



Austin McFarland

HOME

Buyer

GUIDE



Austin McFarland

REALTOR®



THE
BRIAN CHINN
TEAM



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AustinMcFarlandRealtor

Hello,

I AM AUSTIN MCFARLAND

YOUR LOCAL REAL ESTATE EXPERT

AUSTIN MCFARLAND, A VENERATED FIGURE IN THE TYLER REAL ESTATE SCENE, STANDS AS THE QUINTESSENTIAL LOCAL EXPERT. HIS DEEP-ROOTED CONNECTION WITH TYLER IS NOT JUST AS A PROFESSIONAL, BUT AS A NATIVE WHO HAS SPENT A LIFETIME NURTURING A RICH RELATIONSHIP WITH THE COMMUNITY. GROWING UP AMIDST THE VIBRANT SURROUNDINGS OF TYLER HAS EQUIPPED HIM WITH AN INTIMATE KNOWLEDGE OF THE AREA, WHICH IS BEAUTIFULLY COMPLEMENTED BY HIS EDUCATIONAL BACKGROUND ACQUIRED AT UT TYLER.

AS SOMEONE WHO HAS TRANSITIONED INTO THE REAL ESTATE SECTOR AFTER GAINING SUBSTANTIAL EXPERIENCE WORKING IN VARIOUS CAPACITIES IN TYLER, AUSTIN BRINGS TO THE TABLE AN UNPARALLELED UNDERSTANDING OF THE LOCALE. HIS EXPERTISE IS NOT JUST BASED ON TEXTBOOKS OR MARKET ANALYSES, BUT IS ENRICHED WITH PERSONAL EXPERIENCES AND INSIGHTS THAT ONLY A TRUE LOCAL CAN OFFER. THIS HELPS HIM IN NAVIGATING THE REAL ESTATE LANDSCAPE WITH A PERSPECTIVE THAT IS BOTH DEEP AND WIDE-RANGING.

BUT AUSTIN IS NOT JUST A REAL ESTATE PROFESSIONAL WITH A RICH HISTORY IN TYLER. HE IS ALSO A DEDICATED FAMILY MAN, RECENTLY EMBRACING THE JOYOUS JOURNEY OF PARENTHOOD. THIS PERSONAL MILESTONE HAS FURTHER ENHANCED HIS ABILITY TO EMPATHIZE WITH FAMILIES SEEKING TO FIND THEIR PERFECT HOME. AUSTIN KNOWS FIRSTHAND WHAT A FAMILY NEEDS WHEN IT COMES TO FINDING A NEST THAT CATERES TO THEIR SPECIFIC REQUIREMENTS AND ASPIRATIONS. AS A LOVING HUSBAND AND A DOTING NEW FATHER, HE CHANNELS HIS PERSONAL EXPERIENCES TO BETTER UNDERSTAND AND CATER TO THE UNIQUE NEEDS THAT FAMILIES LOOK FOR WHEN VENTURING INTO THE REAL ESTATE MARKET.

ARMED WITH A ROBUST BLEND OF LOCAL KNOWLEDGE AND A FAMILIAL PERSPECTIVE, AUSTIN MCFARLAND IS NOT JUST A REAL ESTATE PROFESSIONAL; HE IS A DEPENDABLE PARTNER IN YOUR JOURNEY TO FINDING A HOME THAT RESONATES WITH YOUR DREAMS AND EXPECTATIONS. TRUST AUSTIN TO GUIDE YOU HOME, WHERE EVERY TRANSACTION IS HANDLED WITH PROFESSIONALISM WRAPPED IN A LAYER OF WARMTH AND PERSONAL TOUCH.



ABOUT

us

THE TEAM



SERHANT.

Part of the SERHANT.
network of agents



In the vibrant heart of Tyler, a group of dedicated individuals comes together to form the dynamic Brian Chinn Team, your trusted partners in turning real estate dreams into reality. With an infectious zest for life and a genuine passion for the local community, they're not just in the business of facilitating property transactions – they're in the business of bringing joy to the home buying process.

The Brian Chinn Team is a vibrant amalgamation of both Tyler area natives and those who have come to discover the magnetic allure of Tyler. United in their love for the locality, the team brings a rich tapestry of insider knowledge and fresh perspectives to help you find your perfect home. Whether born and raised in the area or recent converts to the charms of Tyler, each member shares a deep-rooted understanding and appreciation for the unique flavors and nuances of the community.

United in their devotion to luxury and community, the Brian Chinn Team offers an unwavering 24/7 commitment to their clients, transforming home buying into an elevated experience that caters to every sophisticated preference. Living, worshipping, and nurturing families in the plush neighborhoods of Tyler, the team harbors a treasure trove of insights, offering you a golden ticket to the most coveted spots in the region.

