

BUYING YOUR NEW home



SINGLE AGENCY

AT ROUND TABLE REALTY

Does your Realtor represent your best interests?

That depends! In Florida, a real estate agent can work with you in a few different ways and you need to know which you're getting.

Option 1: Transaction Agent

Duties Include

- DEALING HONESTLY AND FAIRLY
- ACCOUNTING FOR ALL FUNDS
- SKILL, CARE, AND DILIGENCE

Option 2: Single Agent Fiduciary

Additional Duties Include

- ✓ LOYALTY
- ✓ CONFIDENTIALITY
- ✓ OBEDIENCE
- ✓ FULL 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



Hi! I'm Jen and I'm all about practical advice that gets results. No fluff. No sugar-coating. Just straight-up strategies I've been perfecting for years.

I started in real estate in 2005 and my tried and true systems help limit your stress & keep things moving smoothly.

You'll get consistent communication & always know what's coming next.

We'll deep dive into your goals and I'll develop the plan that gets you there.

QUESTIONS TO ASK AN AGENT WHILE INTERVIEWING:

1. HOW MUCH ARE *ALL OF YOUR FEES*?
2. DO I HAVE TO SIGN A CONTRACT TO WORK WITH YOU?
3. CAN I CANCEL THE CONTRACT?
4. CAN I SEE YOUR REVIEWS?
5. BEFORE LOOKING AT HOMES, DO YOU REQUIRE A PRE-APPROVAL LETTER FROM A LENDER? IF SO, WHY?
6. HOW DO YOU WORK DIFFERENTLY THAN OTHER AGENTS?
7. HOW CAN I COMMUNICATE WITH YOU?
8. WHAT ARE YOUR HOURS?

MONEY MATTERS

In most cases, you want to have financing set up before you start home-shopping! If you're paying cash, you'll want a Proof-of-Funds letter. If you're using a mortgage, you'll need a **pre-approval**.

I've spent years building relationships with lenders who believe the client comes first. I can connect you, no problem!

How to Prepare

Check out your credit report. Are there any errors?

Start gathering pay stubs, bank statements, and past tax returns.

Think about the monthly payment you're comfortable with. Don't forget taxes and insurance are added to the mortgage payment.

How much should I save?

- A **down payment** depends on your loan type and can be 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. Your lender can give you an estimate and an exact number as we get closer to your closing day.
- **Home inspections** can cost between \$300-\$1,000, depending on the home and type of inspections you choose.



CHOOSING A LENDER AND 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, who past clients have loved -- but you can choose whoever you want.

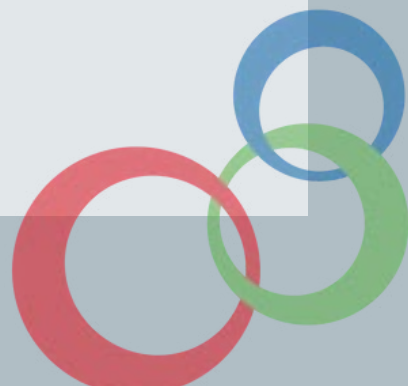
Ask what kind of loans you qualify for such as a Veterans Affairs (VA) loan or any special programs you may qualify for through state or federal programs.

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 approved for and states that the lender has already reviewed your documents and is confident that you're qualified!

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 every home listed on the MLS, as well as Coming Soon and Off-Market listings. Once you tell me about your wish list, I'll start sending those to you right away. 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 you would not)
-  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

KNOW YOUR SLEEP NUMBER

01

If you saw the house that you loved was scooped up by someone else, what number would let you sleep at night - knowing you wouldn't have paid that much for it anyway?

TRUST MY EXPERIENCE

02

I have lots of experience on the selling side too, so I know what Sellers are looking for in an offer and how to make your offer stand out! It's not just price that wins. Factors like inspection period, binder deposit and flexibility with timelines can go a long way too!

KNOW THE COMPS

03

Working with appraisers has taught me how to determine a home's Fair Market Value. We will look at recent market activity and I'll guide you on your offer based on the same data an appraiser would use.

LIMIT CONTINGENCIES

04

Contingencies are things like needing to sell your current house. In today's market, telling a seller "wait, let me sell my house first" is just not effective. I'll talk to you about contingencies before we start home shopping and we'll come up with a plan!

BE READY TO GO!

05

The worst feeling is falling in love with a home but still having loose ends to tie up before you can make an offer. Part of our strategy will be making sure all your ducks are in row in advance, so when you find the one - you're ready!

The Steps of Making Your OFFER



What happens when you submit your offer?

Either the seller accepts, declines, or counters the offer.

If the seller thinks your offer isn't close enough to their expectations, they might choose to just not respond at all.

What is a counter-offer?

A counter-offer is when the seller asks for different terms than you offered. If this happens, you can have the option of accepting their counter offer, declining it, or we keep working on it....

Negotiate

You can negotiate back and forth as many times as needed until you either reach an agreement, another competing offer comes into play, or one of the parties chooses to walk away.

If your offer is accepted...

Once all parties agree on all the terms, you are officially under contract! The buying timeline starts now.

Remember - I can make suggestions and guide you through this process, but ultimately these are your decisions and I will follow your instructions.

INSPECTIONS & INSURANCE

You'll be able to negotiate an **inspection period** during which time you can have any part of the home inspected. I'll help you choose the type of inspections but ultimately, it is your decision.

