**DON'T attempt to consolidate bills before speaking with your lender**

The lender can advise you if this needs to be done.

**DON'T pack or ship information needed for the loan application**

Important paperwork such as W-2 forms, divorce decrees, and tax returns should not be sent with your household goods. Duplicate copies take weeks to obtain, and could stall the closing date on your transaction.

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# The underwriter reviews your loan

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## 1. Credit

It is important that credit has been established with a good payment history. Any derogatory credit must have a good explanation. Outstanding collection accounts, judgements, or liens must be paid through escrow. The credit report will also list a credit score – a mathematical calculation of your overall credit rating.

## 2. Job Stability

A consistent job history with the same company is ideal; however if changes have been made for advancement, it is acceptable. Schooling completed in preparation for a specific vocation is considered to be a part of your job history.

## 3. Income and Ratios

Your gross monthly income (before taxes) is computed. Bonuses, overtime, part-time, or self-employment income is averaged over the last two years. The principle, interest, taxes, and insurance (PITI) on the new loan (plus mortgage insurance, if applicable) is divided by the gross monthly income to get the “top” ratio. P.I.T.I and all debts are divided by the income to get the “bottom” ratio.

Ratios are ideally 33 over 38 for an 80% loan and lower for a 90% , 95% or 97% loan. If other components are strong, higher ratios may be permitted.\*

$$\frac{\text{PITI} / \text{Gross Monthly income}}{\text{Total Debt} / \text{Gross Monthly income}} = \text{Top Ratio}$$

## 4. Down Payment, Closing Costs and Cash Reserves

To be considered, your funds must have been verified as having been yours for 3 months. A 5% minimum down payment MUST be from your own funds; however, the remainder of the down payment, closing costs, and the 2 to 3 months of reserves may be gifted by a relative who provides a letter and bank statement showing the ability to give.

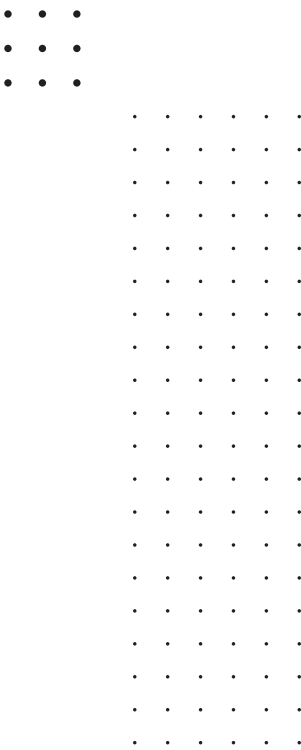
## 5. Property

The property is the security for the loan. The lender will require an appraisal by a certified fee appraiser to assure that there is sufficient collateral. The underwriter will review the appraisal to verify the marketability, condition, and value of your home. The lender will also review the title report and require title insurance on the property for your protection as well as theirs.

\*If you don't fall within these guidelines, don't panic! (We work with many experienced lenders who have a wide array of Loan Programs for virtually any level of borrower in our market. Please CALL (310-622-7496), TEXT (310-985-5995) or email [Info@thetorps.com](mailto:Info@thetorps.com).



# Components of a mortgage



**P.I.T.I.** Principle, Interest, Taxes and Insurance

**Insurance** Homeowner’s Insurance, Mortgage Insurance, Homeowner’s Dues

**Formula for Homeowner's Insurance**  $\frac{\text{Loan Amount} \times 0.35\%}{12} = \text{Monthly Homeowners}$

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# How do lenders qualify borrowers?

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Income	Assets/ Reserves	Debt	Credit (FICO Score)	Debt Ratio
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## **Income \$200,000 / \$16,667 per month**

Total monthly payments on  
installment + revolving debt

## **Proposed Monthly Housing Expenses:**

Purchase Price: \$1,250,000

Loan Amount: \$1,000,000

Down Payment: \$250,000

30-yr fixed interest-only payment @3.875%:

4,702.37 Taxes per month \$1,302.08

HOA Dues (or hazard insurance) \$500.00

**Total monthly payment (PITI) - \$6,504.45**

**Monthly Debt Payments: \$400.00**

**Total Debt Service: \$6,904.45**

Housing to income ratio 39%

\*Many lenders will allow up to 43%-45% of your gross income and total monthly obligations.

