



HOMES FOR HEROES®

BRYANT  
*Real Estate*



# BRYANT

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*Real Estate*

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## SCOTT WESLEY BRYANT

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2720 E Camelback Rd #101, Phoenix, AZ 85016

On behalf of the entire team at Bryant Real Estate, we would like to thank you so much for taking the time to help us out as your trusted resource through the Homes for Heroes program. Whether you're buying, selling, refinancing, or simply exploring your options, this guide is designed to help you understand how Homes for Heroes® can support you and provide meaningful savings along the way.

From explaining how the program works to outlining the benefits and rewards available to eligible heroes, our goal is to give you everything you need to make confident, informed decisions. We're more than just real estate professionals; we're committed partners who believe in serving those who serve our communities.

Please use this Homes for Heroes® guide as a resource as you navigate your real estate journey. If you ever have questions, need guidance, or want to discuss next steps, we're always here to help.

Thank you for your service! We're honored to serve you.

Sincerely,

Scott Wesley Bryant  
Associate Broker® BR681413000  
Team Leader of Bryant Real Estate





## BRIAN BIAKEDDY CO-FOUNDER

REALTOR® SA703310000

Brian is a dedicated real estate professional with a passion for land sales. After years of building one of Phoenix's premier real estate teams, Brian now focuses his expertise on helping clients navigate land acquisitions and investments with confidence and clarity.



## BETHANY ZENIL MARKETING COORDINATOR

Bethany is the creative force behind our digital presence. From curating engaging social media and newsletters to managing listing marketing and press releases, she ensures our properties reach the widest possible audience. By overseeing our website, blogs, and PR efforts, Bethany seamlessly blends strategic outreach with sophisticated design.



## DAKOTA TAYLOR DIRECTOR OF OPERATIONS

REALTOR® SA713480000

Dakota plays a pivotal role in ensuring the seamless functioning of the Bryant Real Estate. She ensures every listing is handled with precision and care. From managing timelines and coordinating client communication, she streamlines the process to create a stress-free experience for sellers.



## SARAH NEUHAUS TRANSACTION COORDINATOR

REALTOR® SA581473000

Sarah expertly manages the details of each real estate transaction from the first contract to closing day. Her meticulous attention to deadlines, documentation, and communication ensures a seamless experience for clients. Sarah's dedication to accuracy and efficiency is crucial to the team's success and smooth closings.

# LOCAL HEROES WE HAVE SERVED

We're honored to serve military members, first responders, healthcare professionals, and families throughout our community.



**Phoenix  
Children's**



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## REAL STORIES FROM PEOPLE WE'VE HELPED

We truly enjoyed working with Scott and his team to sell our home. We were moving out-of-state and Scott handled every aspect of the sale with confidence, professionalism, expertise and humor to make it a smooth process from start to finish. Even once we were 2500 miles away, he kept us informed every step of the way from showings to contract to closing. His communication skills are excellent! "Cards on the table" he's the best!

- Jill Fein

Scott was very involved and on top of the market. The house sold for a fair price, and everything went as promised. Scott made me feel like family, and I respect his knowledge and professional demeanor. I would highly recommend Scott to any seller looking for a real deal that feels right.

- Moses Onciu



# WHAT IS HOMES FOR HEROES®?

Homes for Heroes® is a national program founded in 2002 with a mission to give back to the heroes who serve our communities every day. Created as a response to the events of 9/11, the program was designed to provide real, tangible savings to those who dedicate their lives to helping others.

Through a network of trusted real estate, mortgage, and insurance professionals nationwide, Homes for Heroes® connects eligible heroes with local experts who offer Hero Rewards following a successful transaction.

Since its founding, Homes for Heroes® has helped heroes save millions of dollars nationwide, while ensuring they receive knowledgeable guidance and dedicated support throughout their home journey.

# WHO QUALIFIES AS A HERO?

YOU MAY QUALIFY  
IF YOU ARE:

Law Enforcement



FireFighters



EMS & Paramedics



\*Other Community Heroes - Eligibility may  
vary based on role and service



Teachers & Educators



Military



## NOT SURE IF YOU QUALIFY?

If you don't see your profession listed, or you're unsure whether you qualify, please reach out. Eligibility is determined during the free registration process, and we're always happy to help guide you with no obligation

# HOW THE HOMES FOR HEROES® PROGRAM WORKS

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## STEP 1: REGISTER

Sign up through the Homes for Heroes® website or directly with us. Registration is free and only takes a few minutes.



