

# Buyer's GUIDE



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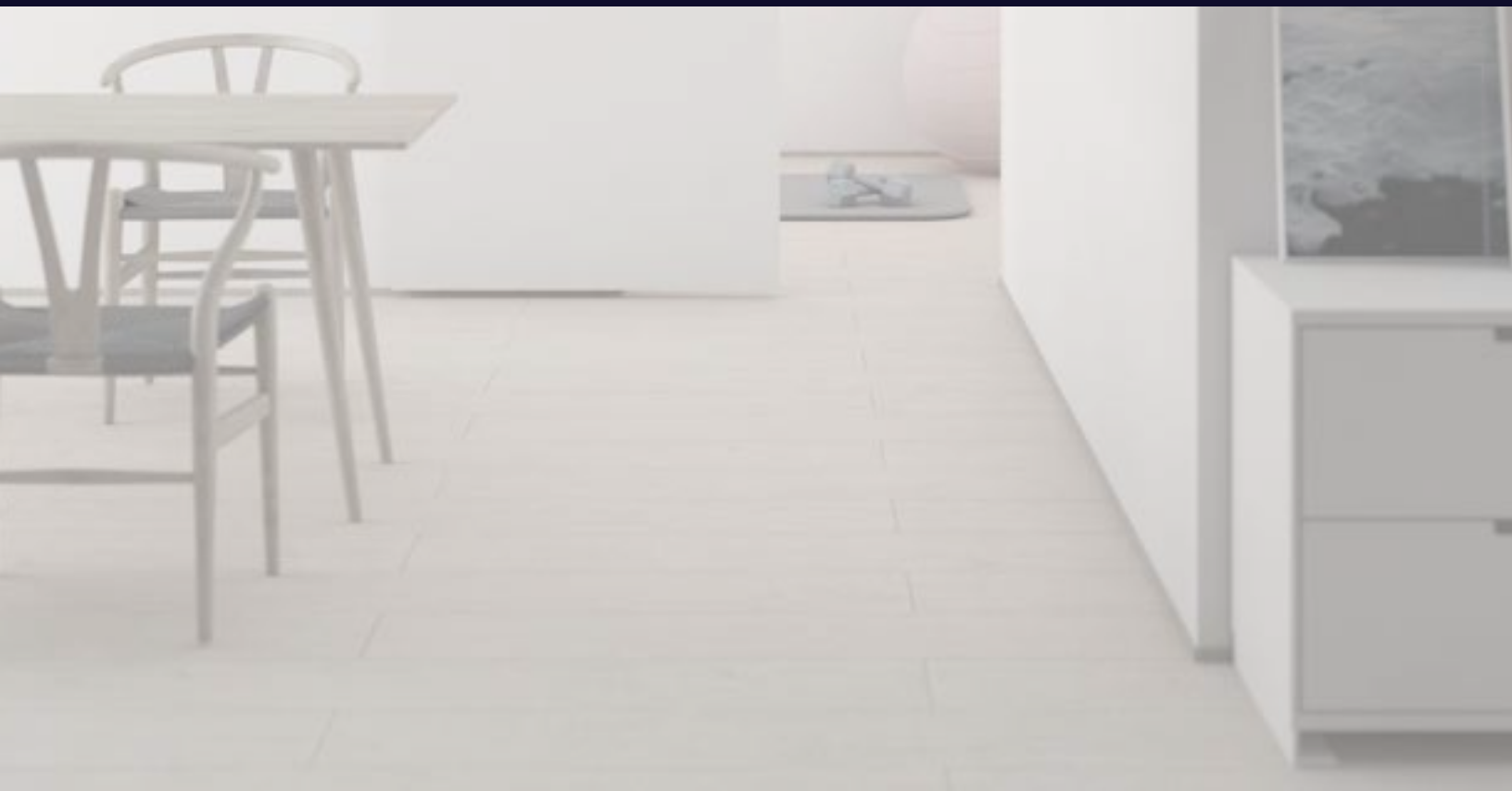
JulieSisroy.com

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# ABOUT ME





# *Hello!* I'm Julie Sisnroy

As an Air Force veteran turned real estate agent, I specialize in helping military families with their relocation needs, ensuring a smooth and stress-free transition to their new homes in the Omaha area.

My diverse experiences, dedication to clients, and involvement in the community make me a trusted and knowledgeable resource for anyone seeking real estate expertise in Omaha.