\*\*Lenders will use a formula of 1.25% of the sales price to calculate property taxes. The property taxes in many cities will be more or

Chapter 2

Buying  
Process

Flow of a Real Estate Transaction

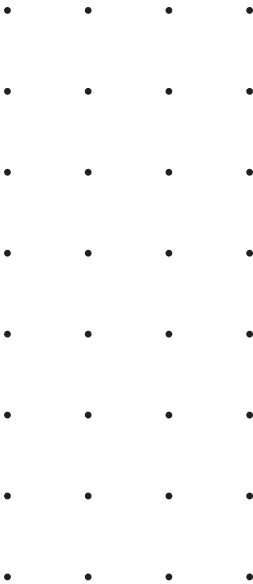
Your Property Search

Types of Ownership/Vesting

Disclosures

Making the Offer

Escrow



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# Property Types

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## Single Family Home:

A single-family home (often abbreviated as SFH), house or dwelling is a free-standing residential building that is maintained as a single dwelling unit. Even if the dwelling unit shares one or more walls with another unit, it is considered a single family home if it has direct access to a street and does not share heating facilities/equipment, water equipment, nor any other essential facility or service.

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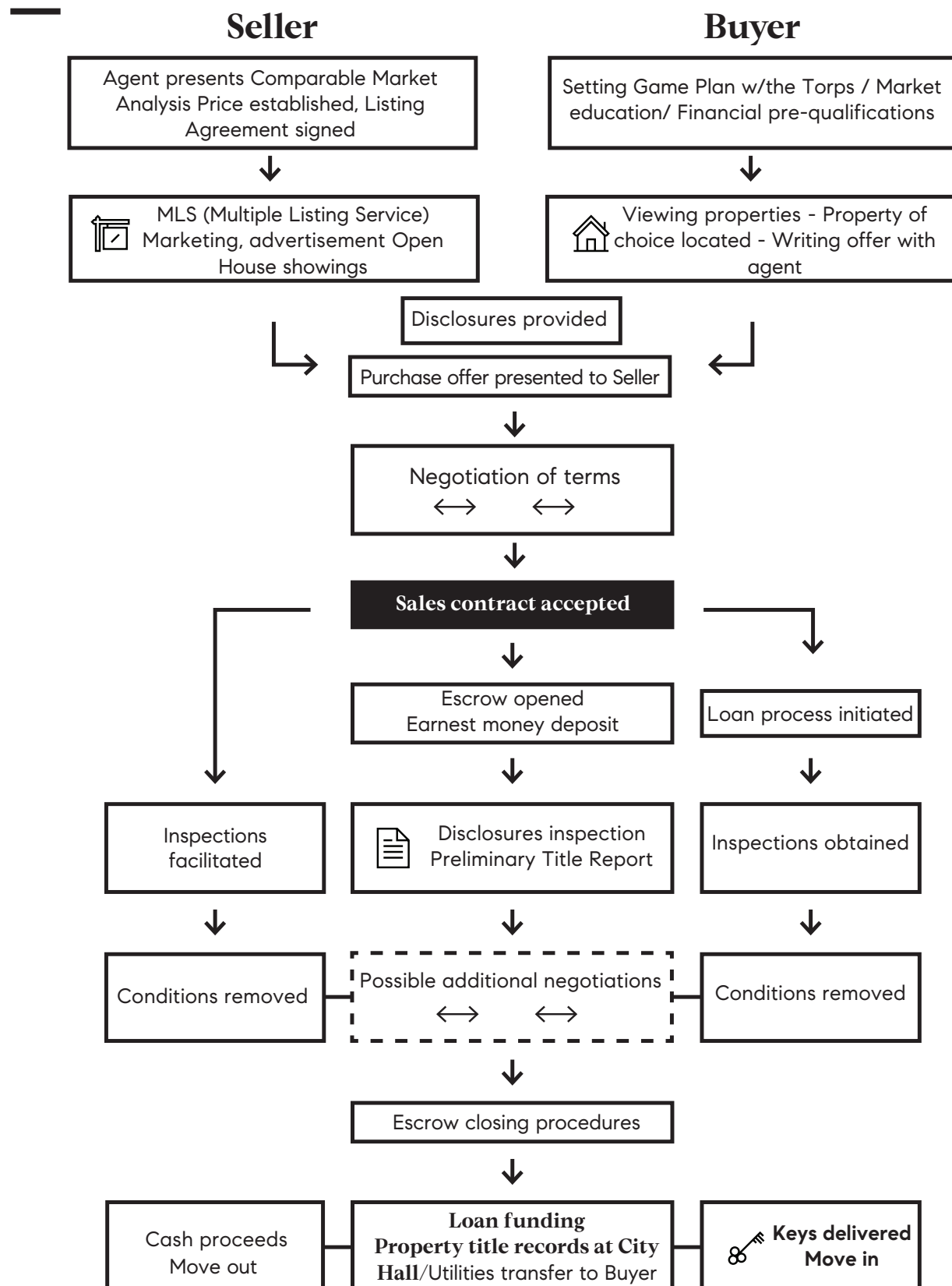
## Condo:

A condominium is usually attached housing, where the buyers/owners of each unit own their individual unit and a portion of the private land that the building sits on, as well as any amenities. All condominium buildings have associations (often referred to as Homeowner Associations) that govern/oversee the policies of the condominium building as a whole, allocate expenses for maintenance, and collect the homeowner association fees.

**Townhouses** are a style of multi-floor condos that share one to two walls with adjacent properties but have their own entrances.

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# The flow of a real estate transaction



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# Disclosures

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In the Los Angeles area, it's typical for the listing agent to provide a general disclosure package to all serious buyers. This is your opportunity to review general information about the property prior to writing an offer. It is required that the sellers and agent disclose everything they know about the property and that you are aware of anything that might affect your decision to purchase the property.

**Real Estate Transfer Disclosure Statement (called the RETDS), Seller Property Questionnaire** These 2 disclosures are questionnaires about the condition of the property and neighborhood

**Preliminary Title Report**  
Provided by the Title Company, this report gives you information about the sellers

**Pest Inspection Report**  
Sometimes referred to as a "Termite Report", it examines all types of insect and fungus damage (Section 1) as well as conditions that could lead to damage (Section 2). This inspection is performed by a specially licensed contractor who must inspect properties according to criteria established by the State Board of Pest Inspection.

**Conditions, covenants and restrictions commonly referred to as CC&Rs**

**Home Owners Association (HOA) Meeting Minutes for the last 12 months**

## Home Inspection

A home inspection will check the overall condition of the home from the foundation to the roof, including electrical, plumbing, and heating, the basic structure, as well as the quality of the finish work. Other recommended inspections may include structural engineering, soil conditions, Heating and AC systems and fireplace.

The inspection period is useful for obtaining estimates for repairs and improvements you plan to make later.

## Natural Hazard Zone Disclosure (Property ID or JCP Report)

This report gives you all information about how the property might be affected by a natural hazard. Earthquake, Wildfire, Tsunami, Flood, etc. based on its specific location.

## Agent's Visual Inspection Disclosure

Each agent will conduct a visual inspection of the property to identify red flags.

