

**LET'S BUY A HOUSE!**  
WHAT YOU NEED TO KNOW  
WHEN **PURCHASING A HOME.**



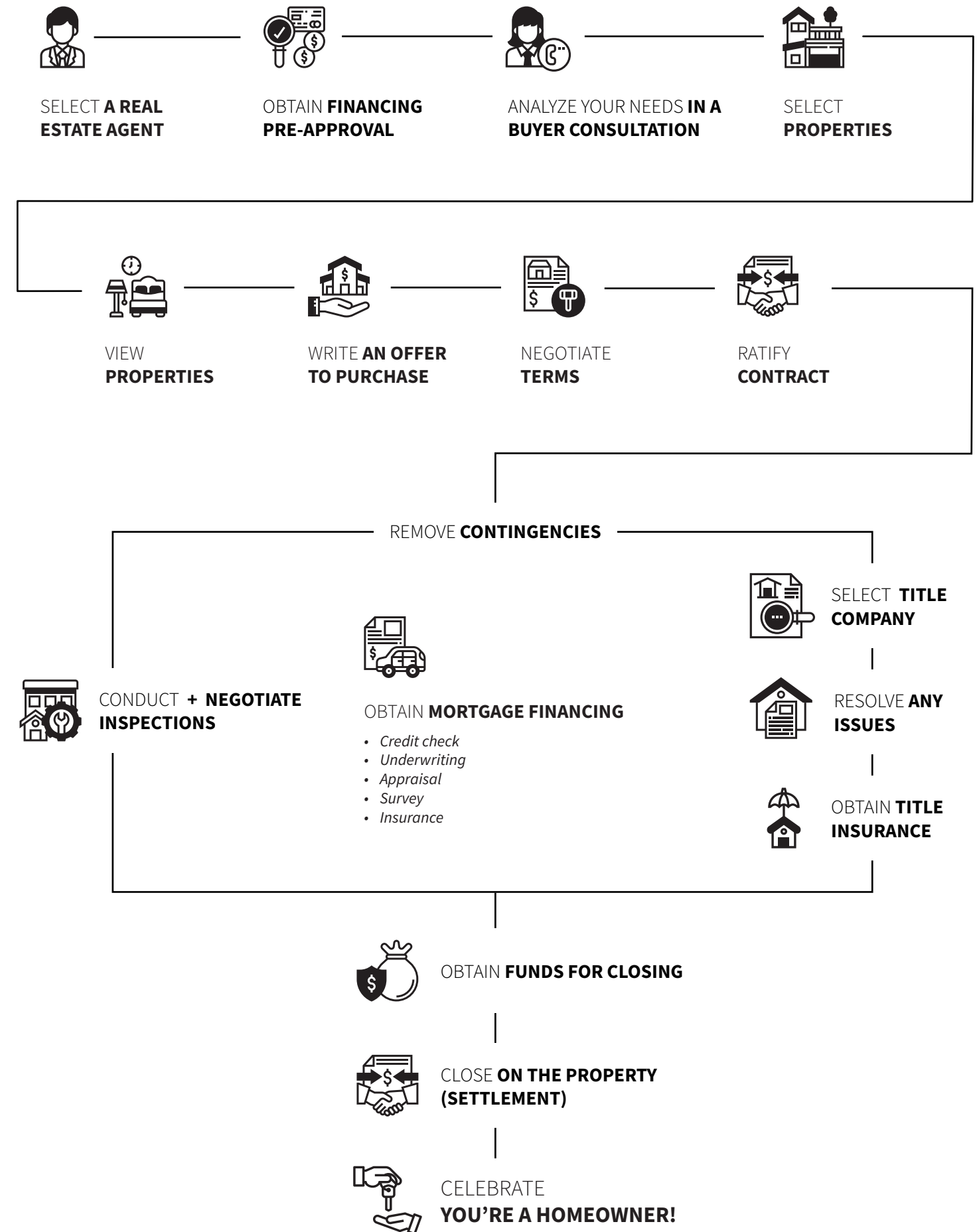
[BobLucidoTeam.com](http://BobLucidoTeam.com)

Buyer's

# I WANT TO BUY A HOUSE. WHERE DO I START?

LET'S OUTLINE THE HOME BUYING PROCESS

Visit [BobLucidoTeam.com/Buy](https://www.boblucido.com/Buy) to connect with an agent today!



