

BUYER'S GUIDE



THE CROCKETT GROUP

FROM START TO SOLD.
ALL THE DETAILS YOU NEED
TO SUCCESSFULLY
BUY YOUR NEW HOME.



WELCOME

Hi, my name is Joe -

Buying a home is a big step, and it's so much more than just finding a place to live. It's about finding a space where you can build your future, create new memories, and feel truly at home.

The process can feel overwhelming at times, but it doesn't have to be. My goal is to make sure you feel confident and informed every step of the way

Together, we'll break down the process, create a plan that works for you, and keep things as smooth and stress-free as possible.

From figuring out your budget, to exploring neighborhoods, to negotiating the best deal and closing on your new home, this guide is here to help you navigate it all. Thanks for trusting me!

Joe Crockett

real

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JOE CROCKETT

Realtor - REAL Broker, LLC

I'm passionate about helping people reach their real estate goals—whether that's buying your first home, selling a place you've built memories in, or expanding your investment portfolio.

I believe that buying a home is more than just a transaction—it's about building a future and creating a space that feels right for you. I'm here to provide expert advice, clear communication, and to make sure you feel supported from start to finish.

When I'm not working with clients, I'm spending time with my family at local parks, sipping quality coffee, or eating at our favorite restaurants. I also enjoy flying my plane and traveling to new places.

I'm excited to share my knowledge and help you find the home that's perfect for your next chapter.



A SUCCESSFUL BUYING PROCESS



BUYING A NEW HOME CAN FEEL OVERWHELMING, BUT IT DOESN'T HAVE TO BE.

It's the beginning of an exciting new chapter—an opportunity to create new memories in a home that truly fits your needs. I'm here to guide you through every step, from figuring out your budget to finding the right neighborhood and hearing those magic words: "Offer accepted!"

Moving to a new home is an adventure, and I can't wait to help you make it happen.

SET YOUR BUDGET

FIND YOUR HOME

INSPECTION PERIOD

CLOSE ON THE HOUSE (AND CELEBRATE)



Joe Crockett

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THE COMPLEXITIES OF A REAL ESTATE TRANSACTION

BUYER

BUYER'S
REALTOR

SELLER'S
REALTOR

SELLER

LOAN EVALUATION

BEFORE MAKING AN OFFER, TALK WITH A FEW LENDERS TO DETERMINE YOUR BUDGET

FIND YOUR
DREAM
HOME!

OFFER PRESENTED

BUYER'S REALTOR PRESENTS OFFER TO SELLER'S REALTOR, WHO CONVEYS IT TO SELLER

PURCHASE NEGOTIATION

SALES PRICE, TERMS AND CONTINGENCIES ARE NEGOTIATED & AGREED UPON.

INSPECTION PERIOD

BUYER BEGINS 10-DAY INSPECTION PERIOD & SUBMITS REPAIR REQUESTS.

GOOD FAITH DEPOSIT

BUYER SUBMITS EARNEST DEPOSIT TO TITLE COMPANY WHICH IS HELD IN EARNEST

SALES
AGREEMENT
EXECUTED

LOAN APPLICATION PROCESSED & APPRAISAL ORDERED

TITLE SEARCH
CONCURRENT WITH LOAN PROCESS, TITLE COMPANY CONFIRMS SELLER HAS CLEAR RIGHT TO SELL PROPERTY & ESTABLISHES FACTS, SUCH AS WHETHER THERE ARE ANY RESTRICTIVE COVENANTS ON THE USE OF THE PROPERTY

CLOSING DOCS ISSUED

LENDER PROVIDES LOAN ESTIMATE & CLOSING DISCLOSURES DETAILING ALL TERMS & COSTS

CONTINGENCIES SATISFIED

ONCE FINANCING IS COMPLETE, INSPECTION REPAIRS MADE, APPRAISAL COMPLETE, CONTINGENCIES ARE DROPPED OFF.