**HOA Budget and Budget Reserve Study (if it's a larger building)**

**Condominium Certification Form**

**House Rules / Misc. Communication**



# Making the offer

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## **Q: What is a good offer?**

**A:** A good offer depends on multiple factors: the market, the neighborhood, the seller needs and the list price. It is your agent's job to provide you with the best information on these factors to help you make a decision. Is the list price low or high compared to the market? Is your offer the only one on the table or are there several you are up against? Are properties in general selling above or below asking in the neighborhood?

## **Q: How do you win in a multiple bid situation?**

**A:** Primarily by understanding the strategy and motivation of the sellers. It is important to know how many other offers are on the table, the state of the market, and the goals of the seller. An offer is more than a purchase price – a good offer is drafted carefully with overall terms that will appeal to the seller.

## **Q: Is it beneficial to provide a personal letter or enclose photos, etc. with the offer?**

**A:** We always structure your offer and the presentation to be absolutely as strong as possible and recommend a personal touch. Sellers want to know who is buying their house. Whether you are buying from a developer or normal seller, a good solid offer package with a personalized cover letter shows that you are serious and passionate.

## **Q. How long will it take for me to hear if I/we got it?**

**A:** We generally give 24 hours for the seller to respond. In some cases the seller requests more time, but usually no more than a couple days. In the case of a short sale or REO, it can take weeks or months to hear back from the bank.

## **Q: What is the counter offer?**

### **How does it work?**

**A:** When you submit an offer, the seller has four choices:

1. They can ACCEPT it as written, and you are ratified—meaning you are “in contract” to buy it.
2. They can REJECT it.
3. They can offer you a “BACK-UP” position—in the case that they have accepted another offer, this will put you in first position to ratify if the first offer cancels or falls through.
4. They can COUNTER your offer. They can counter you on the purchase price, the length of escrow, contingency periods, or any other terms. Once you receive their counter you can then 1) Accept 2) Reject or 3) Counter their counter. This can go back and forth many times until both sides come to an agreement. As soon as one party agrees to the other's counter, you are ratified.

## **Q: What is a Multiple Counter Offer?**

**A:** If a seller receives more than one offer, they can counter all of them or a select few. In this scenario, the offer is not ratified when you respond to their counter. The seller has the final say, therefore you are not ratified until the seller accepts your counter.

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# Escrow

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## Escrow: What is it?

Escrow is the period of time between your offer being accepted and your purchase being finalized. Escrow is a deposit of funds, a deed or other instrument by one party for the delivery to another party upon completion of a particular condition or event.

## Why Do I Need an Escrow?

Whether you are the buyer, seller, lender or borrower, you want assurance that no funds or property will change hands until ALL of the instructions in the transaction have been followed. The escrow holder has the obligation to safeguard the funds and/or documents while they are in the possession of the escrow holder, and to disburse funds and/or convey title only when all provisions of the escrow have been complied with. **The escrow officer is a neutral third party and does not represent any one party.**

Your title company will provide you with a preliminary title report for the buyer to be made aware of any encumbrances on the property.

Your title company also provides title insurance to ensure delivery of clean title.

## How Does Escrow Work?

The principals to the escrow—buyer, seller, lender, agents—cause escrow instructions, most usually in writing, to be created, signed and delivered to the escrow officer. If a broker is involved, he will normally provide the escrow officer with the information necessary for the preparation of your escrow instructions and documents. The escrow officer will process the escrow, in accordance with the escrow instructions, and when all conditions required in the escrow can be met or achieved, the escrow will be “closed.”

The duties of an escrow holder include: following the instructions given by the principals and parties to the transaction in a timely manner; handling the funds and/or documents in accordance with the instruction; paying all bills as authorized; responding to authorized requests from the principals; closing the escrow only when all terms funds in accordance with instructions and provide an accounting for same: the Closing or Settlement Statement.

The escrow officer can ONLY take instructions from all parties in agreement. No one party in the transaction can solely give instructions. The escrow officer does not represent any one party—they are a neutral 3rd party in the transaction.

## How Long Does Escrow Last?

This is determined on a case by case basis and will be written into the offer. Generally, 30 days is common. However, in some cases, you (or the seller) may need more time. In some cases, it is shorter, for example with an all cash deal.