# HOW DO I GET A LOAN?

## LET'S OUTLINE THE LOAN PROCESS

Visit [BobLucidoTeam.com/Buy](https://BobLucidoTeam.com/Buy) to connect with a lender today!



### STEP 1

Have *Pre-Purchase Consultation* with Lender

### STEP 2

Gather and Return All *Documents* Requested by Lender

### STEP 3

Receive *Credit Approval* Letter from Lender

### STEP 4

**Find Home;** Contact Lender Once Contract is Accepted (to Protect Interest Rate)

### STEP 5

**HOME INSPECTION**

### STEP 6

Lender Orders the Title Binder, Property Survey, Appraisal, Flood Certification

### STEP 7

Obtain *Homeowners Insurance*; Forward Insurance Agent Information to Lender

### STEP 8

Lender Provides Updates on Appraisal and Survey Status (Upon Receipt)

### STEP 9

3-Day Pre-Closing Confirmation (Funds Needed for Closing, Directions, etc.)

### SETTLEMENT DAY

Attend Settlement and Celebrate - ***You're a Homeowner!***



# WHY SHOULD I USE YOU AS MY AGENT?

IT DOESN'T COST ANYTHING  
MORE TO HIRE THE BEST

## WHAT OTHERS ARE SAYING

*"We proudly tell all our friends and colleagues to look no further than the Lucido team, because they're the very best at what they do."*

- The Karunakaran Family

*"It was our first home buying experience, and we would choose working with the Lucido team over & over again! Our agent was chock-full of information to help us from beginning to end. When we wanted to see a house, she'd schedule a showing; when we had a question, she'd answer to the best of her knowledge; and when we were ready to put in an offer, she was able to pull together a contract that landed us our dream home."*

- Caitlin + Brian Krebs

*"Before I met Bob Lucido, I had heard of his excellent track record in real estate. After working together with his team to purchase my first home, they far surpassed my expectations."*

- Tony Strittmatter



## WE SELL A HOME EVERY 3.5 HOURS

but our real estate business isn't just about transactions; it's about the relationships we build and the clients we serve.

## THE LUCIDO DIFFERENCE

- + Spotless real estate record for over 40 years
- + Family-owned business built upon a foundation of integrity
- + Admirable reputation in the industry and community



**BOB LUCIDO** President & CEO, Associate Broker

**TRACY LUCIDO** Vice President, REALTOR®



**JACK MAZZA**  
Chief Operations Officer



**LAUREN LUCIDO**  
Director of Marketing



**ROBERT LUCIDO**  
Director of Business Development

Learn more at [LucidoDifference.com](https://www.LucidoDifference.com)

THE LUCIDO DIFFERENCE



# LET US PUT OUR NUMBERS TO WORK FOR YOU

**1 PROPERTY SOLD**  
EVERY 3.5 HOURS  
BY LUCIDO SALES TEAMS

**OVER 41,000**  
PROPERTIES SOLD  
BY LUCIDO SALES TEAMS

**200+ REAL ESTATE**  
PROFESSIONALS  
ON LUCIDO SALES TEAMS

**45 YEARS IN**  
REAL ESTATE

**STELLAR REPUTATION**  
IN THE INDUSTRY  
AND COMMUNITY

[BOBLUCIDOTEAM.COM](http://BOBLUCIDOTEAM.COM)



## MARKET SHARE

Keller Williams Realty is the #1 Real Estate franchise company in the world with 1,070 offices and more than 190,000 associates around the world.



## KNOWLEDGE

We stay ahead of trends in the real estate industry through our comprehensive, industry-leading training curriculum and research resources. It's what prepares our team to provide you with unparalleled service.