FINAL WALK THROUGH

1-2 DAYS PRIOR TO CLOSING, BUYER CONFIRMS THAT THE HOME IS IN THE SAME CONDITION AS WHEN PURCHASED & ALL AGREED UPON REPAIRS HAVE BEEN MADE

TRANSACTION
CLOSED

the TIMELINE



BUDGET

- Determine what you want your monthly payment to be
- Determine how much you want to put down

MEET WITH A LENDER

- Interview lenders
- Crunch the numbers to determine how much home you can afford

SET UP YOUR HOME SEARCH

- Determine what your 'must have' items are
- Define the location you want to live in
- Set up your home search

SHOWINGS

- Walk any homes that meet all of the qualifications you've set until you find the right one & submit an offer

OFFER ACCEPTED!

- Deposit earnest money
- 10-day inspection period
- Appraisal

CLOSING DAY

- Sign all lender documents
- Sign all title documents
- Send documents to record + fund

MOVING DAY

- Schedule your movers
- Turn on all utilities in your name
- Welcome Home!

SET YOUR BUDGET

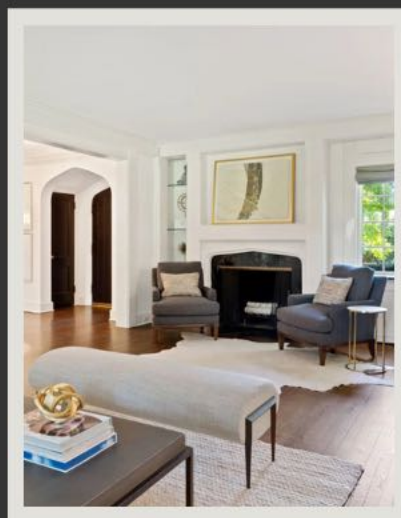
Let's talk about the B word—budget. I know it's not the most exciting part, but being clear about your budget will make everything easier. You'll want to meet with a lender to get final numbers, but before that, take some time to think about what monthly payment feels comfortable for you and your family right now.

A general rule of thumb is to keep your mortgage at or below one-third of your take-home pay. But there are exceptions, depending on where you are in life. A few things to consider:

Early in your career? If you're just starting out, like a young attorney or professional, it might make sense to stretch your budget a bit. Your income is likely to grow over the years, so you could handle a higher payment knowing you'll grow into it.

Closer to retirement or on a fixed income? If you're nearing the end of your career or working with a more stable income, you may want to be more cautious with your monthly budget to avoid overextending.

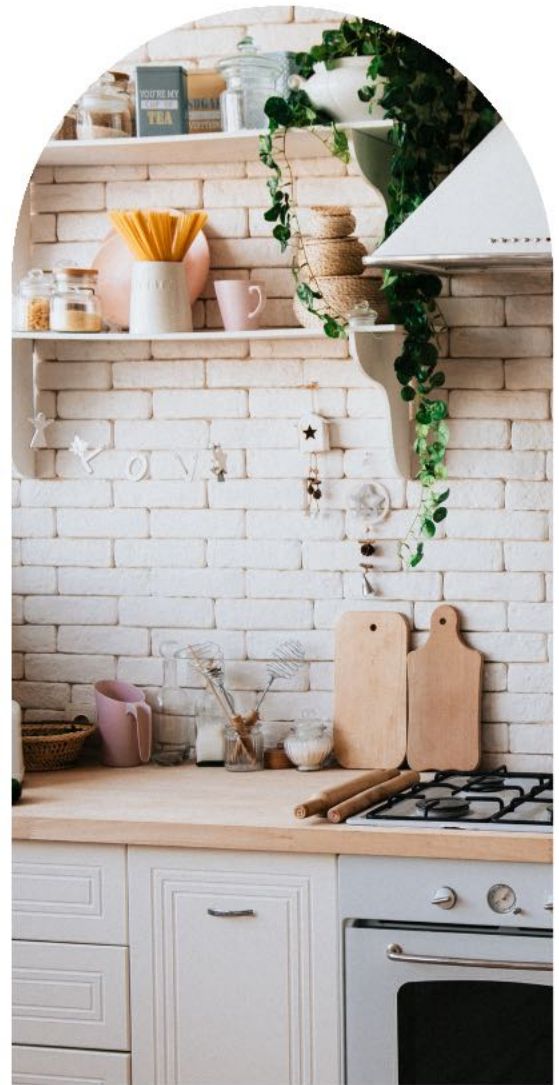
Everyone's situation is different, and it's important to find what works best for you.