## Who Chooses the Escrow?

The selection of the escrow holder is normally done by agreement between the principals. If a real estate broker is involved in the transaction, the broker may recommend an escrow holder.

However, it is the right of the principals to use an escrow holder who is competent and who is experienced in handling the type of escrow at hand.

### What Happens During Escrow?

The escrow period gives all parties involved the time needed to comply with the terms of the offer and prepare to transfer title from the seller to the buyer. During this period, you do several things, all of which your agent will help you with:

**1.**

You put down a refundable deposit of 3% of the purchase price which is held by the title company

**2.**

Your lender processes your loan and will ask you for various information needed to approve you.

**3.**

You review and sign disclosures

**4.**

You have any property inspections you wrote into your offer completed.

Based on these inspections, you can request that the seller make repairs or give a credit towards these repairs.

**5.**

You do your due diligence on the property, and remove your contingencies by the deadlines you requested in your offer.

**6.**

The lender orders an appraisal for the property

**7.**

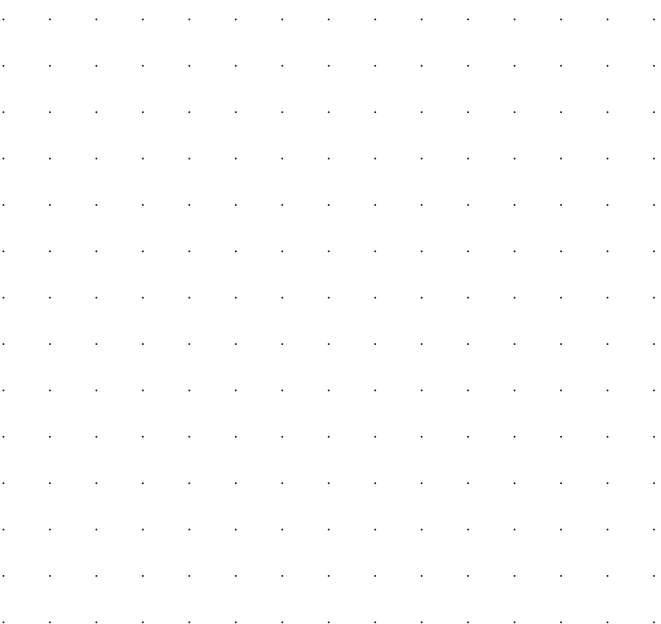
You sign all loan and title documents when they are ready.

**8.**

Closing happens a couple days after you sign documents

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***Congrats!***  
***Enjoy Your***  
***New Home!!***



Mimi 

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# Key Terms

**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 Collector.

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

**Closing Statement** The statement which lists the financial settlement between Buyer and Seller, and the costs each must pay.

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

**Conventional Mortgage** A mortgage or Deed of Trust not obtained under a government insured program such as FHA or VA.

**Credit Money** given to a buyer from a seller through escrow at closing.

**Escrow** A neutral third party that handles the transfer of any money during the sale of a home from initial deposit to final funding and closing.

**Earnest Money Deposit** Buyers in California usually deposit 3% of the purchase price to show that the buyer is serious about purchasing the home. It is usually refundable in the event a contingency in the sales contract cannot be met.

**Fixed Rate Mortgage** A loan on which the interest rate and monthly payment do not change.

**Home Warranty** A policy that covers certain repairs (e.g. plumbing/heating) of a newly purchased home for a period of time, typically one year.

**Preliminary Title Report** A report showing the condition of title before a sale or loan transaction. After completion of the transaction, a new title insurance policy will be issued.

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

**Recording Fees** Money paid to the lender for recording a home sale with the local authorities, thereby making it part of the public records.

# UNDERSTANDING PROPERTY TAXES IN CALIFORNIA

California property taxes can be complex and difficult to understand. For many California taxpayers, the property tax bill is one of the largest tax payments they make each year. For thousands of California local governments, including K-12 schools, community colleges, cities, counties and special districts, revenue from property tax bills represents the foundation of their budgets.