With the Brian Chinn Team, you are not merely acquiring a property; you're being ushered into a realm of elegance, where every interaction is steeped in exclusivity and personalized service. They invite you to become a part of their family, a circle where luxury meets heartfelt connection, and where your aspirations find the perfect ground to blossom into reality.

The Brian Chinn Team is known for its commitment to excellence and exceptional service, which is greatly influenced by the leadership of Brian Chinn. Brian combines sophistication with approachability, qualities that define the team's high-quality service. He excels in facilitating smooth transactions and promotes proactive communication, attention to detail, and a dedication to exceeding client expectations within his team. This leadership results in a personalized and attentive approach that each team member adopts, always striving not only to meet but exceed the unique needs of their upscale clientele. Brian's philosophy is simple: to foster a team that operates like a close-knit family, upholding principles of trust, integrity, and excellence to ensure every client feels valued and well-cared for in their pursuit of luxury living in Tyler.

As your trusted partners in the luxury real estate journey, they dedicate themselves to infusing fun and enjoyment at every step, curating a seamless and delightful adventure amidst the finest residences Tyler has to offer. Together, let's embark on a journey of unmatched elegance, a journey where your dream home awaits, nestled in the heart of Tyler's luxurious embrace.

Step into a world of luxury, comfort, and community, where the Brian Chinn Team awaits to welcome you with open arms, guiding you towards a future framed in opulence and joyful experiences. Welcome to your exquisite new beginning with the Brian Chinn Team – your golden gateway to luxury living in Tyler.



the
PROCESS

THE HOME BUYING

Process

STEP 1

GET PRE-APPROVED

- Meet with a lender
- Prepare your credit
- Set a budget



STEP 2

MEET WITH YOUR AGENT

- Discuss budget
- Research area neighborhoods
- Set wants & needs



STEP 3

FIND YOUR HOME

- Tour homes
- Adjust criteria if necessary



STEP 4

MAKE AN OFFER

- Research comps in the area
- Work with your realtor to set up the best offer
- Negotiations may occur



STEP 5

OFFER SIGNED

- All negotiations are finished
- Both parties have signed contract



STEP 6

INSPECTIONS

- Professional inspects the property
- Discovers issues that may need to be worked into the purchase agreement
- Negotiate repairs



STEP 7

APPRAISAL

- Professional ensures the property is worth the loan and purchase price you agreed to pay



STEP 8

TITLE COMMITMENT

- The title company will send you a title insurance policy for the property after closing



STEP 9

DOCUMENTS TO LENDER

- Make sure all requested docs are sent to your lender prior to closing



STEP 10

CLOSING

- Final walk-through
- Sign closing documents
- Receive your keys

10 *steps* TO BUYING A HOME

- 1 FIND THE RIGHT AGENT
- 2 PREPARE FINANCES
- 3 GET PRE-APPROVED
- 4 START HOME SHOPPING
- 5 MAKE AN OFFER
- 6 ORDER AN INSPECTION
- 7 NEGOTIATE FINAL OFFER
- 8 APPRAISAL ORDERED
- 9 SCHEDULE THE MOVE
- 10 CLOSING DAY



1

FINDING THE RIGHT

agent

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A buyer agent's fiduciary responsibility is to represent the buyer and to ensure that they are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone working for YOUR best interests when buying a home.



GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! I look at dozens of homes every week, and I can help you identify potential problems within a home.

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBORHOOD EXPERT

I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I work tirelessly to make sure buying a home is a fun and stress-free process.

AFFORDABILITY

The seller typically pays the commission for both the seller's agent and the buyer's agent.

2

prepare FINANCING

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that does not exceed 45-50% debt to income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for a new credit card or car loan until you have been approved
- Avoid making big purchases until you have been approved
- If possible, avoid job changes until you have been approved

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

While there are some \$0 down mortgage programs, in order to make your dream of buying a home a reality, it is always wise to save cash for your down payment, earnest money, closing costs & home inspector.

- A Down Payment is typically between 3% & 20% of the purchase price
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.
- Closing Costs & pre-pays for the buyer run between 2% & 5% of the loan amount
- A Home Inspection costs \$400 to \$700



3

get PRE-APPROVED

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to have your credit pulled and provide documented financial information (income, assets, etc.) to be reviewed & verified by the lender.

