

HOME BUYER'S ROADMAP

1

FIND AGENT

Match with an agent that you feel comfortable with

2

FINANCIALS

Get a credit check, and get pre-approved for a mortgage

3

SEARCH

I will send you listings to your email according to your criteria

6

APPRAISAL

Your lender will schedule an appraiser to determine a value

5

OPTION DAY 1-10

Schedule a professional home inspector to visit the home

4

OFFER

Make your offer for the home and prepare to negotiate

7

SCHEDULE MOVE

Schedule your move date and arrange for movers

8

CLOSING

Get your keys and celebrate your new home!



Note: This is only a high level overview of a buy-side process. For more detailed steps, please refer to your real estate agent.

REAL ESTATE TERMS

PRE-APPROVAL

A pre-approval is the first step to obtaining a mortgage to purchase your home. The banker will perform an analysis on your income, debt, and credit-worthiness. You will need one in order to be ready to put an offer on a house.

OFFER

An offer is a preliminary agreement to purchase a home, and is set between a buyer and a seller.

CONTINGENCY

A contingency related to a property is when the preliminary offer is accepted, pending certain conditions set out by the seller.

CLOSING COST

The closing cost is the amount that is paid, in addition to the sale price. This can include: taxes, insurance and lender expenses.

GOOD FAITH MONEY

Good faith money (earnest money) is the balance of funds that are set aside into a trust or an escrow account to show the buyer is serious about the purchase.

TITLE SEARCH

A title search will confirm that the property that is being sold in fact belongs to the seller.

APPRAISAL

An appraisal is the value that is assigned to the real estate asset based on an assessment of the asset, neighborhood, market condition, and more.

HOME INSPECTION

A home inspection is an official review of the real estate asset's current condition. They will help to determine if there is any work needed to be done to the property to bring it to normal working order.

DISCLOSURES

The disclosures related to a property will include everything that the sellers know about the property, including any areas that need repairs.

CLOSING

The closing part of the real estate sale is when the money and keys are exchanged.

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FINDING A GREAT AGENT

01

INDUSTRY KNOWLEDGE

I as your agents have access to a wide variety of resources that is not readily available to the public. I can also help you determine the best price and time to sell.

SMART NEGOTIATING

With my collective experience and expertise, I can help you negotiate the best price for your home.

PROFESSIONAL EXPERIENCE

I as an agent must undergo annual training and compliance to ensure that I am up to date on any changes in legal or administrative paperwork.

CUSTOMER SERVICE

I am dedicated to helping you answer any questions that arise from this process.

Finding a real estate agent that you trust and feel comfortable with is as hard as finding the right house to call a home. A purchase of this magnitude is a huge life decision and you want to make sure that your real estate agent is as invested in this sale as you are.

I have over 7 years of experience and am ready to help you complete your home buying journey.



FINANCIAL

02

DETERMINE YOUR BUDGET

It is recommended that you stay within a budget of 3-5 times your annual income when purchasing a new home.

When you determine your mortgage, don't forget other factors like: downpayment, legal fees, taxes, home inspection costs, appraiser costs, and renovation costs.



HOW MUCH WILL YOUR DOWNPAYMENT BE?

FHA	3.5%
Conventional	5%
VA.	0%

Have a discussion with your banker to determine what works best for your scenario and any programs available.

FINANCIAL

02

CREDIT SCORE CHECK

Your banker will likely perform a credit check prior to approving a mortgage and determining your interest rate. The most ideal range will be 620 or above.

The better your score, the lower the interest rate you will be charged on your mortgage.



PRE-APPROVAL

Obtaining a pre-approval on your mortgage will help you in many ways. First it will help you determine your budget, and help you stay within your means. Second it shows the seller that you are serious about purchasing a home, and that you have the funds necessary to complete the purchase.

