



THE ROAD
TO

Home

A HOME BUYER'S GUIDE

Tanya Lechner

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Sunshine
REAL ESTATE TEAM

lpt realty
REAL ESTATE REIMAGINED

nice to meet you



TANYA LECHNER

REALTOR® TEAM LEAD

Hi, I'm Tanya and I am the founder of the Sunshine Real Estate Team. I'm excited to share my philosophy about real estate—making it hip, fun, and accessible to first-time buyers and sellers (and even for you second or third timers!).

I have over 6 years of experience in real estate with an emphasis on first time home buyers. I will work to better understand what you need and want out of your property investment so that we can set realistic expectations upfront.

I believe that communication is key when it comes to buying a home which is why I will text, email, or call you at your convenience - however you prefer!

Your home should reflect the real you, so I will work hard on finding a home and location that fits perfectly into YOUR life.

Don't worry; I'm not talking about breaking your budget to make this happen. I believe in keeping your entire financial portfolio balanced, allowing you to live your life to the fullest. You'll be amazed at how we can help you find the right property, see its potential and how it can bring out how you want to live your life, all at the same time.

I am passionate about advocating for first-time buyers. I totally understand the concerns and doubts of first-time buyers. I went into real estate genuinely wanting to help people realize their homeownership dreams in the most affordable way possible. I got you!

LET'S CONNECT



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www.Sunshine.Realestate



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instagram.com/tanyasellssunshine



www.linkedin.com/in/tanyasellssunshine



ABOUT US

MEET THE TEAM



Frida Sofia Acosta

SHOWING AGENT

Determined to succeed, Frida wanted to get into real estate as soon as she graduated high school. She is passionate about helping others and wants to get her real estate license soon. In the meantime, she is helping Tanya with the back-end operations and communications. You will see many emails from Frida throughout the duration of the transaction!



Filiberto Muniz

BUYER'S AGENT

Fili is a Realtor® with a genuine desire to help people become homeowners. He's been in real estate for the past 15 years and has helped many people find their perfect home. If you're buying, he can turn your dream of owning a home into a reality. He will give you honest advice on how to get top dollar for your property while keeping in mind all of your personal preferences and details about the process.



Monica Wensi

BUYER'S AGENT

Monica is a Realtor® with a genuine desire to help people become homeowners. She's been in real estate for the past 2 years and has helped many people find their perfect home. If you're buying, she can turn your dream of owning a home into a reality. If you're selling, she will give you honest advice on how to get top dollar for your property while keeping in mind all of your personal preferences and details about the sale process.



Cathy Trevino

LPT BROKER ON RECORD

Cathy became a broker to establish herself as a respected leader in Texas, Cathy is a real estate professional in Texas with over 26 years of experience. Guided by principles of integrity, excellent customer service, and concern for her agents' wellbeing, Cathy strives to create a positive and supportive environment for her team.

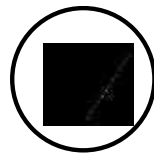


Committed to bringing you the most professional, informative, trustworthy & dedicated service.

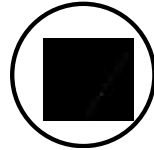
My responsibility is protecting the interests of my clients in every transaction.



10 Steps TO BUYING A HOME



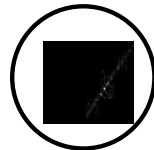
FIND THE RIGHT AGENT



PREPARE FINANCES



GET PRE-APPROVED



START HOME SHOPPING



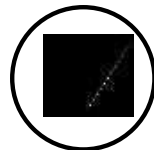
MAKE AN OFFER



ORDER AN INSPECTION



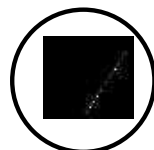
NEGOTIATE FINAL OFFER



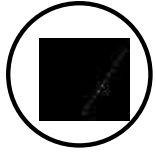
APPRAISAL ORDERED



SCHEDULE THE MOVE



CLOSING DAY



FIND 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.

HANDLING CHALLENGING CONVERSATIONS

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

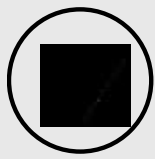
I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

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.



PREPARE FINANCES

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that is more than 3 to 5 times your annual household 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

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

- A Down Payment is typically between 3.5% & 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 for the buyer run between 2% & 5% of the loan amount
- A Home Inspection costs \$300 to \$500



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 provide documented financial information (income, statements, assets, debt & credit reports etc.) to be reviewed & verified by the lender.



