

BATCHELOR HANNA GROUP

Real Real Broker, LLC



BUYER'S GUIDE



THE ULTIMATE ROADMAP TO BUYING A HOME.

ASHLEIGH WOODS • (702) 415-6348 • ASHLEIGHSELLSLV@GMAIL.COM • RE LIC # S.0182916



ASHLEIGH WOODS

REALTOR® - S.0182916

ASHLEIGHSELLSLV@GMAIL.COM

(702) 415-6348



CONTENTS

01.

THE TEAM

02.

THE NUMBERS

03.

THE VALUE OF A REALTOR

04.

BUY OR SELL FIRST

05.

THE STEPS

07.

PREPARE YOUR FINANCES AND
GET PRE-APPROVED

08.

CHOOSING A NEIGHBORHOOD

09.

HOME OPERATING COSTS

11.

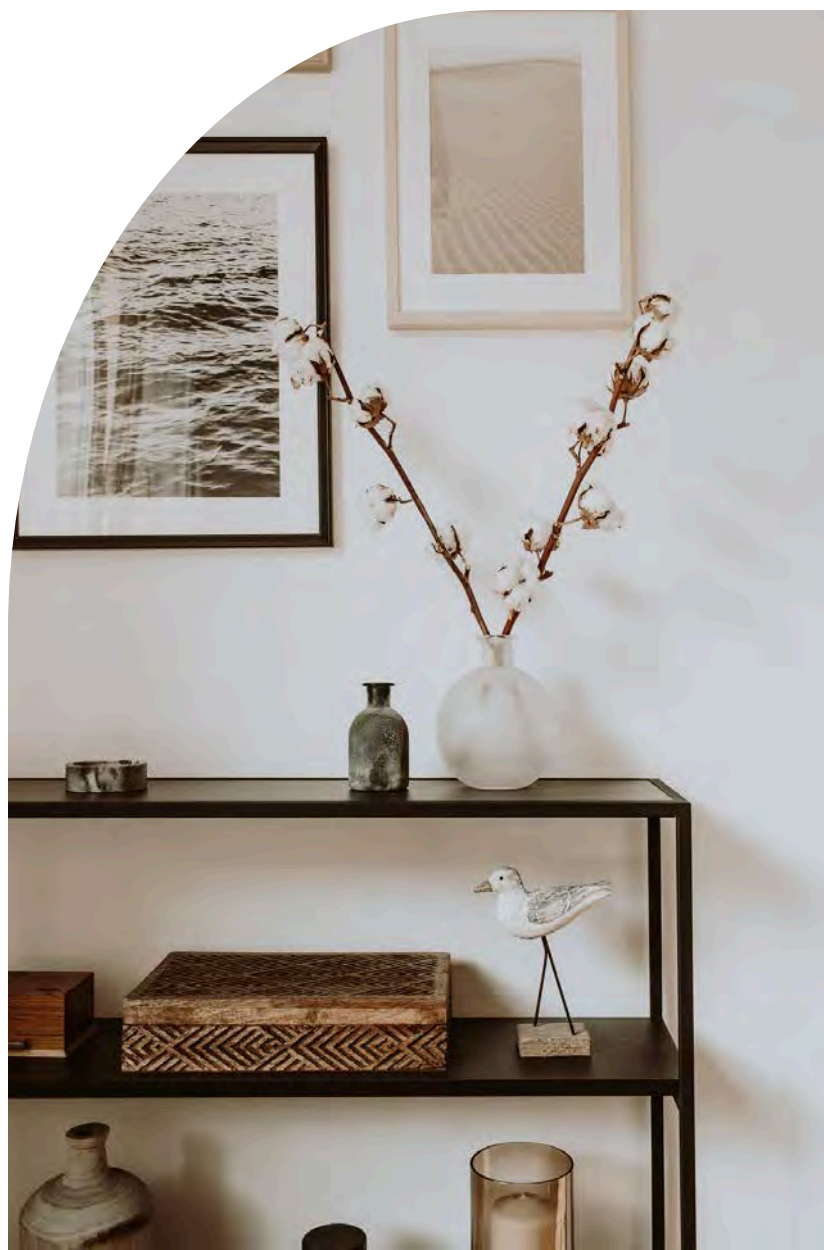
THE FAQ

13.