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# Home Buyer's ROADMAP

1

## FIND AGENT

Match with an agent that you feel comfortable with

2

## FINANCIALS

Get your finances in order, get a credit check, and get pre-approved for a mortgage

3

## SEARCH

Begin your search! Look online and in classifieds

6

## APPRAISAL

Arrange for a professional appraiser to visit the home and determine a value

5

## INSPECTION

Arrange for 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.

*Julie Sisroy*  
REAL ESTATE AGENT



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# 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 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.



# *Table of*

# CONTENTS

- 01 FIND A GREAT AGENT
- 02 FINANCIALS
- 03 TOUR HOMES
- 04 MAKE AN OFFER AND NEGOTIATE
- 05 INSPECTION
- 06 APPRAISAL AND LOAN APPROVAL
- 07 SCHEDULE YOUR MOVE
- 08 CLOSING

# *Preparing* TO BUY



# FINDING *a great agent* 01

A real estate agent is a huge asset to you as you go through the home-buying process. This is one of the biggest decisions of your life and you need a skilled professional guiding you through the process.

As your agent, I will be working with your best interests in mind and can help guide you through all the stages of home buying.



## INDUSTRY KNOWLEDGE

As an agent, I have access to a wide variety of resources that is not readily available to the public. They can help you determine the best price and time to sell.

## SMART NEGOTIATING

My team and I have a ton of collective experience and expertise, so we can help you negotiate the best price for your home.

## PROFESSIONAL EXPERIENCE

As licensed real estate agents, we must undergo annual training and compliance to ensure that we are up to date on any changes in legal or administrative paperwork.

## CUSTOMER SERVICE

My goal is to meet YOUR needs and I am dedicated to helping you answer any questions that arise from this process. I treat you, how I would like to be treated! After all, I have been on that side as well!



# Financials

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

## HOW MUCH SHOULD YOUR DOWNPAYMENT BE?

A 20% downpayment is the most common, however, it is not your **ONLY** option!

Have a discussion with your lender for your scenario. Look at a FHA or VA loan, if you qualify!



# Financials



## CREDIT SCORE CHECK

Your lender 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.

*Find a Home*



# TOUR

# Homes

# 03

## HOME SEARCHING TIPS

- 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.

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.



# MAKE

# *an Offer*

# 04



Once you find a house you love, we can submit 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. I will help you come up with a good strategy!

# 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. This is where you will shine as your negotiator! I will guide through some of the pros and cons of the seller's counteroffer.

# Inspection ITEMS

# 05

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.



A good inspector should 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. I will help you navigate the report.

A bedroom scene featuring a white bed with a curved headboard. The bed is dressed in white linens and a grey patterned runner. A breakfast tray with a cup of coffee and a small cake sits on the bed. A gold stool with a white cushion is positioned at the foot of the bed. A potted plant is visible in the background. The text "FINAL Steps" is overlaid on the image.

FINAL *Steps*

# *The* APPRAISAL

# 06

Other steps prior to finalizing the purchase of your new home:

1. Appraisal
2. Property title search

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

Be sure to purchase home insurance for your new property!



## AND

# *Final 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



A minimalist room with a white chair and a floor lamp. The room is brightly lit, with a large window in the background. The floor is made of light-colored wood. The walls are white. The overall atmosphere is clean and modern.

CLOSING

*and Moving*

# SCHEDULE *your move* 07

Some things you will want to keep in mind closer to your move date:

**\*\*PLAN EARLY\*\***: START ORGANIZING YOUR MOVE WELL AHEAD OF TIME.

**\*\*DECLUTTER\*\***: STREAMLINE YOUR BELONGINGS TO SIMPLIFY PACKING.

**\*\*NOTIFY SERVICES\*\***: INFORM UTILITIES, POST OFFICE, AND SCHOOLS ABOUT YOUR MOVE.

**\*\*PACK SMARTLY\*\***: PACK EFFICIENTLY AND LABEL BOXES CLEARLY.

**\*\*STAY FLEXIBLE, ASK FOR HELP\*\***: BE ADAPTABLE AND SEEK ASSISTANCE WHEN NECESSARY.



# Closing

# 08



Closing is the final step for you to become the legal owner of your home. You will take a final walk-through just before closing to assure that negotiated work has been completed and everything is in working order.

The closing process itself requires a lot of paperwork and patience. Be prepared with your government issued photo ID, cashier's check and any other documents required by the title company or loan officer.

Don't forget to re-key all the locks and change the garage door opener code when the property is officially yours.

