

BUYING YOUR NEW home



KRISTIE HAMILTON
people before property



SINGLE

AT ROUND TABLE REALTY

AGENCY

There are two types of real estate agents

There are two types of agents: single and transaction. Round Table Realty promotes **single agency**. Most brokerages promote transaction agents because it's easier, but they do NOT have the same *legal* responsibilities as single agents.

Single agents legally provide:

- Dealing honestly and fairly
- Accounting for all funds
- Skill, care, and diligence
- **Loyalty**
- **Confidentiality**
- **Obedience**
- **Full disclosure**

Transaction agents legally provide:

- Dealing honestly and fairly
- Accounting for all funds
- Skill, care, and diligence
- **LIMITED confidentiality**
- **LIMITED disclosure**



BUYING YOUR HOME

By Step

FIND THE RIGHT AGENT

MONEY MATTERS

PRE-APPROVAL

GO SHOPPING

MAKING AN OFFER

INSPECTIONS & INSURANCE

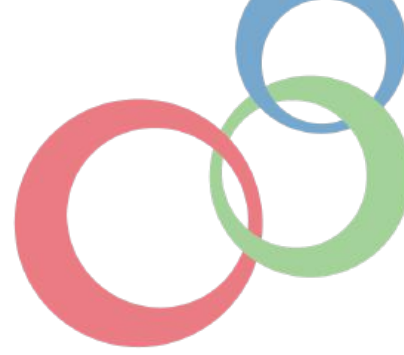
NEGOTIATING

WHAT APPRAISALS MEAN

COUNTDOWN TO CLOSING

THE CLOSING

FIND THE RIGHT AGENT



Kristie Hamilton is a dynamic realtor with a background in marketing, leadership, and hospitality. Born in Bremerton, Washington, and a CSU San Marcos graduate, she spent years in leadership roles before running a successful furniture refinishing business. Her passion for helping homeowners create beautiful spaces naturally led her to real estate. Kristie is backed by a strong team and brings excellent communication, organization, and advocacy skills to the table. Outside of work, she loves beach days, hiking, reading, and community volunteering. Kristie lives with her husband Brian, their college-bound son Benjamin, and two beloved dogs—Scout, a service dog, and Shelby.



QUESTIONS TO ASK AN AGENT WHILE INTERVIEWING:

1. HOW MUCH ARE *ALL OF YOUR FEES*?
2. DO YOU HAVE A CONTRACT AND HOW LONG IS IT?
3. CAN I CANCEL THE CONTRACT EARLY?
4. CAN I ASK TO SEE SOME REVIEWS?
5. BEFORE LOOKING AT HOMES, DO YOU FIRST ASK THAT A CLIENT GET A PRE-QUALIFICATION LETTER FROM A LENDER? IF SO, WHY?
6. HOW DO YOU ASSIST BUYERS IN CLOSING THE DEAL?
7. HOW CAN I COMMUNICATE WITH YOU?
8. WHAT ARE YOUR HOURS?

MONEY MATTERS

In most cases, you should begin to secure financing before you even start home-shopping! If you are not purchasing a home with cash, you will need a mortgage **pre-approval** provided by your mortgage lender.

Luckily, I've spent years building relationships with lenders who believe the client comes first. I can lead you in the right direction and help you shop around.

How to Prepare

Study your credit report. Make note of any errors you see and talk to your lender about them.

Compile necessary documents, including pay stubs, bank statements, and past tax returns.

Determine how much of a payment you are comfortable with. Don't forget that you will have taxes and insurance on top of your base mortgage payment!

How much should I save?

- A **down payment** is typically between 3.5% & 20% of the purchase price, though could be as low as 0%
- **Earnest money**, or your binder, is money you put down to show that you're serious about purchasing a home. The amount is determined during the negotiation process before going under contract.
- **Closing costs** for the buyer can run between 2% & 5% of the loan amount and your binder is applied to this amount on closing day. We'll know this exact number as we get closer to your closing day.
- **Home inspections** can cost between \$300-\$1,000, depending on the home and the inspections you choose.



CHOOSING A LENDER, GETTING

pre-approved

You can shop around through various mortgage brokers and lenders to find rates and other terms that fit your needs. I have several preferred lenders, however, you want to choose a lender that is a good fit for you.

Ask if you qualify for a special loan, such as a Veterans Affairs (VA) loan or any special home buying financing options through state or federal programs.

Your lender will ask for information like pay stubs, tax returns, bank statements, credit history, renting history, and other loan statements you may have. Be prepared to do a lot of scanning!

Next, you should obtain that mortgage pre-approval letter – it makes you a more competitive buyer. A pre-approval states the specific loan amount that you're eligible to borrow from a specific lender. This is not the same as a pre-qualification letter, which is only an estimate of what you can borrow. You should have a pre-approval letter.

Research Mortgages and Lenders

- ✓ Request quotes from multiple lenders and comparison shop for loans.
- ✓ Find out if you qualify for a special loan, such as a VA, FHA, or HUD home buying program.
- ✓ Get preapproved for a mortgage and receive your letter









START HOME SHOPPING

I have access to more home listings than your typical internet search could yield. As soon as you've got your must-haves and wishes in a list, I will help you see the homes that are in your price range and that match your needs.

Get ready! This is the fun part!

Get ready to go shopping!

-  Compile your home wish list. Beds/baths/pool/etc.
-  Consider what areas of town you'd be willing to live in (and which areas you would not want to live)
-  Find properties in your price range to get an idea of what's reasonable.
-  Sit down with me to make a list of all the homes that fit your criteria, wishlist, and get shopping!