## Sample California property tax bill

**Secured Property Tax for Fiscal Year July 1, 2012 to June 30, 2013**

Property Owner Information		Detail of Taxes Due																																																				
<b>Property ID:</b> 1234567 <b>Mailing Address:</b> Doe, Jane 1234 ABC Street Sacramento, CA 95800		<table border="1"><thead><tr><th>Agency</th><th>Rate</th><th>Amount</th></tr></thead><tbody><tr><td colspan="3"><b>General Tax Levy</b></td></tr><tr><td></td><td>1.0000</td><td>\$3,500.00</td></tr><tr><td colspan="3"><b>Voter-Approved Debt Rates</b></td></tr><tr><td>City</td><td>0.0201</td><td>\$70.35</td></tr><tr><td>Water District</td><td>0.0018</td><td>6.30</td></tr><tr><td>School District</td><td>0.1010</td><td>353.50</td></tr><tr><td>Community College District</td><td>0.0102</td><td>35.70</td></tr><tr><td colspan="3"><b>Direct Levies</b></td></tr><tr><td>Sidewalk District Assessment</td><td></td><td>\$9.36</td></tr><tr><td>Flood Control District Assessment</td><td></td><td>64.39</td></tr><tr><td>Street Lighting District Assessment</td><td></td><td>12.71</td></tr><tr><td>Mello-Roos District</td><td></td><td>88.51</td></tr><tr><td>School District Parcel Tax</td><td></td><td>125.00</td></tr><tr><td colspan="2"><b>Total Taxes Due</b></td><td><b>\$4,263.82</b></td></tr><tr><td colspan="2"><b>1st Installment</b></td><td><b>\$2,131.91</b></td></tr><tr><td colspan="2"><b>2nd Installment</b></td><td><b>2,131.91</b></td></tr></tbody></table>		Agency	Rate	Amount	<b>General Tax Levy</b>				1.0000	\$3,500.00	<b>Voter-Approved Debt Rates</b>			City	0.0201	\$70.35	Water District	0.0018	6.30	School District	0.1010	353.50	Community College District	0.0102	35.70	<b>Direct Levies</b>			Sidewalk District Assessment		\$9.36	Flood Control District Assessment		64.39	Street Lighting District Assessment		12.71	Mello-Roos District		88.51	School District Parcel Tax		125.00	<b>Total Taxes Due</b>		<b>\$4,263.82</b>	<b>1st Installment</b>		<b>\$2,131.91</b>	<b>2nd Installment</b>		<b>2,131.91</b>
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<b>Property Valuation on Jan 1, 2012</b>																																																						
<b>2012-13 Roll</b>	<b>Assessed Value</b>																																																					
Land	\$115,000.00																																																					
Improvements	\$242,000.00																																																					
<b>Total</b>	<b>\$357,000.00</b>																																																					
Less Exemptions	\$7,000.00																																																					
<b>Net Assessed Value</b>	<b>\$350,000.00</b>																																																					

Callout boxes: A points to the Assessed Value section; B points to the General Tax Levy; C points to the Voter-Approved Debt Rates; D points to the Total Taxes Due.

- Box A identifies the taxable value of the property.
- Box B shows the property's tax levies that are calculated based on this value.
- Box C shows all other taxes and charges based on factors other than the property's assessed value.
- Box D shows the total amount due. The first payment is due by December 10 and the second payment is due by April 10.

This 2012 example from the Legislative Analyst Office provides the different items that can be found in various tax bills.

## Propositions 60 and 90

These two propositions were constitutional amendments approved by the voters of California to provide property tax relief to senior citizens over the age of 55 by preventing reassessment when selling an existing residence and purchasing or constructing a replacement residence worth the same or less than the original residence. Proposition 60 allows transfers of base year values within the same county. Proposition 90 allows transfers from one county to another county in California. Only 11 counties have passed an ordinance to approve Proposition 90 – Alameda, El Dorado, Los Angeles, Orange, Riverside, San Bernardino, San Diego, San Mateo, Santa Clara, Tuolumne and Ventura.