PREPARING

for a better look



GET *qualified*

TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
VA LOAN	620	NO DOWN PAYMENT
USDA LOAN	620	NO DOWN PAYMENT
FHA LOAN	580+	3.5%
	500-579	10%
203K LOAN	640	3.5%
CONVENTIONAL 97	620	3%
CONVENTIONAL LOAN	640	5-20%

INCOME *qualifications*

QUALIFYING INCOME

W-2 Income/Salary
Income from part-time jobs
Income from a second Job
Overtime & Bonuses
Seasonal jobs
Self-employed Income
Alimony & child support (Documentation required)

NON-QUALIFYING INCOME

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

NEEDED *documents*

W2'S FROM THE PAST 2 YEARS
3 MONTHS WORTH OF PAY-STUBS
BANK STATEMENTS (PAST 3 MONTHS)
PREVIOUS 2 YEARS OF TAX RETURNS
LIST OF YOUR DEBTS & ASSETS
DIVORCE DECREE
ADDITIONAL INCOME DOCUMENTS

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	2% 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
NON-CONFORMING	Portfolio loans for specific clients who don't meet the usual loan requirements (self employed, for example)	Varies from 10% -30%	NONE	NOT REQUIRED	620

THE TEN COMMANDMENTS

For Buying A Home

Whether you're buying your first home, your next home or even refinancing, you need to avoid some risky actions that could derail your loan. I don't want you to mistakenly do something that will jeopardize your ability to buy the home you want!

At first glance, these 10 Commandments seem very easy to follow. But, ignoring just ONE of these items could ruin your chances to buy a home.

- # **1** Thou shalt not change **jobs**, become self-employed or quit your job.
- # **2** Thou shalt not buy a **car**, truck, or van – or you may be living in it!
- # **3** Thou shalt not use **charge cards** excessively or let your accounts fall behind.
- # **4** Thou shalt not spend **money** you have set aside for closing
- # **5** Thou shalt not omit **debts** or liabilities from your loan application.
- # **6** Thou shalt not buy **furniture**.
- # **7** Thou shalt not have any additional inquiries on your **credit**.
- # **8** Thou shalt not make large **deposits** without first checking with your loan officer.
- # **9** Thou shalt not change **bank** accounts.
- # **10** Thou shalt not **co-sign** a loan for ANYONE.

My Savvy Homebuyer Mortgage Rule of Thumb:

If interest rates are 4%, every **\$10,000** in purchase price = **\$40** in monthly payment.

Focus on your monthly payment, put **LESS** down, stay within your budget and get a home you **LOVE!**





START *Shooting*



START HOME SHOPPING

START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or video 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 off of recent sales and current buyer activity in the area, as well as the value of the property in it's current condition. Negotiations may take place after the offer is presented.

TIP

We will make sure to check every little detail of each house

- Test the plumbing
- Test the electrical system
- Open and close the windows & doors to make sure they work properly

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?

The Three Buckets

Location:

Budget:

Home Criteria
(What does it look like)