## STEP 2: GET MATCHED WITH LOCAL EXPERTS

You'll be paired with trusted local professionals (real estate agent, lender, etc.) who participate in the program and understand your needs.



## STEP 3: BUY, SELL, OR REFINANCE

Your transaction proceeds like a normal real estate or mortgage process, just with extra care and guidance.



## STEP 4: RECEIVE YOUR HERO REWARD

After closing, you'll receive a Hero Reward, often in the form of cash back or closing cost savings.



# HOW MUCH CAN YOU SAVE?

Savings through Homes for Heroes® vary by transaction, home price, and local professionals, but many heroes save hundreds to thousands of dollars. There are no hidden fees, added costs, or obligation to register.

Scan the QR code below and scroll down to estimate your potential Homes for Heroes® savings.



## Hero savings may come from:

Contributions from participating real estate professionals



Lender credits applied toward closing costs



Cash rewards received after closing



# BUYING A HOME AS A HERO

## PERSONALIZED GUIDANCE FROM START TO FINISH

01

- Meet with Bryant Real Estate to discuss your goals, budget, and timeline
- Receive clear guidance on each step of the buying process
- Stay informed and supported from your first showing to closing

## LOAN OPTIONS & EDUCATION

02

- Review available loan programs with trusted lending partners
- Learn about VA loans and other financing options that may apply
- Compare loan terms, payments, and long-term costs with confidence

## NEGOTIATIONS & INSPECTIONS

03

- Receive strategic guidance when submitting and negotiating offers
- Navigate inspections, repairs, and contingencies with expert support

## HERO REWARDS AT CLOSING

04

- Register as a Hero to confirm eligibility
- Complete your purchase with Homes for Heroes®-approved professionals
- Receive Hero Rewards or closing cost savings as a thank-you for your service

# SELLING A HOME AS A HERO

01

## STRATEGIC PRICING AND MARKETING

- Bryant Real Estate will create a tailored marketing plan for your neighborhood and target buyers
- Decide on any updates or staging to highlight your home's best features

02

## PROFESSIONAL PHOTOGRAPHY AND EXPOSURE

- Prepare your home for photography to ensure it shows at its best
- Schedule and allow access for professional photography and marketing content designed to attract qualified buyers

03

## SMOOTH TRANSACTION MANAGEMENT

- Stay informed and responsive as we guide you through showings, offers, inspections, and negotiations
- Review offers carefully with our guidance to understand terms, timelines, and net proceeds

04

## REDUCED FEES THROUGH THE HEROES PROGRAM

- Register as a Hero through the Homes for Heroes® program to confirm eligibility
- Work exclusively with Bryant Real Estate, an approved Homes for Heroes® affiliate, to qualify for Hero Rewards
- Receive reduced fees or cash-back savings after closing as a thank-you for your service

# PREFERRED MORTGAGE LENDER FOR HOMES FOR HEROES®

Financing your home with one of our trusted mortgage lenders helps eligible heroes secure the right loan, competitive terms, and exclusive savings through the Homes for Heroes® program.

## JASON SMITH



Preferred Homes For Heroes® Lender  
Jason.Smith@fairwaymc.com | 602-489-1961

Jason Smith is a former firefighter, EMT, and paramedic with over 15 years of public safety experience. As a Homes for Heroes® lender, he's proud to help fellow heroes achieve homeownership with clear guidance and genuine care.



### HOW IT WORKS

- ✓ Register as a Hero to confirm eligibility
- ✓ Connect with Jason Smith, our preferred Homes for Heroes® lender, to review refinance options
- ✓ Refinance your loan
- ✓ Receive Hero savings at closing



### COMMON REASONS TO REFINANCE

- Lower monthly payment
- Reduce interest
- Use home equity
- Adjust loan terms



### HERO BENEFITS

- Lender credits or cash back
- No added program fees
- VA loan compatible



# WHY WORK WITH BRYANT REAL ESTATE?

At Bryant Real Estate, we don't just work with heroes; we serve alongside them. For firefighters, law enforcement, healthcare professionals, educators, military members, and everyday heroes, buying or selling a home is about stability, family, and peace of mind. That's why we prioritize clear communication, transparency, and strong advocacy at every step.