## TECHNOLOGY

Leading-edge tech tools and training give us the advantage in marketing your home to the greatest number of buyers for the quickest possible sale.



## RELIABILITY

Founded on the principles of trust and honesty, Keller Williams emphasizes the importance of having the integrity to do the right thing, always putting your needs first. We firmly believe that our success is ultimately determined by the legacy we leave with each client we serve.



## TEAMWORK

Keller Williams was designed to reward agents for working together. Based on the belief that we are all more successful if we strive toward a common goal rather than our individual interests, we're confident that every Keller Williams professional shares the vision of serving our clients at the very highest level possible.



## TRACK RECORD

We're proud to be affiliated with one of the largest real estate organizations in the world! The strong growth of Keller Williams is proof that when you offer a superior level of service, word spreads fast.

**kw** LUCIDO  
AGENCY  
KELLERWILLIAMS.

# REAL ESTATE TERMS

**ABSTRACT OF TITLE**

Report of title search by Abstractor for examination by Title Attorney

**AGREEMENT OF SALE**

Contract between buyer and seller for sale of real estate

**APPRAISAL**

Determination of value of property by licensed Appraiser

**CLOSING COSTS**

Cost of transferring property, legal fees, county/state transfer fees

**CLOSING DAY or SETTLEMENT DAY**

Day of settlement, seller signs deed, buyer pays for property

**CLOUD (ON TITLE)**

Unpaid tax liens, judgment liens

**COMMISSION**

Fee for sale of real property

**CONVENTIONAL MORTGAGE**

Mortgage loans not insured by FHA or guaranteed by Veterans Affairs

**DEED**

Title to real property

**DEED OF TRUST**

Security for mortgage loan which is a lien on deed

**DEFAULT**

Loan: mortgage that is not paid  
Contract: when one party fails to adhere to the contract

**DOWN PAYMENT**

Cash payment toward purchase

**EARNEST MONEY DEPOSIT (EMD)**

Purchaser’s deposit held in escrow until settlement

**ENCUMBRANCE**

Property interest or lien on property

**EQUITY**

Owners’ interest in property over mortgage value and market value

**ESCROW**

Deposit account for earnest money held in trust until settlement

**GRANTEE**

Buyer of property

**GRANTOR**

Seller of property

**HUD (Housing & Urban Development)**

U.S. Department that enforces federal housing laws

**INTEREST**

Charge paid by borrower to lender

**LIEN**

Claim filed against deed on property for money owed

**MARKETABLE TITLE**

Title is free of liens/encumbrances

**MORTGAGE**

Lien against property for which money is borrowed

**MORTGAGE COMMITMENT**

Approval of loan after all information has been verified

**MORTGAGE NOTE**

Agreement to repay a mortgage loan

**PREMIUM**

Fee paid by borrower to HUD to pay for cost of FHA mortgage insurance

**PRINCIPAL**

Mortgage loan balance owed

**PURCHASE (OR SALES) AGREEMENT**

Contract of Sale

**QUITCLAIM DEED**

Deed transferring ownership from one party to another party

**STATE STAMPS**

Transfer taxes paid to state or county to transfer property

**TAX**

Fee levied by government against property owners

**TITLE**

Document of ownership of property

**TITLE INSURANCE**

Insures property owner for claims against the title

**TITLE SEARCH**

Search land records for liens or encumbrances against the title

Our team sells a home every 3.5 hours, so you can be confident that we have the knowledge and experience to get the job done.

**When you buy or sell your home with us, you get industry-leading services, strategies, tools, marketing, and technology from one of the top teams with the largest real estate company in the world.**

You'll also have our team of experts to help navigate the process in the most streamlined and personalized way possible - to achieve your goals and exceed your expectations.

For us it's not just about the transaction - because we strive to deliver the ultimate real estate experience. *That's the Lucido difference.*

**Ready to make a move? Contact us today at**

**[BobLucidoTeam.com/Buy](https://BobLucidoTeam.com/Buy)**



**BOB LUCIDO TEAM**  
OF KELLER WILLIAMS LUCIDO AGENCY

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