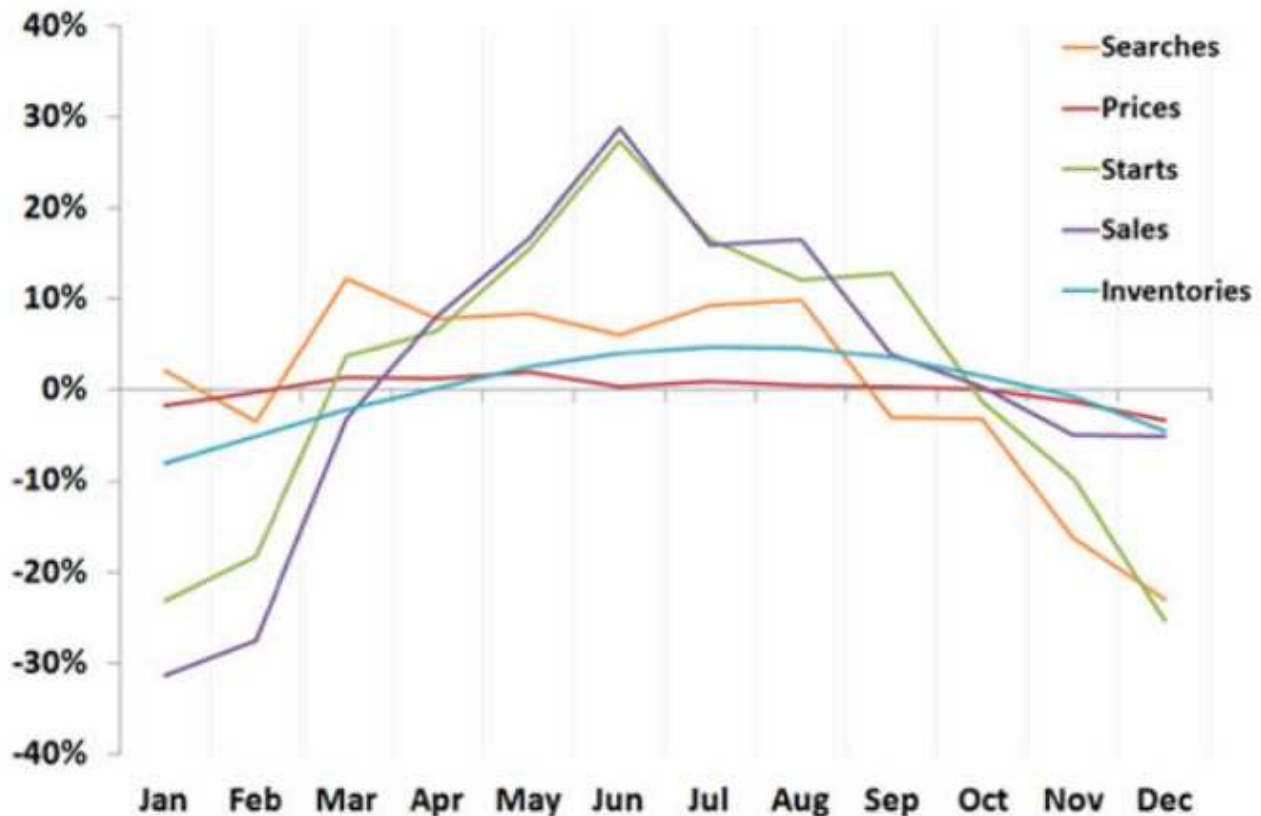
Go With The Flow Of The Market

Sales and **inventory** follow a seasonal pattern, with the most activity during the **Spring** months.

This natural cycle will impact how many homes available to see.

But don't worry, I have ways of finding homes that aren't even on the market in low inventory times. ;)

MARKET ACTIVITY BY SEASON



There is **also a weekly pattern**, with most new home listings going on the marketing on **Thursdays** and **Fridays**.

THE 5 BIGGEST MISTAKES TO AVOID When Buying Your First Home



Not knowing how much you can afford BEFORE you start looking at homes. Think monthly payments first and foremost. Do not focus solely on the purchase price. Why? Because what you pay every month could be very different if you are looking in different areas due to changes in taxes, condo fees and other factors. Your payment could be very different between two properties even if the purchase price is exactly the same! Get pre-approved by a lender before you start looking at homes too seriously but make sure they are approving you for what you want to pay per month, NOT what you possibly could afford. They may approve you for more than you are comfortable spending per month, so ask them to approve you for the monthly payments you want to spend, not just the highest purchase price possible. You also should take into account not just the cost of the home but utilities, repairs and maintenance.



Not discovering hidden defects before you buy a home. Never buy a home without a professional home inspection. But even before you reach that point, YOU need know what the potential problems are in the home. From the get-go ask the seller questions such as: How old is the heating and air conditioning system? When was the roof last replaced? Often there are warning signs such as water damage that the seller doesn't necessarily need to disclose, but you can see when you are looking at the home more closely.



Not knowing how much your credit can affect your ability to buy a home. Lenders are tougher now and you need to have a decent credit score to get a low interest rate. About 3-6 months before you want to buy a home, start monitoring your credit online. You can go to websites such as www.myfico.com and pull your own credit for free. Do this very early on, before you start looking at homes, so you don't have any surprises. Most credit issues can be repaired but it can take a few months, so if you aren't monitoring your credit on a regular basis, check it early on in the process.