## Supplemental Taxes

You may receive a supplemental property tax bill after the purchase of your home. Most likely, your home's assessed value will have changed since the previous owner(s) purchased it. Under state law, whenever there is a change of ownership, a supplemental assessment occurs. A new assessed value for your home may lead to a change in the tax amount. To address any potential change, the tax assessor may mail you a supplemental tax bill to make up the difference. The supplemental bill is normally issued within six months after the close of escrow. If you have an impound account with your mortgage company to pay taxes and insurance on a monthly basis, the supplemental tax bill is sent directly to you by the tax collector rather than to your mortgage company.

### Supplemental Tax Proration Factor\*

The supplemental tax becomes effective on the first day of the month following the month in which the change of ownership or completion of new construction actually occurred. If the effective date is July 1, then there will be no supplemental assessment on the current tax roll and the entire supplemental assessment will be made to the tax roll being prepared which will then reflect the full cash value. In the event the effective date is not on July 1, then the table of factors represented on the following panel is used to compute the supplemental assessment on the current tax roll.

If the effective date is:	The Proration Factor is:
August 1	.92
September 1	.83
October 1	.75
November 1	.67
December 1	.58
January 1	.50

If the effective date is:	The Proration Factor is:
February 1	.42
March 1	.33
April 1	.25
May 1	.17
June 1	.08

**EXAMPLE:** The County Auditor finds that the supplemental property taxes on your new home would be \$1,000 for a full year. The change of ownership took place on September 15 with the effective date being October 1: the supplemental property taxes would, therefore, be subject to a proration factor of .75 and your supplemental tax would be \$750.

\* Supplemental tax proration factor section reprinted with permission from the California Land Title Association (February 2020).

Source: Legislative Analyst's Office ([www.lao.ca.gov/reports/2012/tax/property-tax-primer-112912.aspx](http://www.lao.ca.gov/reports/2012/tax/property-tax-primer-112912.aspx)), California State Board of Equalization ([https://www.boe.ca.gov/proptaxes/prop60-90\\_55over.htm](https://www.boe.ca.gov/proptaxes/prop60-90_55over.htm))

The information and dates provided are for informational purposes and are subject to change without notice. Seek legal, tax or other professional advice before relying upon this information.

Contact your Stewart Title of California, Inc., representative for more information.

**stewart  
title**

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*Mimi and Jon were recommended to us by nearly a dozen colleagues who have worked with them over the past 20 years. We are the newest folks to have had a great outcome with them.*

*As buyers who are relatively new to LA, we were so grateful for their local knowledge and expertise. We will also add that we bought during COVID, and they were adaptable and made sure we never felt at risk.*

*They were a delight to work with. Always responsive, kind, and creative. They saved us a lot of money throughout the entire home buying process. We could not be more grateful for Mimi and Jon — thank you!*

- Sean and Natasha Q.

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*I have worked with Mimi and Jon four times now over the course of ten years and I will always go back when I need to sell or buy a property.*

*They are so professional, responsive and they both make the process smooth. They almost feel like family at this point and I'd highly recommend to anyone looking around for an agent.*

- Lauren K.

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*It's been such a pleasure to work with Mimi and Jon on the purchase and sale of two homes in recent years...*

*Never for a moment in any of these transactions did I have a single doubt that Mimi and Jon were operating with the highest level of integrity, care, and thoughtfulness in how they approached things.*

*If you're looking to find a place ranging from a starter home to more on the Westside, Mimi and Jon are so solid, not to mention fun and easygoing.*

- E. and L. Walker

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The right agent

makes all the  
difference.

Mimi and Jon Torp  
COMPASS

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— For Over 20 Years —

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