AGENT COMPENSATION

In most real estate transactions, there are usually two agents involved: one representing the seller and one representing the buyer. Each agent's job is to negotiate terms that best serve their clients.

Sellers typically offer 3% of the purchase price to their agent and 3% to the buyer's agent. While new NAR regulations prevent us from listing the buyer's agent's compensation directly in the MLS, it's still recommended that sellers plan to compensate the buyer's agent. Buyer's agent compensation is now attached and negotiated into the purchase agreement, and here's why that matters:



- **It makes their listing more appealing** – Buyers already face a lot of upfront costs, and when sellers cover this expense, it allows buyers to afford more.
- **It creates a smoother transaction** – A buyer with an agent is more informed, with someone on their side working to ensure everything goes smoothly and we all make it to the closing table.

Sellers aren't required to offer compensation to the buyer's agent, which means buyers may need to pay their agent out of pocket. As your buyer's agent, my job is to secure the best terms for your purchase, which is why we will negotiate a seller-paid commission structure within the contract.



WHY HIRE AN AGENT FOR YOUR HOME PURCHASE?

UNREPRESENTED CONSUMERS ACCOUNT
FOR 70% OF ALL REAL ESTATE LAWSUITS.

Do you *have* to use a real estate agent to buy a home? No, you don't. Just like you're not required to pay a professional to cut your hair. But why do most of us hire someone for that? Because we'd rather not risk a bad haircut, right?

Now, think about buying a home—it's likely one of the biggest financial decisions you'll ever make. A lot can go wrong, and unfortunately, if you don't know the ins and outs, things can go *really* wrong.

WISH LIST

Buying a new home is such an exciting time! This is the part where you get to dream big and imagine all the possibilities. I like to start by taking budget and location out of the equation and just writing down everything I'd love in my ideal home. My own list can get long... but it's fun to think about what's possible.

Once I've got it all down, I go through and start sorting and ranking the items, narrowing it down to my top 3-5 must-haves. It's really important to do this before we start looking at homes, so you don't get distracted by features that might seem great in the moment but don't align with your true priorities. We'll keep this list handy while house hunting. For example, if a pool is a must-have, we'll only look at homes that either have a pool or are priced low enough to add one right away. This approach saves a lot of time and ensures you find exactly what you want.

DOWN PAYMENT

Determine what your down payment will be. While 20% has been the standard for a long time, you can often qualify with as little as 5%, or even 3% if you're a first-time homebuyer! It's important to be clear on this number, as it will impact your monthly payments.

You'll also need to have your earnest money ready. Typically, buyers put down 1% of the purchase price as earnest money. I'll explain more about that in a bit, but just know that your earnest money will count toward your down payment on closing day.