Tips to Consider

Neighborhood/home site

Curb appeal

Home size and floor plan

Proximity to work, schools, church, etc.

Number of bedrooms and bathrooms

Closets and storage

Windows and lighting

Finishes

Updated kitchen and bathrooms (these are the most expensive to renovate)



MAKING AN OFFER IN TODAY'S MARKET

LOVE LETTERS

01

A personal letter written by potential buyers to sellers, expressing why they feel connected to the property and why they should be chosen as the new owners.

ESCALATORY CLAUSES

02

An escalatory clause automatically escalates your offer in specific increments above other offers that the seller may have received. Think of it much like bidding on Ebay. I have a unique take on the escalatory clause with one goal in mind - winning. Very few agents have been trained on how to manipulate the escalatory clause to their buyer's advantage.

SECONDARY DEPOSITS

03

Secondary deposits in real estate refer to additional funds that a buyer agrees to pay after the initial earnest money deposit, often as part of the progression towards closing on a property. These deposits can demonstrate the buyer's continued commitment to the purchase and may be used to strengthen the offer or comply with contractual milestones.

SHORTEN CONTINGENCIES & CONSIDER POST-OCCUPANCY

04

Instead of a 15-day inspection period, buyers might offer the sellers a 10-day inspection period. Buyers might need to be flexible in regards to move-in/out dates and times that allow a seller some breathing room in transitioning.

CONCESSION OFFSET

05

A concession offset in real estate is when the seller agrees to certain concessions, like paying for some of the buyer's closing costs, but compensates for this by adjusting the sale price or terms to maintain their desired net proceeds.

INSPECTIONS & INSURANCE

You will likely have a **15-day inspection period** during which you can have any part of the home inspected. I will help you choose those inspections but ultimately, it is your decision.

You also need to obtain **homeowners insurance** during this 15-day period. Often times, homeowners insurance is a wild card and can make or break a sale, but few people think about it. I can put you in touch with a homeowners insurance broker if you don't already have one.



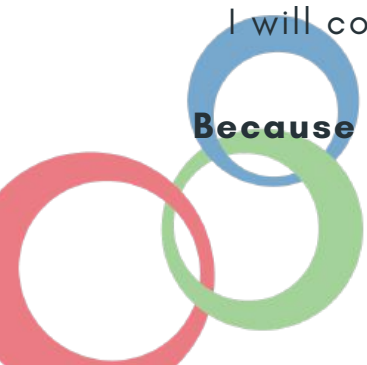
NEGOTIATE FINAL OFFER

If you encounter setbacks after inspections or homeowners insurance, you can:

1. Ask the seller to make the repairs themselves using licensed contractors
2. Ask for credits toward your closing costs
3. Ask the seller to reduce the sales price to make up for the repairs
4. Back out of the transaction (if you have an inspection contingency in place)
5. Move forward with the deal

I will coach and guide you through any and all the points above based on your specific situation.

Because we are working against a deadline, we'll need to be in close communication during this phase.





WHAT APPRAISALS MEAN

Unless you're paying cash, the lender will order this appraisal to determine if the home is worth what you're under contract to pay for it. The lender will not lend you more than what they deem the home is worth.

I will personally work with your lender's appraiser to provide him/her with information regarding the value of the home and how we came to our offer number. This part is very specific and I will go the extra mile to get you the most favorable outcome.

IF THE APPRAISAL IS LOW

1. We can renegotiate a new, lower home sale price
2. We can agree to meet in the middle between the appraised value and the contracted sale amount
3. The buyer can choose to pay the difference or cancel.
4. The buyer or seller can request an appraisal rebuttal (which rarely works)



COUNTDOWN TO CLOSING

5 WEEKS OR MORE TO CLOSING

- Finalize your mortgage
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like
- Get copies of medical records and other important documents
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies

4 WEEKS TO CLOSING

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- Start packing

3 WEEKS TO CLOSING

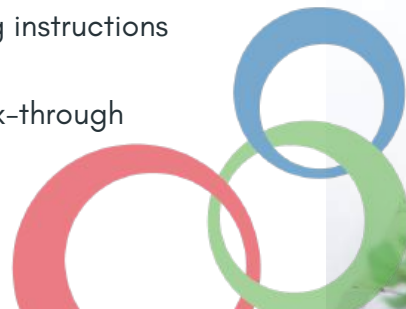
- The title company will complete your title search
- I will ensure your HOA estoppel is ordered if applicable
- I will solidify your closing date (still subject to change)

2 WEEKS TO CLOSING

- Choose a home warranty if you want one
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing
- I will ensure your survey has been ordered

1 WEEK OR LESS TO CLOSING

- Finish packing and perform a moving clean-out
- Pack essentials for a few nights in the new home
- Confirm delivery date with the moving company
- I will obtain your ALTA statement with final numbers
- You will obtain certified checks or wiring instructions for closing costs and down payment
- I will schedule and attend your final walk-through



CLOSING DAY

FINAL WALK THROUGH

We will do a final walk through the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure the home is as expected and acceptable.

We'll double check:

- All appliances are working properly
- Water is running and there are no visible leaks
- Open and close garage doors with openers
- Flush toilets
- Run the garbage disposal and exhaust fans
- Check AC unit and handler

AT THE CLOSING TABLE

You, myself, possibly the sellers' agent, and the title company will all be in attendance. The title company representative will go over every page you sign and then will ensure your closing funds are transferred. You will need to have your:

- Two forms of government-issued photo ID
- Copy of the sales contract

Closing can take anywhere from one to three hours.

RECEIVE YOUR KEYS

When your funds are verified and all documents are signed, you'll receive your keys and officially be the owner of your new home.

Now don't forget to file that homestead exemption!