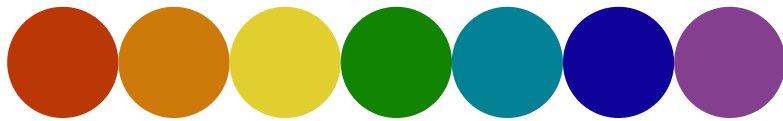


BUYER'S GUIDE

The comprehensive guide to buying a home without losing your mind



Real Broker, LLC

BUYING A HOUSE IS HARD.

Did you think I was going to sugar coat it for you?
(Sorry, that's not how I roll if that's what you were hoping for).

In this guide, we are going to THOROUGHLY cover every step to purchasing a home. Whether this is your first home or your 50th, my goal is to leave you with very few lingering questions (to which I will have wide open ears).



SOME THINGS YOU NEED TO KNOW ABOUT ME (& HOW I DO BUSINESS...)

I am EXTREMELY communicative. You will not go weeks (or even days or hours) without hearing from me. This is my #1 professional (and personal) value.

You get more than JUST me. I am connected to a strong team of other local agents and vendors. If you ever have a question that I cannot answer, I will work tirelessly until I find it.

I am casual and humorous, but I take my job incredibly seriously. I am organized, diligent, and punctual.

Something rather UNIQUE about me is that I double as a Licensed Psychologist AND a full-time Realtor. I have always had a passion for people, and my extra training and knowledge help me to listen and understand on a deeper level.

Work isn't EVERYTHING. I am a wife, a new mom, and a rescue mum of a Saint Bernard and three cats. My family and furbabies are my world. I also enjoy weightlifting and photography.



THE STEP-BY-STEP GUIDE

Schedule a
buyer consultation



Get pre-approved

Search for homes



Make an offer

Offer acceptance/
closing prep



Lender & title work

Closing



1

SCHEDULE A BUYER CONSULTATION

WHAT IS IT?

The buyer consultation is our kickoff meeting. It gives us the opportunity to:

- Talk through the entire process from start to finish
- Outline each of our expectations
- Put a plan in place
- Address any questions or fears you have

Set up a video call with me. Tech not your thing? Don't worry—I love meeting in person the old fashioned way.

My top priority is to get to know you better, and for you to get to know me! (Let's face it, we may be spending quite a bit of time together).

I WILL ALSO TOUCH ON A COUPLE OF LOGISTICS...



The different ways that I can represent you



How I get paid as an agent

2

GET PRE-APPROVED



Getting “pre-qualified” is a great place to start. This can be done quickly online with no credit pull or documentation needed. Getting “pre-approved” is the official next step!



WHO DO I TALK TO?

- A **LENDER** is a financial institution that issues loans directly to you.
- A **MORTGAGE BROKER** can help you choose the best lender (ask for my preferred broker!)
- You could also start with your local bank or credit union.

CREDIT CHECK

- Scores range from 300-850
- Higher score = less risk for the lender, which can help secure a lower interest rate
- Valid for 60-90 days

TO DO

- Pay off debts
- Pay down card balances
- Dispute errors on your credit report

HOW MUCH CAN I AFFORD?

PROVIDE DOCUMENTATION

- Proof of 2+ years of employment (letter or form from employer)
- Proof of income + debts:
 - Tax returns
 - W-2's or 1099's
 - Pay stubs
 - Bank statements
 - Retirement account statements
 - Student loan statements
- Gift letter (if being gifted money for down payment)

MORE MONEY TALK...

Let's break it down a little further so you're crystal clear:

DEBT-TO-INCOME (DTI) RATIO:

- The amount of debt you have in comparison to your income
- To calculate: $\text{Monthly debt payments} / \text{Gross monthly income} \times 100 = \%$
- Typically should be under 45%

AS YOUR LENDER CONTINUES TO MONITOR YOUR FINANCES, AVOID:

- Making any big purchases (like a car)
- Opening new credit accounts
- Missing payments
- Changing jobs
- Making large transfers between accounts (a "red flag")

LEARN ABOUT LOANS:

- MYTH: You need to put 20% down.
- FACT: You can put as little as 3% down for some conventional loans, 3.5% for FHA loans, and 0% for VA and USDA loans.
- Many grants and down payment assistance programs exist

PRIVATE MORTGAGE INSURANCE (PMI):

- Protects the lender if you put less than 20% down, then it drops off
- Usually 0.5-1% of the loan

PLAN AHEAD FOR CLOSING COSTS:

- Down payment
- First mortgage payment ("PITI:" Principle, Interest, Taxes, Insurance)
- Loan origination application fee
- Underwriting fees
- Maintenance
- HOA fees

3

SEARCH FOR HOMES

1ST

Make a list of your non-negotiables, wants or wishes, and deal-breakers. Narrow down where you want to live. Consider price, location, tax rates, schools, amenities, etc.

2ND

I will set you up with a client portal linked to the Multiple Listing Service (MLS)—the most accurate source of property data. You can favorite properties and write notes.

