

BUYER'S GUIDE

The journey of buying a home is an exciting one but understandably stressful. Getting to know the process is important because it will help you approach the journey with confidence and I'll be there every step of the way to make it as stress-free as possible.

#1 Get Preapproved

#2 MLS / Home Search

#3 Making an Offer

#4 Under Contract

#5 Inspection Period

#6 Appraisal

#7 Final Walk-through

#8 Closing / Possession





BUY WITH CONFIDENCE

Being a **Top 3** Berkshire Hathaway HomeServices team in Ohio, The Kyle Oberlin Team knows a thing or two about real estate. From house hunting to settlement, and every step in between, here's a few of the ways we help our clients WIN!

FREE MOVING TRUCK + FOREVER CLIENT CONCIERGE MEMBERSHIP

When you buy a home with us, you get lifetime access to our 26' moving truck and everything in our Forever Client Concierge. Tables, chairs, a bounce house, paint sprayers, home equity portal, and much more are currently available to use free of charge to our Forever Clients.

KEY AGENT RELATIONSHIPS

On average, we sell a home every other day. Through this level of sustained consistency, we have built strong relationships with other agents in our market. These relationships are invaluable when working to get your offer accepted.

VOLUME DISCOUNTS

As a result of the large amount of business we do, we are able to help buyers get discounted rates on needed services throughout the transaction. (E.g. home inspections, title work, mortgage, etc)

PREFERRED LENDERS

We work with the top mortgage lenders in the state. We can help introduce you to the best of the best, to ensure you get the lowest rate, lowest fees, and the HIGHEST level of service.

TRUSTED CONTRACTORS

We can help guide you through updates, upgrades, and repairs after purchase with our highly-skilled and affordable licensed contractors.

OFFICE LOCATIONS & STAFF

We have 35 strategically located offices all over Ohio, offering convenient places for our clients to meet, no matter where they are located. All offices have WiFi, printers, and notary services at no cost.

In this crazy market, you need an agent that consistently puts you in the BEST position to WIN!

**BERKSHIRE
HATHAWAY**
HOMESERVICES
PROFESSIONAL
REALTY



PRE-APPROVAL

This is a natural first step since your expectations will change based on your pre-approval amount and you don't want to lose out on a home you love because it sold while you were rushing to get pre-approved. We work with a lot of great lenders that offer our clients competitive rates, excellent service, and can get creative with financing. Having a quality lender also reflects better on an offer compared to a lesser respected lender with a poor track record. Lenders will generally look at your debt-to-income ratio, credit score, bank statements, pay stubs, and 2 years of tax returns. Lenders only get paid if the loan closes, so they act as a great free resource for anything related to financing.

Loan Program Cheat Sheet

Loan Type	Down Payment	Credit Score	Details
Conventional	3%-25%	620+	Most common loan type. Many different loan programs available w/ varying fees and down payment amounts. Most desirable financing type to the seller due to a less strict appraisal.
FHA	3.5%	580+	Government backed loan with stricter appraisal guidelines but allows for lower credit score and down payment.
VA	0%	580+	Government backed loan with stricter appraisal guidelines and requires military service to qualify but allows for no down payment.

HOME SEARCH Q

The MLS always has the most accurate and up-to-date information. I'll get you set-up on a search and we can begin looking at homes. Make sure to send any my way the minute any home(s) interest you so I can start the process of looking into them and scheduling a time with the sellers to view it. It is important to get into homes as quickly as possible since hot listings will sell in a day or two. If you are tied up for a few days and something hits the market, I can always go myself and do a video tour of the property for you.

MAKING AN OFFER

An offer is a written commitment from you the buyer to the seller.

Submitting a winning offer is more than just price. I will walk you through offer terms that will help you stand out while also getting you the best deal possible. Offers contain multiple elements and my suggestions are going to greatly vary from property to property due to me analyzing multiple data points that either give or take away negotiating leverage. Offers are easily signed digitally once I prep it and of course I'll answer any questions you have. The elements of an offer include:

Price

The purchase price of the property. This number should be rooted in data such as recent area sales as well as other data points I dig into.

Earnest Money

Good faith money that is deducted from your down payment at closing (typically 1% of purchase price). If you release from the deal due to contingency protection, you will get this money returned.

Inspections

What inspections are being requested and for how long of a window. Less inspections = more seller friendly offer but more risk to buyer.

Title Company

Neutral 3rd party that handles all money changing hands and offers title insurance (ensuring there are no liens on the property). We always try to negotiate out preferred company to make sure you're taken care of and the fees stay low.

Additional Terms

In some situations, the sellers are willing to contribute towards your closing costs. Language such as "Inspection for Buyers' information only" or Escalation Clauses can be used to help your offer stand out if it's a multiple offer situation. Every situation is different, and I will advise you accordingly.