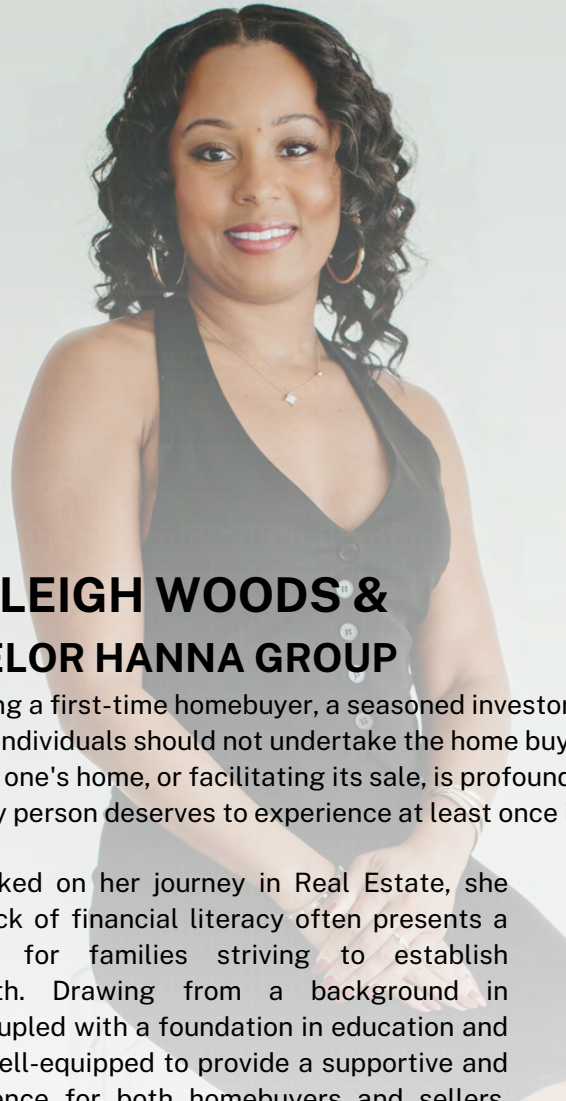
THE OFFER PROCESS

13.

HOMEBUYER'S CHECKLIST



→ THE TEAM



MEET ASHLEIGH WOODS & THE BATCHELOR HANNA GROUP

Whether representing a first-time homebuyer, a seasoned investor, or someone looking to upsize or downsize, individuals should not undertake the home buying process alone. The sensation of owning one's home, or facilitating its sale, is profoundly liberating, and it's a sentiment that every person deserves to experience at least once in their lifetime.

As Ashleigh embarked on her journey in Real Estate, she discerned that a lack of financial literacy often presents a significant barrier for families striving to establish generational wealth. Drawing from a background in communications, coupled with a foundation in education and hospitality, she is well-equipped to provide a supportive and exceptional experience for both homebuyers and sellers. With a seasoned agent by their side, the home buying journey can be transformed into a seamless and gratifying endeavor.

Ashleigh embodies the essence of a dedicated Realtor, consistently staying abreast of market trends, fostering robust connections within the industry, and possessing a wealth of knowledge. Her approach is characterized by organization, personability, passion, tenacity, honesty, creativity, self-motivation, and a keen understanding of technology.

Beyond her professional pursuits in real estate and cherished family moments, Ashleigh is deeply committed to reinvesting her time and energy into the community. She actively engages with local youth and homeless programs, recognizing that fostering a strong sense of community in Las Vegas is paramount. For her, the adage "it takes a village" rings resoundingly true, and she is dedicated to playing her part in building and nurturing that village.



THE NUMBERS

WHO WE ARE.

The Batchelor Hanna Group's success is built on a winning combination of innovative marketing strategies, unparalleled access to exclusive listings, and deep local market knowledge. We have helped countless individuals and families find their perfect dream home in Las Vegas, thanks to our exceptional skillsets and unwavering dedication to exceeding client expectations.