THE 5 BIGGEST MISTAKES TO AVOID When Buying Your First Home



Not knowing about all the great first-time buyer programs out there from state and local agencies. PLEASE don't make this mistake! These programs are only for first-time homebuyers so now is your only chance to take advantage of them. You can reap HUGE savings! We just did a seminar to a packed house at Dwell Headquarters about a brand new program called DC Opens Doors. Check out our Facebook page for the scoop: www.facebook.com/dwellrb. These programs change all the time, so be sure to ask your expert realtors (that us) about the programs that fit your specific financial situation and home buying goals. Who knows, you could do DC Opens Doors, HPAP, VHDA, and VA loans all have lower than market interest rates. There are down payment assistance grants and zero percent interest loans. There are even programs that exclude you from having to pay property taxes if your income qualifies! We can help you with these programs and determine if you qualify for them.



Not asking your real estate agent questions if you're confused or need clarification. There are no stupid questions when you are making the biggest purchase of your life! You should be well educated from the minute you first meet with your agent to well after settlement. Don't hesitate! This is your first time buying a home and your agent should have done this hundreds of times and will be able to explain everything to you so that you feel knowledgeable and confident about your decisions every step of the way!

As you can see, these mistakes are easily avoidable now that you know! And, throughout the process, you have me to help you. If you have any questions about something, always reach out and ask. I'd rather us talk about it then have anything done that we could have avoided!

MAKE AN offer



05/

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 it's 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

•Write the Seller a Letter

We will make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with their home.

•Offer to Close Quickly

Many sellers prefer to close within 30 days.



THE PROCESS

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 *perisod*

06/ 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.



07/ 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 a 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.** 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 listing agent will be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.



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.

Homeowner's Insurance

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

09 scheduling YOUR MOVE



AFTER SIGNING

- FINALIZE MORTGAGE
- 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
- Get copies of medical records and store with your other important documents
- 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

- ARRANGE APPRAISAL
- COMPLETE TITLE SEARCH (TITLE COMPANY WILL DO THIS)

2 WEEKS TO MOVE

- SECURE HOME WARRANTY
- GET QUOTES FOR HOME INSURANCE
- SCHEDULE TIME FOR CLOSING
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

1 WEEKS TO MOVE

- OBTAIN CERTIFIED CHECKS FOR CLOSING
- SCHEDULE AND ATTEND FINAL WALK THROUGH
- Finish packing
- Clean
- Pack essentials for a few nights in new home
- Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number



A close-up photograph of a person wearing an orange sweater, holding a white pen over a tablet device. The person's hand is resting on the tablet, and the pen is held in a writing position. The background is blurred, showing a light-colored surface. The text 'CLOSING day' is overlaid on the right side of the image, with 'CLOSING' in a bold, uppercase, sans-serif font and 'day' in a lowercase, cursive font.

CLOSING *day*



closing day



CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six 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, at least three days before closing. This will show you what your final loan terms and closing costs will be. You will have three days to 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 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 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:

- Your agent
- The seller
- The seller's agent
- A title company representative
- Your loan officer
- Any real estate attorneys involved in the transaction

The closing typically happens at the title company. You will be signing lots of paper work 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 can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 3% to 4% of the home's sales price. These closing costs can sometimes be shared with the seller.



BRING TO CLOSING

- Government-issued photo ID
- Copy of the sales contract
- Homeowner's insurance certificate
- Proof of funds to cover the remainder of the down payment and your closing costs



RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially home owners!! Time to throw a party and get to know your new neighbors!





REVIEWS

REVIEWS



"Tanya was great! She was always available and was really knowledgeable about the area homes and processes. We would recommend her to anyone in the market to buy a home right now.

Tanya helped us prepare our house to sell. We listed our home and had a contract within 48 hours. We had 8 offers within 12 hours. She was amazing through the whole process. From start to finish. She helped me with the stress of it all and was knowledgeable of listing prices and of the area

The best realtor I've ever had the pleasure of working with! She is genuine and works hard to make sure you find the perfect home. Highly recommend!

"I absolutely loved working with Tanya. She made not only looking for a house but, buying a house enjoyable. As first time buyers, it was overwhelming at times but she was able to help put us at ease. Blessed that she was our realtor.

She is a great agent. She is very helpful, honest and supportive. Very professional and friendly. Which are essentials for me for a good agent. Helps you from beginning to end. Definitely recommend her to other people.

I would highly recommend Tanya, she has gone above & beyond! She is very knowledgeable and responsive.



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