Giving back is part of who we are. From firefighter drop-offs to ongoing community involvement, we actively support the heroes who serve our neighborhoods. Through our partnership with Homes for Heroes®, you receive expert real estate representation plus meaningful financial savings; our way of saying thank you for your service.

When you work with Bryant Real Estate, you can expect trusted guidance, local expertise, and a team that truly values service.

**\$65M+**

TOTAL SALES  
VOLUME

**140+**

TOTAL  
TRANSACTIONS

**95+**

5 STAR  
REVIEWS

**kw** KELLERWILLIAMS.  
ARIZONA REALTY

# FREQUENTLY ASKED QUESTIONS

## DOES IT COST ANYTHING TO JOIN?

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No. Registration is completely free.

## IS THIS A GOVERNMENT PROGRAM?

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No. Homes for Heroes® is a private national program.

## CAN I USE THIS WITH A VA LOAN?

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Yes! Many heroes combine Homes for Heroes® savings with VA loan benefits.

## DO I HAVE TO USE SPECIFIC PROFESSIONALS?

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Yes. Only Homes for Heroes® affiliate professionals can provide Hero Rewards.



Whether you're planning to buy, sell, or refinance now, or simply gathering information, we're here to be a trusted resource whenever you're ready.

READY  
TO GET STARTED?



## AMORTIZATION

The process of gradually paying off a loan over time with regular payments.

## APPRAISAL

An evaluation of a property's value by a licensed appraiser.

## BUYER CONCESSIONS

Financial incentives that a seller can offer to a buyer during a real estate transaction.

## CLOSING

The final step in the homebuying process where the ownership of a property is transferred from the seller to the buyer.

## CLOSING COSTS

Fees and expenses incurred during the purchase of a home, including legal fees, title insurance, and inspection fees.

## COMPARITIVE MARKET ANALYSIS (CMA)

An evaluation of a home's value based on similar, recently sold homes (called comparables) in the same neighborhood.

## CONTINGENCY

A condition that must be met in order for a sale to proceed, such as a satisfactory home inspection or appraisal.

## COUNTEROFFER

A counteroffer serves as a rejection from the seller who feels the buyer's offer was not acceptable.

## DAYS ON MARKET (DOM)

The number of days from the date on which the property is listed for sale on the local real estate brokers' multiple listing service (MLS) to the date when the seller has signed a contract for the sale of the property with the buyer.

## DOWN PAYMENT

The initial payment made by a buyer toward the purchase price of a home.

## EQUITY

The difference between the market value of a property and the amount owed on any mortgages or other liens.

# REAL ESTATE

## ESCALATION CLAUSE

When buyers anticipate multiple offers on a property they are looking to purchase; they can include an escalation clause in the contract that lets them increase their offer by a predetermined amount.

## ESCROW

The phase of a transaction where both parties have reached an agreement. The escrow holder is a third party hired to handle the transaction, including the exchange of money and all associated documents.

## FIXED-RATE MORTGAGE

A mortgage in which the interest rate stays the same throughout the entire loan term.

## FOR SALE BY OWNER (FSBO)

A property that is being sold directly by the owner, without the involvement of a real estate agent or broker.

## HOME INSPECTION

A thorough examination of a property's condition by a professional inspector.

## MORTGAGE

A database of properties for sale that is available to licensed real estate agents.

## PRE-APPROVAL

The process of being approved for a mortgage before actually finding a property to purchase.

## PRINCIPAL

The amount of money borrowed through a mortgage, not including interest or other fees.

## TITLE

The legal documentation that establishes ownership of a property.

## TITLE SEARCH

An examination of public records to verify the legal ownership of a property.

## UNDERWRITING

The process of reviewing a borrower's financial and credit history to determine whether they qualify for a mortgage.

## VARIABLE-RATE MORTGAGE

A mortgage in which the interest rate can change over time based on market conditions.

## ZONING

The laws and regulations that govern how a property can be used, such as for residential or commercial purposes.

# GLOSSARY

**BRYANT**  
*Real Estate*

KELLERWILLIAMS  
*Luxury*

Bryant Real Estate

Keller Williams Arizona Realty

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\*Each Brokerage is independently owned and operated

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