If you're in the market to buy or sell a home, estate, or custom lot in the Las Vegas area, don't hesitate to reach out to the Batchelor Hanna Group. Experience firsthand the outstanding service and results that have made us one of the most trusted and respected real estate teams Nationally.

\$1 BILLION+

IN SALES VOLUME SOLD BY THE
BATCHELOR HANNA GROUP

500+

FIVE STAR REVIEWS FOR THE
BATCHELOR HANNA GROUP

4,000+

PROPERTIES SOLD BY THE
BATCHELOR HANNA GROUP

\$600,000+

AVERAGE LIST PRICE WITH THE
BATCHELOR HANNA GROUP





THE VALUE OF A REAL ESTATE PROFESSIONAL

Buying a home requires a significant amount of industry experience and resources. Hiring a real estate professional can help lead you to your goal. Here are just a few areas in which a real estate agent can provide great value:

Considerations:

There is so much information out there on the news and the internet about home sales, prices, and mortgage rates; how do you know what's going on specifically in your area? Who do you turn to in order to competitively and correctly price your home at the beginning of the selling process? How do you know what to offer on your dream home without paying too much or offending the seller with a lowball offer?

According to the REALTORS® Association, there are over 230 possible actions that need to take place during every successful real estate transaction. Don't you want someone who has been there before and who knows what these actions are to make sure that you acquire your dream?

An exemplary track record distinguished by

LOCAL EXPERTISE
VAST CONNECTIONS
ADVANCED TECHNOLOGY
ONGOING EDUCATION

BUY OR SELL FIRST? ←

BUYING A HOME BEFORE SELLING

PROS:

1. **No Time Pressure:** Purchasing a new home before selling allows you to take your time finding the right property without feeling rushed.
2. **Smooth Transition:** You can move into your new home at your own pace, minimizing the stress of coordinating the sale of your current home with the purchase of a new one.
3. **Avoid Temporary Housing:** You won't need to find temporary housing during the gap between selling and buying, which can be more convenient and cost-effective.

CONS:

1. **Financial Risk:** Owning two homes simultaneously can strain your finances. You'll need to manage mortgage payments for both properties until the first one sells.
2. **Double Mortgages:** If your existing home doesn't sell quickly, you might end up paying two mortgages, increasing your financial burden.
3. **Market Uncertainty:** The real estate market is unpredictable, and the value of your current home may drop while you're waiting for it to sell, affecting your overall budget.

WAITING TO BUY UNTIL AFTER PRESENT HOME SELLS:

PROS:

1. **Financial Security:** Selling your current home before buying a new one ensures you have the funds to purchase without the risk of double mortgages.
2. **Negotiating Power:** Being a cash buyer can give you more negotiating power when making an offer on a new home.
3. **Clear Budget:** You'll have a clearer picture of your budget for the new home after selling the existing property, reducing financial uncertainty.