Closing / Possession

The dates that closing and possession take place. If you're flexible, giving the seller flexibility is a good way to get a better deal on price and help stand out. The average time from contract to close is 30 days.



UNDER CONTRACT

Once all terms are agreed upon in writing and everything is initialed and signed by all parties, we are officially under contract (and no one else can swoop in and buy it out from under you). The contract is sent to the lender and title company who will both begin their respective processes and they will begin requesting documents from you as needed.



INSPECTION PERIOD

This will likely be your least favorite part of the process but just remember, every home has issues and there is very little that can't be worked through. Inspections are not a "pass or fail" thing, but rather "what issues are you willing to live with vs what is a deal breaker". Inspections range in price but are generally around \$450 and paid directly to the inspector. We work with great inspectors that are affordable and VERY thorough. Common inspections include:

General Home	Pest	Radon
<p>A general look at all elements of the home: heating, electrical, plumbing, structure, ect.</p>	<p>Usually specific to VA loans and paid by sellers. Inspector will provide a form to satisfy the VA requirement (inspectors will note pest activity on general home inspections).</p>	<p>Measures for radon gas in the basement. Can also be done on your own after closing and mitigation is straightforward and around 1k in cost.</p>
Well / Septic		
<p>If applicable, tests functionality of both well and septic systems and satisfies any county point of sale requirements.</p>		

After the inspections are completed, there are typically 3 days to decide if: A. We are moving forward as-is, B. We are only moving forward if certain items are addressed, or C. We are releasing from the deal. Keep in mind, sellers do not HAVE to do any repairs, but depending on the repair and situation there are sometimes opportunities to get some items addressed.



APPRAISAL

The lender hires a 3rd party (appraiser) to justify the purchase price by using 3 comparable sales local sales. If the appraisal comes in low, one of four things can happen:

1. Buyer uses cash to bridge the gap between appraised value and purchase price
2. Seller comes down to the appraised value.
3. Buyer and seller meet somewhere in the middle (most common outcome).
4. Cannot come to terms and the deal is released.

In the event of a low appraisal, I'll guide you through the negotiation and make sure we are getting the best outcome possible given the circumstances.

FINAL WALKTHROUGH

This is the last look at the home before closing day. The goal is to make sure the home is in acceptable condition prior to signing and that any agreed upon repairs have been completed. It is best to schedule this as close to closing as possible so it's the most accurate look at the property.



CLOSING / POSSESSION

The finish line! The title company call you to schedule a day or two prior to closing and will let you know the final amount that needs wired and the wiring instructions. The notary can either come to you or you can go to the title company to sign. They will walk you through all the closing documents and answer any questions you have. Possession usually transfers once the title company files everything at the county which usually happens a few hours after you sign, but can sometimes be a day or two later. I will of course keep you informed of any and all important dates. As soon as possession transfers, I will meet you with the keys to your new home!





What If I Need To Sell My Home First?

This is a very common and manageable process. In this sellers market, the leverage is on the listing side. I'll work with you on listing your home and leveraging this market to line up the dates accordingly with your purchase and make sure you never have a double mortgage payment.

How Much Are Closing Costs?

Budget for another 1%-2% of the home price for closing costs, which include lender & title fees and prepaid items such as homeowners insurance.

Can You Work With Me On New Constuction?

YES! I know all the ins and outs of new construction and can help find the land as well. It is important to let me know ahead of time so I can register you with any perspective builders.

MOVING CHECKLIST

Before Closing:

- Collect moving boxes and start packing.
- Request closing day off work and book movers.
- Arrange cleaners for current and new home.
- Schedule utility transfers for current and new home (electric, water, sewer, trash, internet, cable).

After Closing:

- Change Locks / Security Code
- Update your address at bank, credit cards, post office, ect.
- Ensure ALL utilities have been transferred.

“A *home* is one of the most important assets that most people will ever buy. Homes are also where *memories* are made and you want to work with someone you can *trust*.”

— Warren Buffett
Chairman and CEO Berkshire Hathaway, Inc.

THANK YOU!

I truly love what I do and thrilled to be part of your journey towards homeownership. Don't hesitate to reach out with any questions throughout the process.

Who YOU choose to work with when buying/selling real estate is important. Choosing the right agent can save you time, money, and a huge headache! What sets me apart from other agents is my go-getter attitude. While many agents in this business never respond in a timely manner or only work 9-5, I am available day or night to answer any questions or to help in any way possible. As a buyer, it is important to have someone who can get you into listings FAST, and offer honest advice on price and terms to make sure you get your next home at the best possible price



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- Top 1% NATIONALLY amongst all Realtors
- BHHS Relocation & Luxury Homes Specialist
- 350+ 5 ★ Google Reviews
- Zillow Premier Agent w/ 60+ 5 ★ reviews
- 2022 YPN Chairman - Ohio Realtors
- 2023 President - STAR Realtors



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