3RD

Schedule home tours (in person or virtually). DO take pictures and notes to aid your memory. DON'T get too attached.

LEAN
ON ME

To ensure you are getting the best deal, I will complete a Comparative Market Analysis (CMA) to analyze a home's value based on comparable properties in the area.

I will be upfront and honest about any material facts that could influence your opinion of a property.

Due to fair housing laws, there are certain things that I can't tell you, such as information about demographics in the area. I will also redirect you to official sources if you're looking for data on crime rates or schools.

My job as your agent is to share my knowledge and expertise to help you make the best decision. I guide you, but YOU are in charge.

4

MAKE AN OFFER

I will assist you in writing a strong and reasonable offer. Depending on the market, we will discuss how quickly we need to act and how aggressive it needs to be.

Your offer could be contingent upon financing, inspection, appraisal, etc.

Outline who pays for what;
Seller credits

Appliances, furniture, etc.

COMPONENTS:

Purchase price

Closing date

Earnest money amount

Option period & fee

Contingencies

Closing cost details

Personal property

EARNEST MONEY

- Optional (but recommended) "good faith deposit" to show that you are serious
- Incentive for the seller to take the home off the market
- 1-3% of purchase price
- Goes toward down payment

OPTION PERIOD

- A specified number of days (typically up to 10) that you have to terminate the contract for ANY reason with no penalty if you walk away
- NON-REFUNDABLE fee paid to the seller

5

OFFER ACCEPTANCE/CLOSING PREP

SHOP FOR HOMEOWNERS INSURANCE

- ALWAYS recommended
- REQUIRED if using financing
- Specialty Hazard Insurance may be recommended (e.g., flood insurance)
- Typically you pay 12 months upfront
- Can shop for new rates each year

SCHEDULE AN APPRAISAL

- An estimate of market value
- Helps justify the lender's investment
- Protects you from overpaying (i.e., if the appraised price comes in below your offer price)
- Typically ordered and chosen by the lender, but you pay
- \$300-600

SCHEDULE AN INSPECTION

- Evaluation of the home's overall condition (exterior, roof, foundation, HVAC, structure, plumbing, electrical, mechanical)
- Optional: radon levels and termites/pests
- Extremely thorough (don't let it scare you)
- \$300-600

NEGOTIATE PRICE & REPAIRS

- It's normal to go back and forth.
- I will represent you and your best interests.
- Don't nitpick. Focus on the costly, important repairs.
- If the seller does not agree, you may be able to cancel with no penalty.
- Be ready to walk away.
- Texas law requires sellers to disclose all known problems with a property to interested buyers, but be wary.

6

LENDER & TITLE WORK



DEPOSIT YOUR EARNEST MONEY

Within 3 days of the contract's effective date, wire transfer your funds to the escrow company—an objective third party who manages them throughout the transaction.



TITLE SEARCH

This is done by the lender. The title company will issue a preliminary title report that will be reviewed by all parties and includes property tax information, liens, easements, covenants, conditions, and restrictions (CC&R's), and any judgments against the title of the home.

*Any liens, encumbrances, or judgments will need to be removed before the seller can close and convey the property without exceptions to the title.



UNDERWRITING

The lender completes your final approval to verify that you can afford the mortgage. They might ask for more documents.

*Check your email daily!



CONSIDER HIRING AN ATTORNEY

A real estate attorney can review your purchase documents and accompany you on closing day. They can help ensure you understand each and every document you will be signing.



**I WILL STILL BE INVOLVED AND KEEPING US
ON-TRACK WITH OUR CLOSING TIMELINE.**

7

CLOSING

SET UP UTILITIES

In advance to prevent an overlap or delay in service

CLOSING DISCLOSURE

Will be finalized in the last couple of days

FINAL WALK-THROUGH

Schedule with me 1-2 days before closing. Test the heat, A/C, hot water, toilets, etc. Ensure that all agreed upon items were left in the home and repairs were completed.



before

CLOSING DAY

WHAT TO BRING

- Government-issued ID
- Receipt of wire transfer for down payment, closing costs, taxes, and insurance
- Homeowners insurance policy

FINAL SIGNATURES

- Loan documents
- Mortgage note and deed
- Escrow documents
- Disclosures

GET YOUR KEYS!

● Change your locks

● Update your address

● Apply for homestead exemption

● CELEBRATE!!!

ID, USPS, banks, online accounts, pet microchips

Save money on property taxes for your primary residence



after

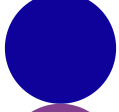
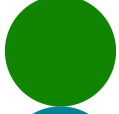
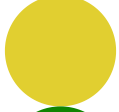
I HOPE YOU FOUND THIS GUIDE HELPFUL.



I want to be your trusted advisor on all things real estate – today and in many years to come.



I work solely by referrals. Even if now is not your time, if you have a friend or family member who is looking to buy or sell a home, I would love to help them in their journey.



I can't wait to work with you.



Allie

You can always reach me by phone, text, or email, via my website, or through my socials:



936-224-2480

allie@321soldtx.com

www.321soldtx.com



≡ **THANK YOU** ≡