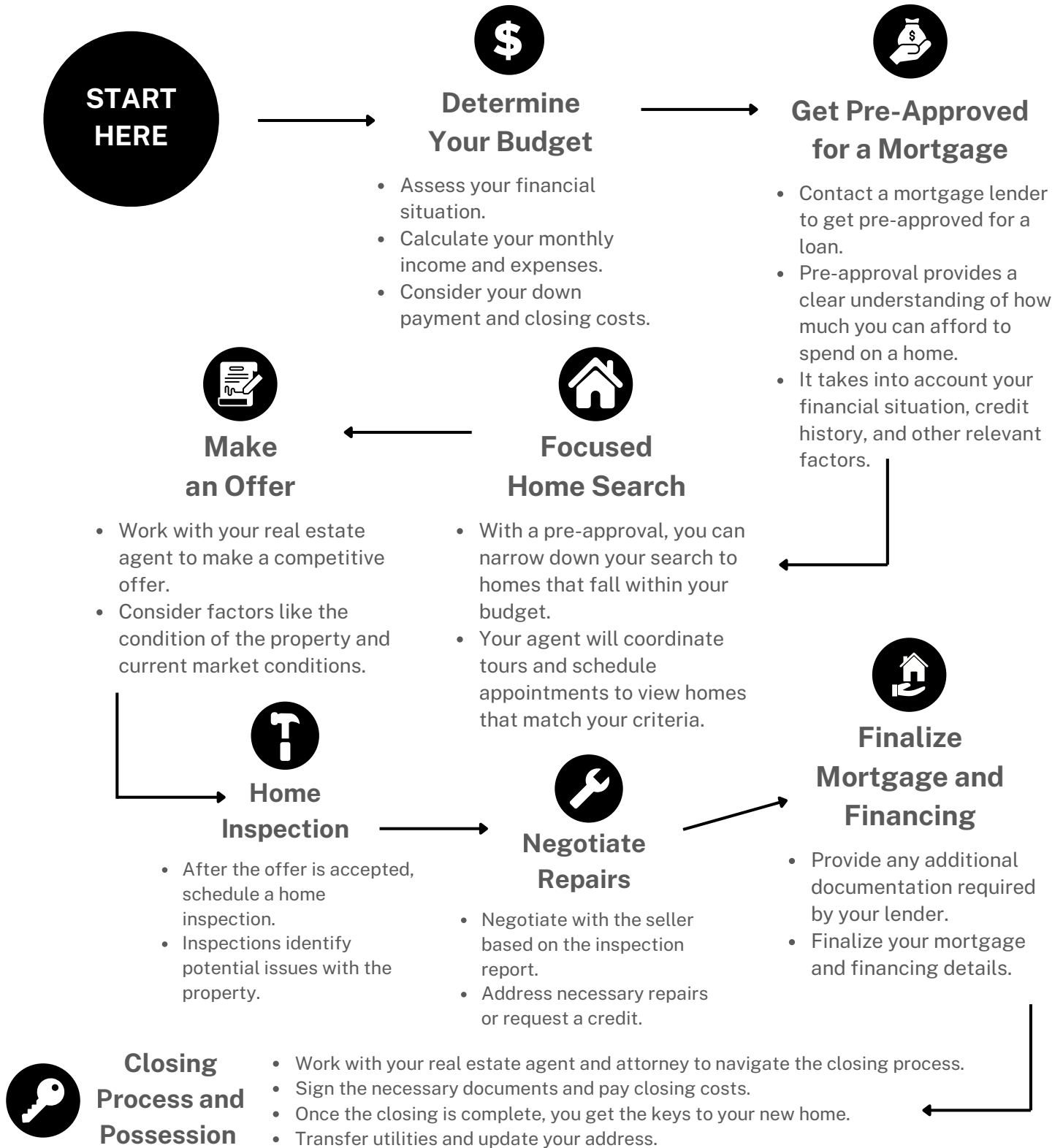
CONS:

1. **Temporary Housing:** If your current home sells quickly, you may need temporary housing while searching for and closing on a new property.
2. **Market Changes:** Real estate market conditions can change while you're in the process of selling, potentially affecting your purchasing power.
3. **Limited Choices:** Waiting until after selling may limit your options, especially if you're in a competitive market where desirable properties sell quickly.

Ultimately, the decision depends on your financial situation, risk tolerance, and the current real estate market conditions. It's essential to weigh these factors carefully before deciding which approach aligns best with your goals and preferences.

THE STEPS

Buying a home is a significant financial decision, and it involves several steps. Here's a general overview of the steps to guide you through the home buying process:



PREPARE YOUR FINANCES AND GET PRE-APPROVED

Buying a home usually represents your single biggest investment – and debt. Adequate research, knowing what you want and what you can afford, and the assistance of a professional real estate agent are the keys for the best outcome.

Do you qualify to own?

Do your financial homework. Find a lender (which your agent can help provide options for you,) your bank or other lending institution for a credit check and general financial analysis. Also, keep in mind that you may be eligible for loans insured by the Veterans Administration (VA) or the Federal Housing Administration (FHA).

Define your goals, research your options, and develop an action plan giving the green light to future homeownership means educating and preparing yourself as much as possible.

It's important to get pre-qualified for a loan before you start viewing homes in earnest. The pre-approval process involves speaking with a lender and authorizing them to examine your current financial situation and credit history. On the basis of this examination, the lender may provide you with a document detailing the amount you are pre-qualified to borrow to buy a home.