Information provided courtesy of:



Derek Jones
903-312-7036
derek@txhomeloans.com

GET *qualified*

TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
VA LOAN	580	NO DOWN PAYMENT
USDA LOAN	640	NO DOWN PAYMENT
FHA LOAN	580	3.5%
203K LOAN	640	3.5%
CONVENTIONAL 97	620	3%
1% Down / 2% Grant	680+	1%
CONVENTIONAL LOAN	620	5-20%



INCOME QUALIFICATIONS

QUALIFYING INCOME

- W-2 Income/Salary
- Income from part-time jobs / 2nd jobs (some restrictions), Seasonal jobs
- Overtime & Bonuses
- Non-occupying co-signer income
- Self-employed Income
- Alimony & child support (Documentation required)
- Income from Rental Properties

NON-QUALIFYING INCOME

- Income from the lottery
- Gambling
- Unemployment pay
- Single bonuses
- Non-occupying co-signer income
- Unverifiable income

NEEDED *documents*

- W2'S FROM THE PAST 2 YEARS
- 1MONTHS WORTH OF PAY-STUBS
- BANK STATEMENTS (PAST 2 MONTHS)
- PREVIOUS 2 YEARS OF TAX RETURNS (IF SELF EMPLOYEED)
- DIVORCE DECREE (IF APPLICABLE)
- ADDITIONAL INCOME DOCUMENTS

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TYPES OF *mortgage loans*

TYPES OF LOANS

	WHO QUALIFIES	DOWN PAYMENT	UPFRONT MORTGAGE INSURANCE	MONTHLY MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
VA Department of Veteran Affairs	Veterans Personnel with honorable discharge Reservists & National Guard Surviving Spouses	NONE	NONE	NONE	580
USDA Department of Agriculture	Someone who is buying a home in a USDA -designated rural area.	NONE	1% of the loan amount. Can be rolled into loan amount.	REQUIRED	640
FHA Federal Housing Administration	Anyone who meets the minimum credit and income levels.	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
203K Federal Housing Administration	Anyone who plans to purchase a fixer-upper or needs to renovate their home and meets credit & income requirements	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
CONVENTIONAL 97	Depending on the program, available first time home buyers (a buyer who hasn't owned in the last three years) can put 3% down with a Conventional 97 program.	Varies from 3%-20% of purchase price	NONE	REQUIRED	620
1% DOWN 2% GRANT CONVENTIONAL 97	Some income and loan amount restrictions	1% of purchase price	NONE	NONE	680+



start

HOME SHOPPING



4 *start* HOME SHOPPING

START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! Take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based on recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.



tip

Evaluate the neighborhood and surrounding areas

- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks

A modern bedroom interior featuring a large bed with a tufted headboard and a matching tufted ottoman. The room is decorated with a modern chandelier, a striped rug, and framed artwork on the wall. The text "MAKE AN offer" is overlaid on the image.

MAKE AN
offer

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in its present condition. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

•Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make a good impression.

•Put Down a Healthy Earnest Deposit

A large earnest money deposit shows the seller you are serious

•Cash Talks

A transaction that is not dependent on receiving loan approval is more attractive to a seller

•Shorter Inspection Periods

Try shortening the inspection period to 10 days

•Increase the Option Money

By increasing the option money they know if you do back out in the inspection period they will get more money and you are more serious about trying to get this to closing

•Offer to Close Quickly

Many sellers prefer to close within 30 days.



AFTER YOU SUBMIT AN OFFER

THE SELLER COULD

•ACCEPT THE OFFER

•DECLINE THE OFFER

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

•COUNTER-OFFER

A counter-offer is when the seller offers you different terms. If this happens, you can:

•ACCEPT THE SELLER'S COUNTER-OFFER

•DECLINE THE SELLER'S COUNTER-OFFER

•COUNTER THE SELLER'S COUNTER-OFFER

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.





ESCROW

reviewed



6 *order* AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of their findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be mindful and reasonable on smaller items while being very cautious and vigilant of potentially significant issues.

7 *negotiate* FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

1. Ask for credit for the work that needs to be done.

Likely, the last thing the seller wants to do is repair work.

2. Think “big picture” and don’t sweat the small stuff.

A tile that needs some caulking or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.

3. Keep your poker face.

The home owner is often present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.

8

APPRAISAL *ordered*

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

If approved you will receive your final commitment letter that includes the final loan terms & percentage rates.

PROPERTY TITLE SEARCH

This ensures that the seller truly owns the property and that all existing liens, loans or judgments are disclosed.

HOME OWNERS INSURANCE

You'll need insurance for the new home before closing. This will protect against things like fire, storms, and flooding





scheduling
YOUR MOVE

scheduling YOUR MOVE

AFTER SIGNING

- Continue working with lender to finalize loan
- Schedule Home Inspection
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies

4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- Buy/find packing materials
- START PACKING

3 WEEKS TO MOVE

- Lender will arrange appraisal
- Complete title search (Title company will do this)
- Get quotes for home insurance

2 WEEKS TO MOVE

- Schedule time for closing
- Contact utility companies (water, electric, cable) our free concierge service will contact you to assist
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

1 WEEK TO MOVE

- Obtain certified checks for closing or wiring instructions
- Schedule and attend a final walkthrough - day before closing
- Finish packing
- Clean
- Pack essentials for a few nights in new home
- Confirm delivery date with the moving company.