New Home WISH LIST

BATHROOMS

KITCHEN

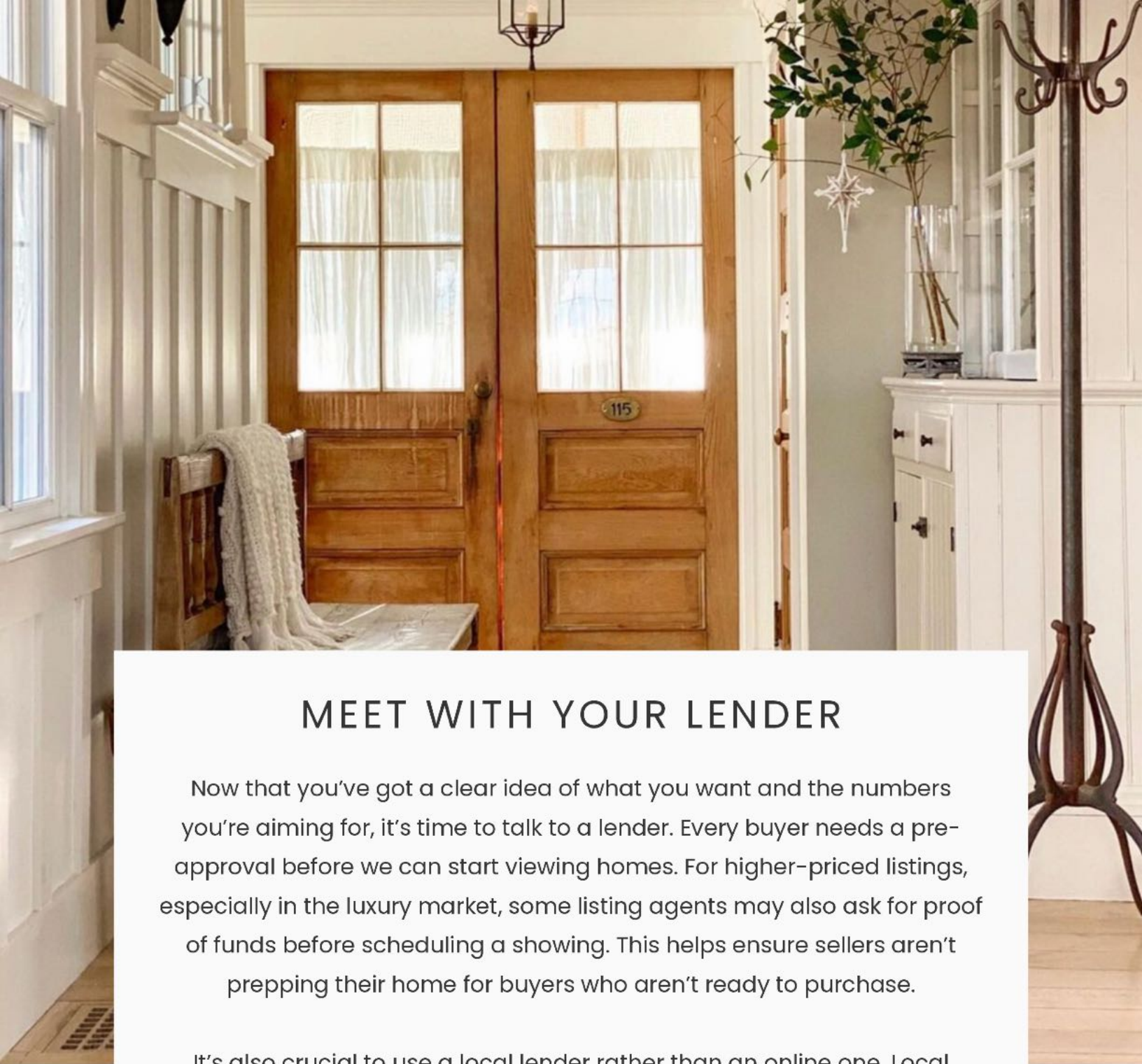
BACKYARD

FAMILY ROOM

FRONT ENTRY

BEDROOMS

MISCELLANEOUS



MEET WITH YOUR LENDER

Now that you've got a clear idea of what you want and the numbers you're aiming for, it's time to talk to a lender. Every buyer needs a pre-approval before we can start viewing homes. For higher-priced listings, especially in the luxury market, some listing agents may also ask for proof of funds before scheduling a showing. This helps ensure sellers aren't prepping their home for buyers who aren't ready to purchase.

