



Home Buyer Guide

The complete guide for helping you take the first steps towards finding home.

Gloria Miller
Associate Broker, CDRE



ABOUT ME

Gloria M. Miller is a bilingual Realtor, ALC member, Team Leader, and Certified Divorce Real Estate Expert (CDRE). Ms. Miller's extensive training through Illumni Institute, which is the premier divorce real estate education platform in the United States, provided her many of the tools needed to handle all realms of real estate transactions with expertise. She educates and empowers her clients to make the best real estate investments based on extensive knowledge of the current market with integrity and dedication. With 17 years of customer service, she excels in understanding client needs and ensures excellence in all aspects of service. With a passion for education, she continues to invest time for continued education to maximize her knowledge which allows her to provide specialized services to the family law community when dealing with common to complex legal transactions. Habla Espanol!



Gloria Miller

Real Estate Agent



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THE BUYER ROAD MAP

As your Real Estate Agent, I will provide you with a clear and concise summary of the timeline for purchasing your home. My goal is to ensure that you feel confident and supported throughout each step of this process.



FINANCES

Before you embark on your home search, it is highly advisable to initiate a conversation with a lender and obtain pre-approval. This step is crucial as it allows you to gain valuable insights into your financial situation and receive answers to any inquiries you may have. By doing so, you will obtain a precise understanding of the price range you are pre-approved for and receive an estimate of the expenses you should anticipate.

Questions to ask when interviewing potential lenders...

- What is the best type of loan for me?
- Do I qualify for any special discounts or loan programs?
- What interest rate can you offer?
- When can you lock in my rate?
- What fees can I expect from you?
- What are my estimated closing costs?



Part 2

FINANCES

When it comes to calculating your pre-approval, lenders consider various factors. To ensure preparedness, it is advisable to gather the following documents, as they are commonly requested during the process:

Tax Returns

W-2 Forms

Pay Stubs

Bank Statements

List of Monthly Debt



HOME SEARCH

As your dedicated Real Estate Agent, I prioritize assisting you in achieving your personal goals. Understanding your unique circumstances and aspirations regarding the purchase of your home is of paramount importance to me. By understanding your situation comprehensively, I can tailor my approach and strategies to ensure that we work together effectively in accomplishing your desired outcome.

STEP 1

Once you have engaged in a conversation with a lender and obtained pre-approval, we will proceed with your online home search. To facilitate this process, I will establish an automated search for you on the Multiple Listing Services (MLS) platform. This will enable you to receive regular updates and notifications regarding new listings that match your criteria. By utilizing this efficient system, we can streamline the search process and ensure that you have access to the most up-to-date and relevant information in your quest for the perfect home.

STEP 2

During the home search period, we will engage in comprehensive discussions to ensure that I can provide you with the best possible assistance. We will delve into various aspects, including your ideal price range, must-haves, deal breakers, location preferences, and even considerations such as school districts. By thoroughly understanding your requirements and preferences, I will be equipped to tailor the search process to align with your specific needs. This collaborative approach will enable us to maximize the effectiveness of our efforts and ultimately find the ideal home that meets your criteria.

STEP 3

Once you express interest in a particular home, we will promptly schedule a showing for you to view the property in person. If the home meets your criteria and you are satisfied with it, we will proceed to draft an offer for the property. Upon receiving an accepted offer from the seller, you will enter into a legally binding agreement known as being "Under Contract." This signifies that both parties have agreed to the terms and conditions outlined in the offer, and the process of finalizing the purchase will commence.



IMPORTANT INFO

What factors will influence your decision?
(School zones, distance to work, specific neighborhoods, etc.)

What features are important to you in your new home?

What are the must-haves in your new home?



What are the deals in a new home?

Any specific not mentioned above:



MUST HAVE HOME CHECKLIST

Place a check mark next to any amenity that you consider a must have on your next home.