The benefits of pre-qualification include; knowing roughly what you are eligible to receive and be able to plan accordingly. As a pre-qualified buyer you'll be taken more seriously when you make an offer. Lenders can tell you if you might qualify for special programs. Financing is available from many sources and your agent should be able to suggest lenders with a history of offering excellent mortgage products and services.



Try my mortgage calculator

HOME OPERATING COSTS

Owning a home comes with various costs beyond the initial purchase price. Here are some common costs associated with homeownership:



1. **Mortgage Payments:** If you financed your home with a mortgage, you'll have monthly mortgage payments, which include principal and interest.
2. **Property Taxes:** Property taxes are levied by local governments based on the assessed value of your property. These taxes fund local services and infrastructure.
3. **Homeowners Insurance:** Homeowners insurance protects your home and its contents from damage or loss. It's typically a requirement if you have a mortgage.
4. **Private Mortgage Insurance (PMI):** If you make a down payment of less than 20%, you may be required to pay PMI to protect the lender in case of default.



1. **Utilities:** You'll be responsible for paying utility bills such as electricity, gas, water, sewer, and trash removal.
2. **Homeowners Association (HOA) Fees:** If your property is part of an HOA, you'll have to pay fees to cover communal expenses and adhere to community rules.
3. **Pest Control:** Depending on your location, you may need to budget for pest control services to protect your home from critters.
4. **Home Security Systems:** Investing in a home security system can add an extra layer of protection but comes with its own costs.
5. **Landscaping and Yard Care:** Maintaining your property's landscaping and yard requires time and money for tools, plants, and other supplies.

Closing Costs: When buying a home, you'll incur closing costs, including fees for the loan, title search, appraisal, and other services. Closing costs are ESTIMATED to be between 2% to 2.5% of the final sales price. We encourage all buyers to speak to their lender and seek a closing disclosure sheet prior to close of escrow to better explain the costs and fees.

CHOOSING A NEIGHBORHOOD

1



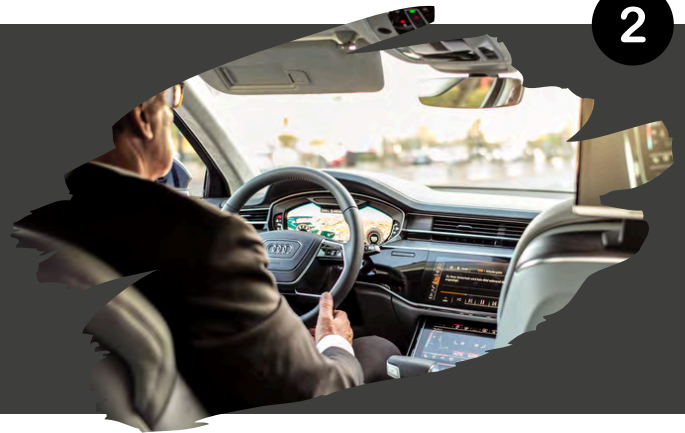
WHAT KIND OF HOME DO YOU WANT?

Are you interested in a single family, manufactured, condo, or townhome? Do some research on what types of homes offer that will help narrow down your search criteria. Certain loan types also have restrictions on communities and types of properties the buyer can be approved for. Reach out to your lender to discuss any property types that may not work for you.

2

CONSIDER YOUR COMMUTE

Do a test run of your potential drive to work to see if the home will work for your everyday schedule. Are you near freeway access? Do you need to be within distance to a bus stop? Does your child's school provide transportation from the area?



3



OLD OR NEW HOUSES?

Older neighborhoods can be filled with charm and character, plus it's nice to see an established area with the knowledge of what it is... not what it could be. However, an older home could also come with repairs or more work than a newer development.

Choosing a home means considering more than just the property itself; the neighborhood plays a crucial role. Factors like amenities, schools, and local features shape the appeal of an area. Whether seeking a family-friendly community or an urban hub, finding the right home involves envisioning how it fits within the neighborhood's fabric, balancing comfort, convenience, and community.

4



COMMUNITY

What would you like to see in your new community? Access to trails? Parks and Playgrounds? Community BBQ areas? Access to shops you frequent? Is there community events hosted or maybe a more to your self area? Write down what features you'd prefer and that will help you in your search.