A decorative interior scene featuring a large arched mirror with an ornate gold frame. The mirror reflects a wooden console table with a dark wood base, two white upholstered stools, and a lamp. To the left of the mirror is a tall white vase filled with dried, feathery plants. In the foreground, a light-colored, textured rug is visible, and a woven, cylindrical ottoman sits on the right.

CLOSING

day

10

closing DAY

✓ CLOSING DAY

Closing is when you sign ownership paperwork and you receive your new home's keys! Typically, closing takes three to four weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

✓ CLOSING DISCLOSURE

Lenders are required to provide you with a closing disclosure before closing. This will show you what your final loan terms and closing costs will be. Review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the loan estimate and the closing disclosure, we must notify your lender and title company immediately.

✓ FINAL WALKTHROUGH

We will do a final walk through the home within 24 hours of closing to check the property's condition. We will make sure any repair work that the seller agreed to make has been done. We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans

✓ CLOSING TABLE

Who will be there:

- Me
- A title company representative
- Your loan officer

The closing typically happens at the title company. You will be signing lots of paperwork so get your writing hand warmed up! Some of the papers you will be signing include: the deed of trust, promissory note, and other documents

✓ CLOSING COSTS

Closing costs & pre-paids can vary depending on your home's purchase price and where you are located. You can generally expect those costs to be around 3% to 4% of the home's sales price. Closing costs can sometimes be shared with the seller.

✓ BRING TO CLOSING

- Government-issued photo ID
- Funds to cover the remainder of the costs as shown on closing disclosure - must be cashiers check or can be wired to title company

✓ RECEIVE YOUR KEYS

Once both sides have signed and everything has funded. Congratulations! It was a lot of hard work but you are now officially homeowners!! Time to throw a party and get to know your new neighbors!



A bedroom scene featuring a bed with white linens, a vase of white flowers with green berries, and a candle in a glass jar on a wooden surface. The text "RECOMMENDED resources" is overlaid on the image.

RECOMMENDED *resources*

recommended RESOURCES

LENDER

LEGACY MORTGAGE - DEREK JONES
903-312-7036
txhomeloans.com



HOME INSPECTION

G&W INSPECTIONS
903-521-2410

EAST TEXAS HOME INSPECTIONS
(866) 727-0831
easttexashomeinspection.com

INSURANCE

GOOSEHEAD INSURANCE
DUSTIN HOLLADAY
903-969-3814





CLIENT
testimonials

REVIEWS



Brian is a marvelous realtor! He was **always available** to us through texts and calls. He quickly learned what we were wanting: style & size of house & neighborhood. He found for us the **home we have been dreaming of for years!** Then he helped us **negotiate the best price** and agreements. We plan to continue with Brian on other property projects. He is a joy to be around: calm, knowledgeable, with a great sense of humor. We **highly recommend** working with Brian Chinn for any of your real estate needs!!

If friendships are telling, I met Austin well over six months prior to us closing on my sanctuary. He was **patient, professional,** and guided me through the unknown local East Texas market. Eventually a place was found and the closing went as hoped, uneventful. I **highly recommend** Austin to anyone navigating a buy, home or property, in the East Texas area.

Phillip was very **proactive and knowledgeable** about the areas. He is so pleasant to work with and made **buying a house a breeze!** We found a house quickly.

There are times when being a nice person does not equal a good realtor. In the case of Phillip, we got a fantastic realtor plus a **truthful, honest and very nice person.** We were from out of state and called four realtors. Phillip was the only one who returned my call on the same day. When we came to town to look for our condo, he had the appts. all set up and things went like clock-work. Phillip was aware of forms that we didn't know existed when our closing day was changed due to our buyer in our last state. **We would give Phillip 10 stars if it was an option.**

Very friendly, knowledgeable, helpful... respectful of the home's legacy. **Decisions were made in OUR time.** Never felt rushed to make ANY decision. **Brian and his team took GREAT care of us** throughout the ENTIRE process. Anyone would definitely benefit with Brian handling the selling of their home. Thank you Brian and your entire team.

Extremely well knowledged in his field. Was always available for questions or concerns and **had my interest** as his priority at all times.

WHAT TO EXPECT

HONESTY & TRANSPARENCY

INTEGRITY

RESPECT

TIMELY & REACHABLE

ACTING IN YOUR BEST INTEREST



A modern dining table with four grey upholstered chairs is set in a kitchen. In the background, a staircase with a metal railing is visible against a wall of grey panels. The overall aesthetic is clean and contemporary.

HOME *buyer* GUIDE

exp[®]
REALTY
LUXURY



THE
BRIAN CHINN
TEAM