You also need to obtain **homeowners insurance** during this inspection 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 REPAIRS

If there are inspection issues you may be able to make some repair requests. Just know, the seller is not obligated to agree to them.

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 can help you get estimates for suggested repairs after the inspection.

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 an appraisal to determine if the home is worth the amount you're borrowing. The lender can't lend you more than what the appraised value is.

I do Appraisal Prep where I gather information supporting the value of the home and provide it to the appraiser. 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 with the seller to possibly lower the sale price
2. We can agree to meet in the middle between the appraised value and the contracted sale amount
3. You can choose to pay the appraisal difference or to cancel.
4. We could request an appraisal dispute (but, to be real, this rarely works)

COUNT DOWN TO CLOSING

5 WEEKS OR MORE TO CLOSING

- Keep giving your lender documents they need.
- Start purging! Sort through every drawer, closet & shelf, get rid of items you don't need.
- Get home insurance quotes.
- Get estimates from moving companies.

4 WEEKS TO CLOSING

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

3 WEEKS TO CLOSING

- Respond to any requests from the title company.
- Bind your home insurance policy.
- Keep providing anything the lender requests.

2 WEEKS TO CLOSING

- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Start cleaning out your refrigerator to make the move easier
- Keep on packing
- I will ensure your survey has been ordered

1 WEEK OR LESS TO CLOSING

- Finish packing and do your move-out clean
- Pack essentials you'll need for the first few nights in the new home.
- Confirm date with moving company
- I'll obtain your preliminary Closing Statement from the title company and review.
- Confirm the amount you'll need to wire to the title company for closing costs and down payment
- I'll schedule and attend your final walk-through



CLOSING DAY

FINAL WALK THROUGH

We'll do your final walk through of the home within 24 hours of closing to check the property's condition. This is the time to make sure the home condition 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

I'll be there with you. The title company rep will go over every page you sign and I'll be by your side double checking.

You'll need to bring:

- Two forms of government-issued photo ID

Closings typically take about an hour or so.

RECEIVE YOUR KEYS

When your funds are verified and all documents are signed, they'll hand you the keys! You will officially be the owner of your new home.

Now don't forget to file that homestead exemption!

JEN CROXTON

client compliments

Jennifer was a fantastic realtor to work with. She is very thorough and detailed oriented. She has helped us with both of our homes and we couldn't be more pleased. She answered any questions that arose. She even placed our dogs in her car for showings. We sold our homes in less than a week because of her expertise and advice. We profited more than we originally expected and closed very quickly

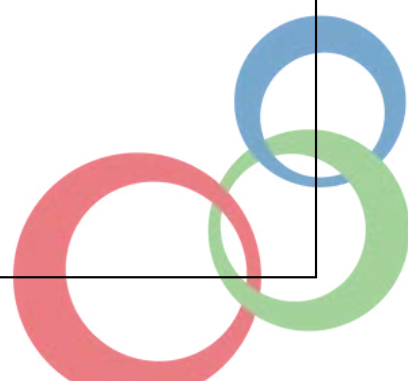


PAMELA F.

I have sold two homes and bought 1 home with the help of Jen. She has been amazing every time. She is very detail oriented person and has the tendency to answer questions before they are asked. She knows the neighborhoods in Jax very well and has a good amount of connections to get insider information! Honest and straight forward approach.



LUIS V.



JEN CROXTON

client compliments

This is my second home purchased with Jennifer and she was amazing throughout the entire process. She was patient and committed to finding me exactly what I was looking for and we succeeded both times! I highly recommend Jennifer, you will not be disappointed in her knowledge, attention to details and commitment to making everyone happy!

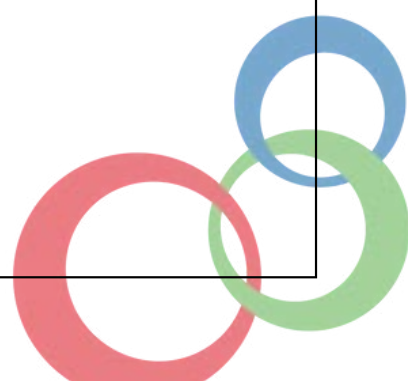


MARY D.

Jen was on top of each and every situation that arose with quick and accurate response. She was friendly yet professional every step of the way during my home search and purchase. Pointing out the good, the bad and the ugly of each property we looked at until we found the one right for us. Then Jen walked us through each step of the bidding process, the mortgage and inspection needs and the final walk through...Jen is the BEST! I HIGHLY RECOMMEND HER



CHERYL E.



JEN CROXTON

client compliments

I loved every minute of working with Jen. She was able to focus on my exact needs every step of the way and made buying our new home so easy. She is professional, knowledgeable and really fun.

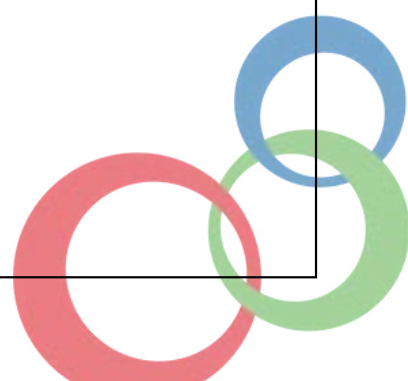


ANNA B.

Jen is the absolute best! Being a first time home buyer I really didn't know what to expect. After helping me look at multiple homes we finally found the one that was perfect for me. She laid out the whole process of how it would work and what to expect so there were no surprises. She was there to answer any questions and guided me through the whole process.



ANTHONY C.





JEN CROXTON

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