**Congratulations on your new home!**

# HOME TOURING *Checklist*

ADDRESS OF PROPERTY: \_\_\_\_\_

DATE VISITED: \_\_\_\_\_ PRICE: \_\_\_\_\_

BEDROOMS: \_\_\_\_\_ BATHROOMS: \_\_\_\_\_ SQUARE FOOT: \_\_\_\_\_

LOT SIZE: \_\_\_\_\_ YEAR BUILT: \_\_\_\_\_

SCHOOL DISTRICT: \_\_\_\_\_

## CURB APPEAL

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## INTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## EXTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## PRICE

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## LOCATION

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## NEIGHBORHOOD

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

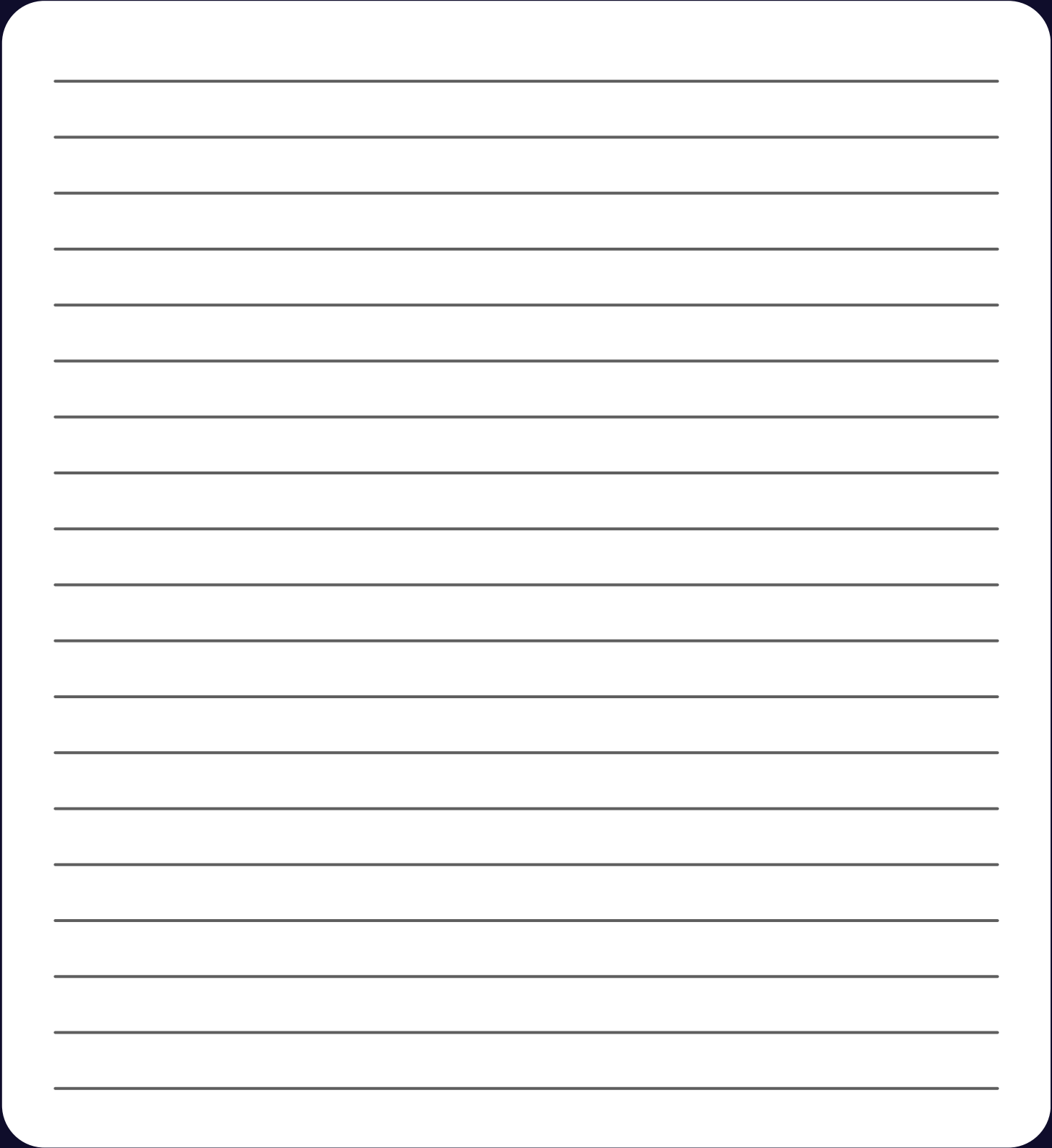
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# Notes



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