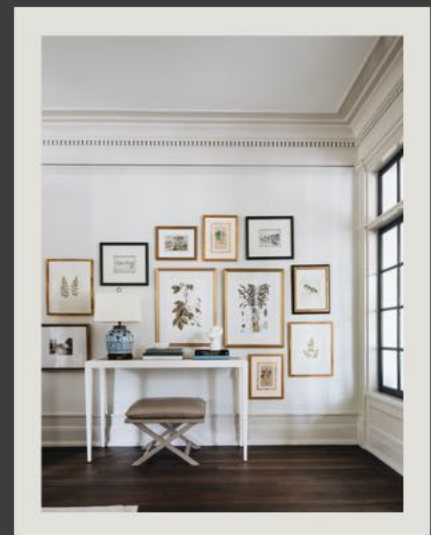
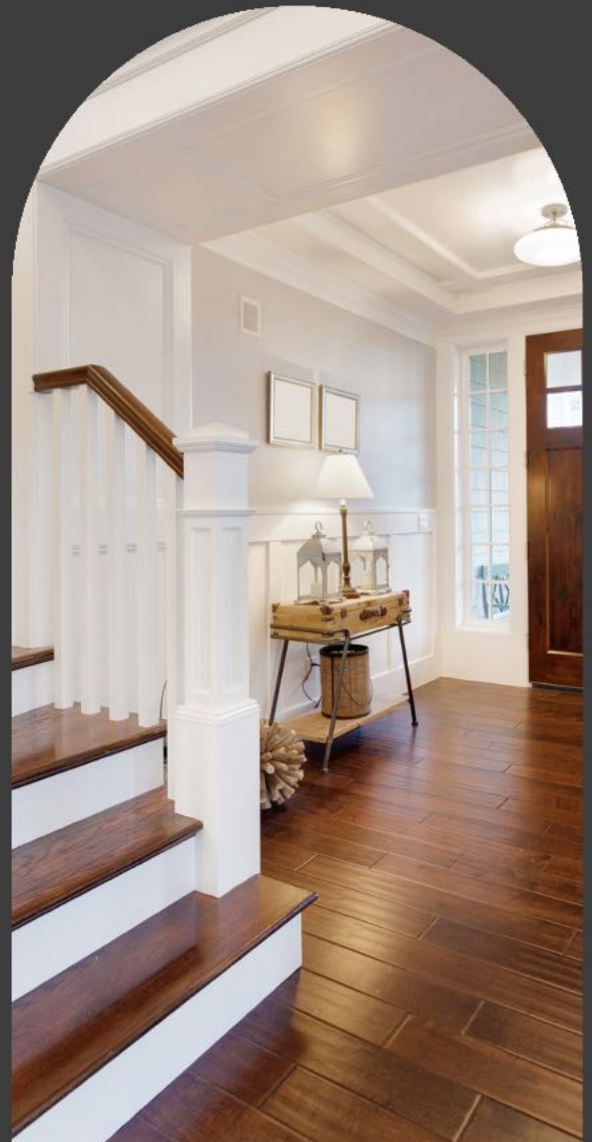
It's also crucial to use a local lender rather than an online one. Local lenders have a better understanding of the market and can often provide a smoother, more reliable process—plus, sellers prefer to see offers backed by lenders they know and trust.

Your pre-approval will go with any offer you submit, showing the seller you're qualified to secure a loan for their property. Once you have it in hand, it's a good idea to revisit your "must-have" list and make sure those features are realistic and within your budget.

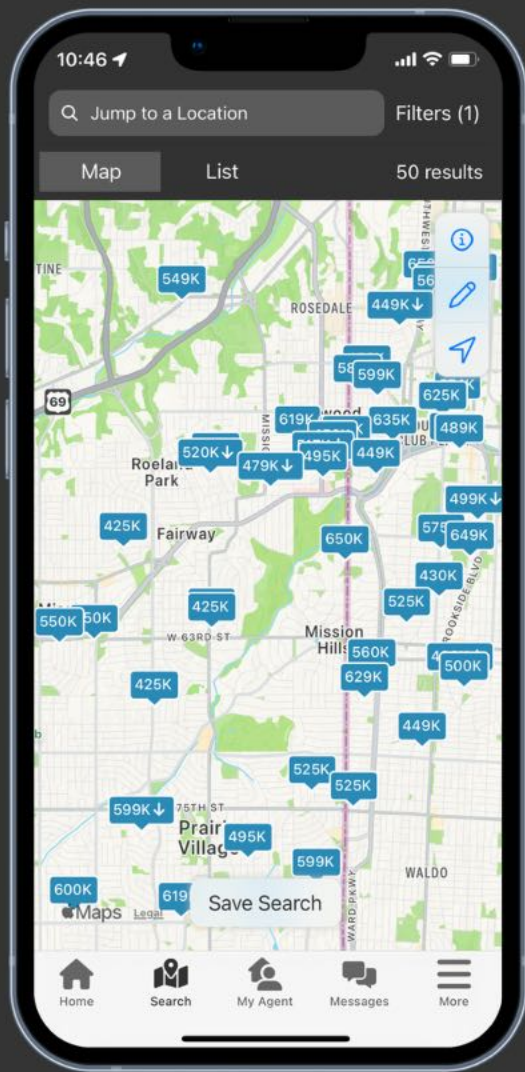
BUILD YOUR TIMELINE

Are you currently renting, or do you need to sell your existing home? Closings typically take around 30 days, so it's essential to coordinate your timelines. If you need to sell your current home to purchase a new one, it's important to have it cleaned, staged, and photographed before we start looking at homes. This way, I can effectively negotiate a Buyer Contingency, which means your new home purchase would depend on selling your current home. Working with me to sell your home can allow for an efficient process. As your agent, I want to show sellers that we're ready to hit the market right away, so we don't delay the closing process.