KITCHEN

- ☐ Island
- ☐ Updated Countertops
- ☐ Walk in Pantry
- ☐ Updated Cabinets
- ☐ Breakfast nook
- ☐ Updated appliances

BATHROOMS

- ☐ Double Vanities
- ☐ Bathtub
- ☐ Updated Pantry
- ☐ Walk in shower
- ☐ Guest bathroom

MAIN LIVING AREA

- ☐ Walk-in closet
- ☐ Split floor plan
- ☐ Storage space
- ☐ Master on main

ADDITIONAL FEATURES

- ☐ Hardwood floors
- ☐ Fireplace
- ☐ Office
- ☐ Formal dining room
- ☐ Open floor plan
- ☐ Front porch
- ☐ Separate laundry area
- ☐ Parking space

OFFERS AND NEGOTIATIONS



INFORMATION NEEDED

- Pre-approval letter
- Offer Price
- Financing Amount
- Escrow Deposit
- Closing Date
- Inspection Period
- Closing Costs



OFFERS & NEGOTIATIONS PART 2



MULTIPLE OFFER SITUATION

it's more common than ever to see homes go into multiple offer situations. This means that your offer is not the only offer on the table for the sellers. Here are some of my best tips to win a multiple-offer situation.

- Submit your Pre-approval letter with your offer
- Have your lender call the listing agent to share your Pre-Approval details
- Make a cash offer if possible
- Offer more than the asking price
- Be flexible with your closing date
- Add a personal letter and a photo of you and your family
- Offer a higher amount for the Escrow deposit so the seller knows that you are serious
- Keep your offer clean when it comes to contingencies and don't ask for any that are not a deal-breaker for you



ESCROW

Congrats! We are almost there. You will turn in your Escrow Deposit, we will get inspections scheduled, negotiate repairs, and move forward with your loan application. The entire process from contract to close typically takes between 30-45 days.



INSPECTION PERIOD

TYPES OF POTENTIAL INSPECTIONS

- Home Inspection
- Radon Testing
- Wood-Destroying organism (WDD) Inspection
- Mold Inspection
- Foundation Inspection
- HVAC Inspection
- Lead Based paint Inspection



INSPECTION TIME PERIOD

The typical inspection period is between 10-15 days

it is critical that we begin scheduling the inspections you choose to have done as soon as we are under contract on your potential new home. This will ensure that we do not run out of time or have any delays in the process.

RECOMMENDED HOME INSPECTORS

Use the list on the following page to see several of the Home Inspectors I recommend. Please feel free to reach out and interview some of the Home Inspectors that I know and trust.



PREPARING FOR CLOSING DAY!

1. LOAN APPLICATION AND APPRAISAL

After the contract has been executed, you will usually have a window of 3-5 days to initiate the loan application process with your lender. Following this, the lender will proceed to order an appraisal once we have completed the inspection period. In the event that your contract is contingent upon the appraisal, it means that if the appraisal value is lower than the offer you made, we will have an opportunity to renegotiate the price. This ensures that you have the chance to adjust the terms of the agreement based on the appraisal results, allowing for a fair and informed negotiation process.

2. HOME INSURANCE

Prior to the closing day of your home, it is essential to secure a Homeowner's Insurance Policy. This policy should be effective starting from the closing day itself. If you have not yet chosen an insurance company to work with, please don't hesitate to contact me. I will gladly provide you with a list of recommended insurance providers to assist you in finding the right coverage for your new home. Ensuring that you have adequate homeowner's insurance in place is crucial for protecting your investment and providing peace of mind.

3. IMPORTANT REMINDER

While it's understandable to feel excited about furnishing your new home and making it your own, it is crucial to exercise caution during this period. It is highly advisable to refrain from making any significant purchases, opening new lines of credit, or changing jobs. These actions can potentially impact your financial stability and jeopardize the mortgage approval process. If you have any doubts or questions, I strongly encourage you to reach out to your Real Estate Agent or Lender for guidance and clarification. Their expertise will help ensure that you navigate this critical phase of the home buying process with confidence and avoid any potential complications.

4. CLEAR TO CLOSE

Receiving the news that your loan documents have been approved by the mortgage underwriter is truly delightful for both of us! This significant milestone allows us to proceed with confidence and confirm the closing date with the title company or attorney. It signifies that all the necessary steps have been successfully completed, bringing us one step closer to the finalization of your home purchase. Rest assured, we will continue to work diligently to ensure a smooth and successful closing process.