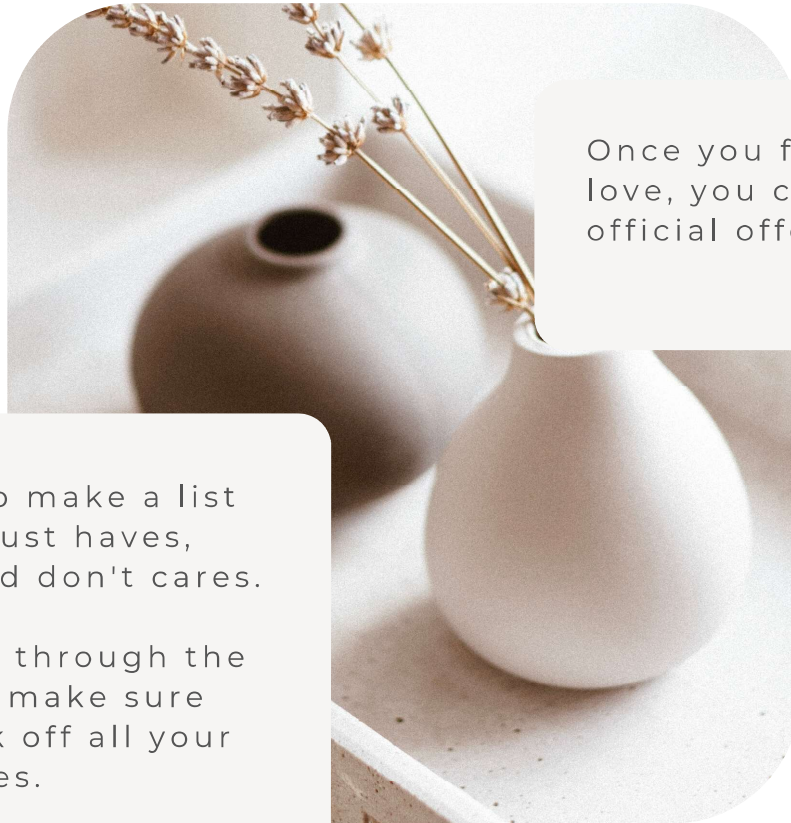
Although you are pre-approved for a loan, does not mean that you will be guaranteed this amount in your final mortgage. You will still have to be approved for a mortgage after you have submitted an offer.

It is important not to make any significant purchases or alter your credit score in any way during this time.

TOUR HOMES

03

HOME SEARCHING TIPS



Once you find a house you love, you can make an official offer to the seller.

Be sure to make a list of your must haves, wants, and don't cares.

As you go through the viewings, make sure you check off all your must haves.

- Take photos as you go through the open houses so you remember the layout and the feel of each house you visit.
- Pay attention to features of the property that are fixed such as the neighborhood, the lot size, and the orientation of the home. Don't pay too much attention to the colors of the walls or the furniture.
- Be sure to check out the small details like the light switches, water features, and appliances to make sure everything works.

MAKE AN OFFER

04

Once you find a house you love, you can make an official offer to the seller.

Don't be afraid to make an offer below the listed price. Sellers often price higher than they would be willing to sell for.



NEGOTIATE AN OFFER

Be prepared to receive a counter-offer, and don't be afraid to bargain for your purchase.

Be sure to know what you are buying and ensure that you feel the price is fair at the end of the day.

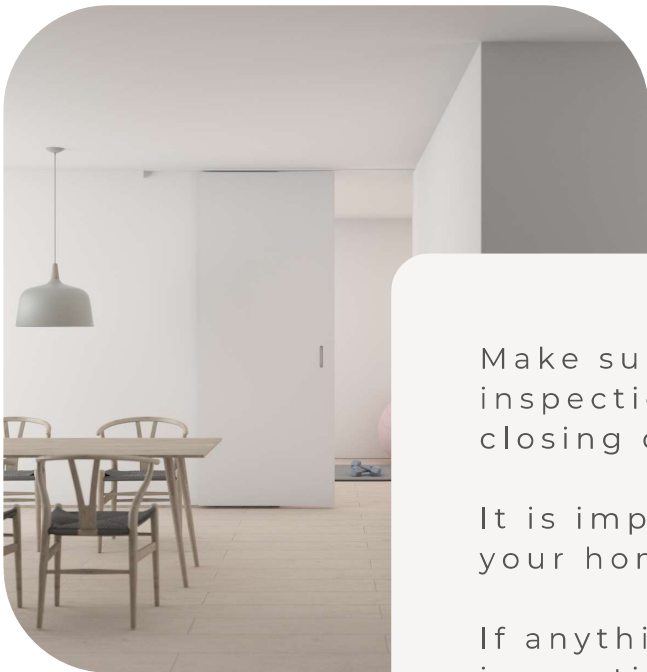
INSPECTION

05

Feel free to ask your inspector to take pictures and be descriptive in their report.

You can also ask for a meeting with the inspector to better understand their findings.

Once the inspection is complete, you can discuss and negotiate with the seller any final points.



Make sure that you allow for an inspection to be completed prior to the closing of the sale.

It is important to know as much about your home as possible.

If anything serious comes out of the inspection, you have an option to back out of the agreement, or gives you more negotiating power.

APPRAISAL

06



Other checks that are done prior to finalizing the purchase of your new home: 1. Appraisal
2. Property title search

Your lender will want a formal appraisal of the home prior to issuing your loan.

Be sure to shop home insurance for your new property!

& LOAN APPROVAL

The lender will review any and all financial related forms and information prior to granting the loan.

They will review details like:

- Your income
- Credit check
- Employment status