If you're renting, keep in mind that your first mortgage payment usually isn't due for 45-60 days after closing. This can help you avoid the burden of paying both rent and a mortgage at the same time!



SET UP YOUR HOME SEARCH



Now it's time to start shopping for your new home! We'll make this easy by setting up a custom home search based on all the criteria you've provided. You'll get email notifications anytime a new listing hits the market that matches your needs. If you see something you like, just reach out, and I'll arrange a time for us to tour the home.

To ensure this process is as enjoyable as possible, here are a few ground rules:

Stick to the budget – It's important not to walk through homes that are outside your price range. Trust me, this rarely ends well and can leave you feeling disappointed about what you can afford.

Be curious – Remember that someone else might still be living in the home. We want to be considerate of their space, especially if there are little ones around.

Mum's the word – There are often cameras in homes, so save any discussions about pricing or offers for after the showing.

Let's find the perfect home together!

YOU'RE UNDER CONTRACT...

now what?

Once we have an accepted contract, we send it to the Title Company who will facilitate the closing documents. The Title Company works with all parties involved (buyer, seller, both agents and lender) to compile all the documents necessary to close.



THE DETAILS...

01

EARNEST DEPOSIT: Your earnest deposit is typically 1% of the purchase price. It is typically refundable and will be applied toward your down payment at closing.

02

INSPECTION PERIOD: This is your time to do all of your due diligence on the property. It is **HIGHLY** recommended that you hire a professional inspector to do a full inspection of the home. I will assist you!

03

APPRAISAL: Once the inspection is complete the next contingency to remove is the appraisal contingency. Most loans require an appraisal prior to funding.

10-DAY INSPECTION PERIOD



This is your time to thoroughly evaluate the property. I highly recommend hiring a professional inspector to conduct a full inspection of the home. You can search online for options, or I can share a few reputable companies I've worked with in the past. Ultimately, it's your choice who you hire as your inspector.

The inspector will check everything (whole house, radon, termites, and sewer) — from climbing into the attic to examining the A/C, running all the faucets, checking the electrical system, and looking for anything that might be out of order. They'll provide you with a comprehensive report, often dozens of pages long, so you'll want them to be thorough! The report will outline what's in working order and what needs attention.

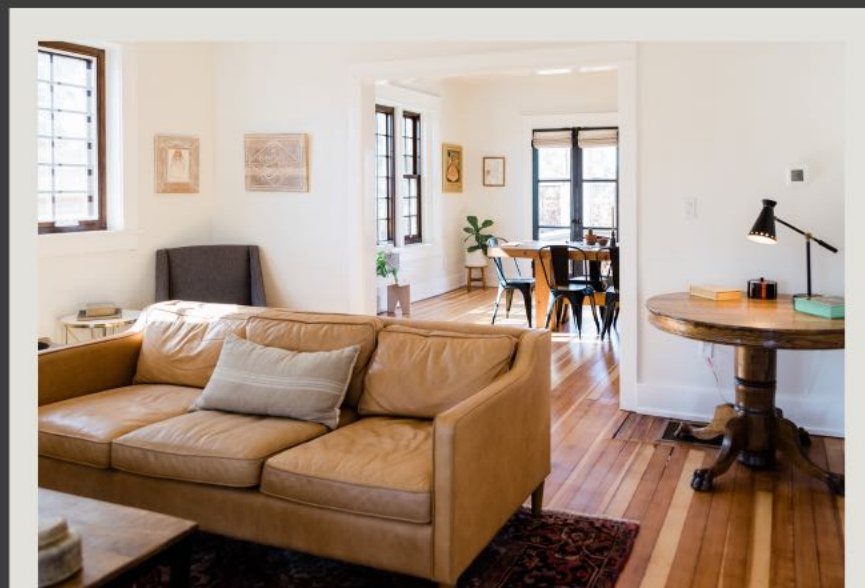
Once the inspection is complete, you'll have the chance to ask the seller to repair or replace anything that isn't functioning properly. Just keep in mind that you can't ask for repairs on items that are working as they should. If you and the seller can't come to an agreement during this due diligence period, you have the option to cancel the contract and receive a full refund of your earnest money.