CLOSING

THE CLOSING PROCESS FINALIZES THE PURCHASE OF YOUR HOME AND MAKES EVERYTHING OFFICIAL. ALSO KNOWN AS SETTLEMENT, THE CLOSING IS WHEN YOU RECEIVE THE DEED TO YOUR HOME.

PRIOR TO CLOSING, YOU SHOULD CHANGE ALL UTILITIES INTO YOUR NAME, AND COMPLETE A FINAL WALK THROUGH TO CHECK FOR ANY OUTSTANDING ITEMS.



A FEW THINGS TO BRING TO CLOSING

- A valid government issued photo ID
- Cashier's check for the total amount due
- Outstanding documents for the title company or mortgage loan officer

WHAT TO EXPECT

The escrow officer will look over the purchase contract to: identify what payments are owed and by whom; prepare documents for the closing; conduct the closing; make sure taxes, title searches, real estate commissions and other closing costs are paid; ensure that the buyer's title is recorded; and ensure the seller receives any money due.

YOUR COST

Some of the most common fees include:

- Escrow fees
- Recording and notary fees, if applicable
- Title search and title insurance
- Origination, application and underwriting fees from lender
- Appraisal fees
- Local transfer taxes
- Homeowners Insurance
- Home Owners Association fees, if applicable

AFTER CLOSING

Make sure to keep copies of all closing documents for tax purposes.

THE DECISION TO BUY A HOME IS AN EXCITING ONE



AS YOUR AGENTS, WE GO ABOVE AND BEYOND TO HELP

consistently providing you with the
expert guidance you deserve
throughout the home buying
process.

WHO WE ARE



Brokered by: Real Broker, LLC

MISSION statement

"To provide an avenue for agents to become successful together and to become the premier team of professionals in Central Texas, dedicated to serving and improving our community through our service."

VISION statement

"To provide unparalleled service to our clients through Integrity, dedication, and community Involvement!"

At People 1st Realty Group, we are a team of dedicated professionals who are passionate about real estate. With years of experience in the industry, we have built a reputation for providing exceptional service to our clients. We believe that buying or selling a property should be a positive and rewarding experience, and we work tirelessly to ensure that our clients achieve their real estate goals. Our team of agents is knowledgeable, experienced, and committed to providing personalized service to each and every client. We are proud to be a part of the real estate industry and look forward to helping you with all of your real estate needs.



Client Testimonials

MIGUEL BEDOLLA



Gloria was amazing, best Realtor in all of Texas!

SARAI BEDOLLA



Gloria was absolutely amazing. She helped us every step of the way. Made us feel comfortable and waaayyy less stressed about the home buying experience. She was so knowledgeable and went the extra mile for us. 100% recommend.

ELLEN WRIGHT



Miss Gloria is great and I am grateful we got a home

ASHLEY WILLIAMS



Gloria Miller is amazing! She took away all the stress in our home buying process. Gloria answered questions we did not even think of as first time home buyers. I never thought the process could run so smooth, but she ensured it did! One extra plus is she always made herself available through our different work hours. It was truly a blessing to have her on our side!

MINDY ROGERS



Always a pleasure to work with anytime I get the chance! Knowledge in real estate and loves to give top notch service





Client Testimonials

ARTHUR CHAMBERS



Gloria Miller did such an amazing job making the process for buying my first home stress-free. She really went to extra mile to make sure that I found the best home possible. I truly appreciate the time you took outside of regular work hours to check in with me and keep me updated during each step of the process. I love my new home, thank you Gloria.



CHANTEL SMITH



Gloria is AMAZING! She goes above and beyond.

JOSH WATSON



There is no better in the business! People 1st is not just a name but truly a core value to Miss Miller. I can't imagine anyone else that will advocate for your best interest more.



JEROLD MARTINEZ



Gloria is an amazing realtor. I met her doing business with a customer of ours. Since then she was able to assist me purchasing a new home. She was there every appointment and i really appreciated that. If you guys need a realtor she is the one.



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