WALKSCORE

Las Vegas, unlike NY or Boston, is very driver friendly. Most people in Vegas own cars or use transit to get to and from most destinations. However, there are areas where walking to things like food, shopping, entertainment, parks, etc. would be feasible. Is that something important to you? Check the walkscore before you buy.

5



6



MUST NOT HAVES

While what you like is very important, what you don't like is very telling. What about your current situation or area do you not like? What aspects would drive you crazy? Noise bothers you? It might be smart to stay away from Downtown.

HOW LONG DOES THE PROCESS USUALLY TAKE?

From opening escrow the usual transaction is 30-45 days but can be longer or shorter depending on the specific needs from the Buyer or Seller.

From the first phone call timeline can vary. Some Buyers find themselves in escrow within the first days of looking at homes while others may take longer to decide what home fits their needs.

To streamline the process, it's crucial to get pre-approved with a lender, stay organized, respond promptly to requests from your real estate agent and lender, and work closely with professionals throughout the transaction.

WHAT IS A 'BUYER' OR 'SELLER' HOUSING MARKET?

1. Buyer's Market:

- Definition: A buyer's market occurs when there are more homes for sale than there are buyers looking to purchase. This typically leads to a situation where buyers have more negotiating power, and prices may be more favorable for them.
- Characteristics:
 - High inventory of homes for sale.
 - Homes may stay on the market for longer periods.
 - Prices may stabilize or decrease.
 - Sellers may be more willing to negotiate on price and terms.
- Implications for Buyers: Buyers have more options, and they may have the ability to negotiate lower prices or request additional concessions.

2. Seller's Market:

- Definition: A seller's market occurs when there are more buyers in the market than there are homes available for sale. This typically leads to increased competition among buyers, potentially resulting in higher prices and quicker sales.
- Characteristics:
 - Low inventory of homes for sale.
 - Homes may sell quickly.
 - Prices may increase due to high demand.
 - Sellers have more negotiating power.
- Implications for Sellers: Sellers may receive multiple offers, have the potential to sell quickly, and may be able to sell at or above the asking price.

These market conditions are influenced by factors such as economic trends, interest rates, employment rates, and local real estate conditions. Real estate markets can transition between buyer's and seller's markets over time based on these factors. It's important for both buyers and sellers to be aware of the current market conditions to make informed decisions about pricing, negotiations, and timing. Real estate professionals, such as real estate agents, can provide valuable insights into the specific dynamics of the local market.

HOW DO WE KNOW WHAT WE CAN AFFORD?

Consult with a mortgage lender to get pre-approved for a loan. This process involves a detailed review of your financial situation and helps you understand the loan amount you qualify for. The amount you can afford depends on factors such as your income, expenses, credit score, and down payment. Lenders typically use the 28/36 rule, where your housing expenses shouldn't exceed 28% of your gross income, and your total debt payments shouldn't exceed 36%.

Keep in mind that the pre-approval amount is not necessarily the amount you should spend. Consider your own budget and comfort level.

WHAT IS EARNEST MONEY?

Earnest money is a deposit made by the buyer to show their commitment to the purchase. It's held in an escrow account and is often credited toward the down payment at closing.

WHAT IS ESCROW?

Escrow is a neutral third party that holds funds and documents during the real estate transaction. It ensures that both the buyer and seller fulfill their obligations before the deal is finalized.

HOW DOES THE HOME INSPECTION PROCESS WORK?

A home inspection is a thorough examination of the property's condition. Buyers usually hire a licensed inspector to identify any issues. The results can be used for negotiation, and the buyer may request repairs or a credit from the seller.

WHY DO I NEED A REAL ESTATE AGENT TO PURCHASE NEW CONSTRUCTION?

1. Negotiation Expertise:

- Real estate agents are skilled negotiators. They can help you navigate discussions with the builder to secure the best possible terms, upgrades, or incentives. Builders often have their own sales representatives, and having your agent ensures you have someone exclusively representing your interests.

2. Understanding Builder Contracts:

- Builder contracts can be complex, and an experienced real estate agent can help you understand the terms and conditions. They can also identify any potential issues or clauses that may need clarification.