APPRAISAL

Once the inspection is complete, the next step is to address the appraisal contingency. Most loans require an appraisal, and if the home doesn't appraise for the purchase price, buyers and sellers have a few options. The buyer can choose to cancel the contract and receive a full refund of their earnest money, or the buyer and seller can renegotiate the price. Alternatively, the buyer can bring the difference between the appraisal amount and the loan amount in cash to the closing table to cover the gap.

Once the appraisal contingency has been satisfied, the buyer's earnest money typically becomes what we call "hard." This means that if you decide to cancel the contract at this stage, you won't receive a refund of your earnest money deposit.





OTHER CONTINGENCIES

If you're selling your current home in order to buy your new home, you'll have this contingency to remove before your earnest money goes hard. We'll work to align these closing dates to ensure a smooth double closing.

FINANCING

During this time, it's really important to stay in close contact with your lender. They'll need specific paperwork and information that only you can provide. It's also crucial to avoid any major purchases that could affect your financing. This means holding off on buying a new car, boat, or even furniture for the new house. These purchases can hurt your debt-to-income ratio and jeopardize your deal before it's finalized. Just hang tight until we close on your home, and then you'll have the freedom to furnish it or make that new car purchase!





FINAL WALK THROUGH

This occurs 2-4 days prior to close and is your chance to walk the home one last time to ensure that all of the repair requests have been completed and that the house is in the condition we expect. It's normal to see boxes stacked in the garage because sellers are moving, too! If everything looks good, we'll be on our way to the closing table!



CLOSING DAY

Closing day typically spans a few days. The Title Company will receive the loan documents 3-5 days before closing, and you'll have two options for signing: you can either make an appointment to sign at the Title Company or have the documents sent to you with a notary so you can sign them in the comfort of your own home. Both options work just fine, but if you choose to sign at home, just make sure there's enough time for the documents to get back to the Title Company on schedule—especially if you're signing from out of state.

Usually, both buyers and sellers sign all the necessary documents a few days before the official closing day. That way, on closing day, the only thing left to do is send the title to be recorded at the County Recorder's Office.

Once it's funded, we can hand over the keys to your new home!

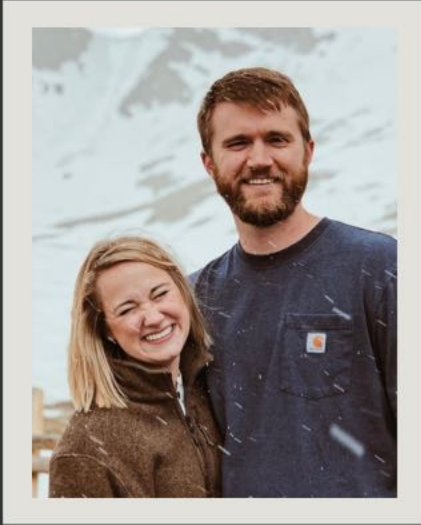


What you **CAN EXPECT**

This process is about so much more than just selling high and buying low. I can promise you that while there may be some bumps along the way, I'll do everything I can to help you avoid any delays or roadblocks. You can expect consistent communication filled with my honest, straightforward advice and creative problem-solving to guide you toward your goals.



what others **ARE SAYING**



LIBBY + SPENCER

"Joe went the extra mile. He toured selected homes for us, kept us in the loop with FaceTime videos and photos, and did his due diligence by taking a very close look at the home and acted as if he was the home buyer to ensure we were buying the right home. He was extremely candid with us and we are so grateful for that."



GRANT + KAITLYN

"Joe is knowledgeable, kind, resourceful, and absolutely the person you want to have on your team! He is always available to answer our questions, negotiate with our best interest in mind, and went above and beyond to guide and support us throughout the process of buying our first home."

READY TO BUY?

Let's grab a coffee!



real

GET IN TOUCH



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