3. Assistance with Customization and Upgrades:

- Agents can guide you through the customization and upgrade process. They may offer advice on which upgrades add value and help you make informed decisions that align with your preferences and budget.

4. Professional Guidance During Inspections:

- Even with new construction, inspections are essential. Your real estate agent can help arrange inspections and guide you through the process, ensuring that the property meets the agreed-upon standards.

5. Protecting Your Interests:

- Having an agent helps ensure that your interests are protected throughout the entire transaction. From the initial negotiations to the closing process, an agent works on your behalf to secure the best possible outcome.

6. Savings and Incentives:

- Some builders may offer incentives or discounts when buyers come with a real estate agent. The builder may view this as a smoother transaction, knowing that a professional is involved.

“

"Ashleigh's the 'go to' if you are looking for a new home. My wife and I were very comfortable with her extensive knowledge of the area, years of experience, her familiarity with construction, builders and the list goes on. She walked us through the home buying process and helped us with all of our questions. Her communication and follow through was excellent. She helped us find a home quickly, got in an offer quickly, and we closed quickly. She is very personable and professional. Many thanks!"

-Eric N, Google.com

"Oh my! I cannot say enough positive words about our experience with Ashleigh! She is an absolute force of nature that has tremendous expertise! Any questions or any needs were immediately addressed, to the extent that I don't know how she does it! She is an exceptional communicator and just a lovely person to work with. Her knowledge of real estate and Las Vegas and her patience in sharing her knowledge and expertise were so helpful for these out-of-state buyers. You absolutely cannot go wrong choosing Ashleigh for such a big undertaking as buying or selling a house! Absolutely hire her for your real estate needs! Now why aren't there 10 stars on this?!"

- Mary W, Zillow.com

"Ashleigh is an amazing Realtor! She was super informative and professional. Prompt and friendly! I recommend her constantly and will always go to her for any and all manner needing in this industry! She helped me prepare and sold my home... and found and help me purchase a new home that I LOVE!"

-Art H, Zillow.com



Check my latest Zillow Reviews

THE OFFER PROCESS

Writing an offer on a home is a crucial step in the homebuying process. Here's a simplified guide to help you through the process:



What are you responsible for paying?

Earnest Money: This deposit is held as collateral should you default on the contract outside of your deadlines. It will go towards your down payment when we close.

Down Payment: Depending on which loan program you decide to go with, your down payment can typically range from 3.5%-20%. A military VA loan, can be as low as \$0 down.

Home Inspections & Buyer Due Diligence: Prior to your Due Diligence deadline, you will conduct a home inspection and any other inspections you deem necessary. These costs are typically paid by the Buyer.

Closing Costs & Transaction Fees: Your Lender will let you know what to expect with your Closing Costs, you may be able to negotiate for the Seller to pay some of these costs.

Your offer was accepted and you are now in escrow... so what now? In today's lending environment, little things can derail the process. The process isn't complete until the papers are signed at settlement and funds distributed to the seller. Verifications are made by a lender at the beginning of the loan process to determine if the buyer qualifies for the mortgage. These verifications are usually done again just prior to the closing to determine if there have been any changes to the borrower's credit or income that might disqualify them. **Consult with your lender before paying off any debt, making any new debt lines, making any large purchases.**

FINANCIAL PREPARATION

- Determine budget.
- Speak to lender.
- Get pre-approved for a mortgage.

LOCATION CONSIDERATIONS

- Research neighborhoods.
- Consider resale value.

PROPERTY PREFERENCES

- Define needs and wants.
- Consider property type.

OFFERS/COUNTERS

- Prep initial offer with agent.
- Prepare for negotiations, decide bottom lines.

HOME INSPECTION

- Hire a home inspector. Review Inspection Report.
- Negotiate repairs.

CLOSING PROCESS

- Secure financing.
- Complete Final Walkthrough

MOVING PREPARATIONS

- Change utilities/ address over.
- Settle into your new home!







READY TO GET STARTED?

BACHELOR HANNA GROUP

real Real Broker, LLC

ASHLEIGH WOODS
REALTOR® - S.0182916

(702) 415-6348 | ASHLEIGHSELLSLV@GMAIL.COM



Get the latest on everything Las Vegas

