

Buyer's Guide

THE COMPLETE HOME BUYING PROCESS



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MEET YOUR REAL ESTATE AGENT

Hi, I'm Ryan McNally, and I'm here to help you find your next home without losing your sanity (or all your savings!). Let's make this process as smooth and stress-free as possible. Here's the game plan:

- **A Trusted Advocate:** Your interests are my top priority. My background in protecting and safeguarding this country has instilled in me a strong sense of responsibility, dedication, and integrity, which I bring to every client relationship.
- **Informed Guidance:** I'll provide you with market insights and practical advice to help you make confident, informed decisions.
- **Skilled Negotiation:** With years of experience in high-stakes situations, I'm well-versed in negotiating effectively. I'll apply this expertise to represent your interests and secure terms that work in your favor.
- **Attention to Detail:** From your initial home search to closing, I'll manage the details to help the process run smoothly.
- **Clear Communication:** I'll keep you informed every step of the way and will always be available to address your questions or concerns.
- **Cutting-Edge Technology:** I leverage advanced tools and technology to streamline the process, from identifying properties that match your needs to ensuring efficient communication and documentation.

Let's work together to find a home that meets your needs and exceeds your expectations. I look forward to helping you take this important step with confidence.

— STEP BY STEP —

01

REALTOR

Discuss what you're looking for. They'll be your guide to help you navigate the home buying-journey.

02

FINANCING

If you need financing get pre-approved by a lender or bank.

03

HOME SEARCH

Your agent will narrow down options for your review. Ask for them to set up a personalized search.

04

MAKE AN OFFER

Discuss different strategies with your agent. They will negotiate the offer and hopefully get it accepted!

05

HOME INSPECTION

Hire a trusted home inspector. Discuss Results, decide if any repairs are needed and if you want to move forward.

06

APPRAISAL & TITLE SEARCH

The bank or lender orders the appraisal, title search and final financing is set.

07

CLOSING

Sign papers and pop the bubbly! Congratulations, you are home owner.



Financing tips



GET YOUR CREDIT IN CHECK

Make sure you're financially prepared for homeownership. Do you have a lot of debt? Plenty saved for a down payment? What about closing costs? Ask yourself "how much house can I afford?" before you go further. Additionally, know that lenders look closely at your credit score when determining your eligibility for a mortgage loan. Check your credit score and do anything you can to improve it, such as lowering outstanding debt, disputing any errors and holding off on applying for any other loans or credit cards.



FIND THE RIGHT LENDER

Finding the Right Lender

Choosing the right lender is just as important as finding the right home. I'm happy to provide recommendations based on my experience, and you can also ask friends and family for referrals. It's a good idea to compare at least three different lenders, paying close attention to their interest rates, loan programs, fees, and customer service.



BE PREPARED

Preparing for Mortgage Pre-Approval

To get pre-approved, your lender will need your financial information. Have these ready:

- Income: W-2s (past 2 years), recent pay stubs, tax returns (past 2 years), and proof of other income.
- Assets: Recent bank statements and investment account statements.
- Debts: Details on any loans (car, student, etc.).
- ID: Photo ID and Social Security number.

Self-Employed: Expect to provide additional documentation, such as business tax returns, profit and loss statements, and proof of a higher credit score or cash reserves.

Note: This is a general list. Your lender may ask for more. It is best to communicate directly with your lender.

The Process

1. CONSULTATION

This crucial first step involves selecting a real estate agent you trust and having a conversation with them. Discuss your housing needs, wants, budget, and timeline. Your agent will explain the home buying process, provide local market insights, and answer any questions you may have. This initial consultation lays the groundwork for a strong working relationship and helps you get started on the right foot.



2. FIND A LENDER AND GET PRE-APPROVED

If you need financing, let's get you pre-approved! This clarifies your budget and shows sellers you're serious. My trusted lenders will handle the process. They'll discuss loan options (conventional, FHA, VA), gather your information, and check your credit. You'll get a pre-approval letter outlining your maximum loan amount. This strengthens your offers and streamlines the process.

Did you know 89% of all Buyers work with Realtors?

House Hunting

3. FINDING " THE ONE "

Alright, let's find you a home! I'll be digging through the MLS, checking online listings, and tapping into my network to find properties that match what you're looking for. You'll also get listings sent straight to your inbox as soon as they hit the market. I'll set up showings for any homes that catch your eye, and if you spot a place you like online, just let me know and I'll schedule a visit. After each showing, I'd love to hear your thoughts - your feedback is super important to help me zero in on exactly what you're after. My main goal here is to work together and find you a place that feels just right.

4. MAKING AN OFFER

You've found a home you love - time to make an offer!

Crafting Your Offer: We'll work together to determine a strong and fair offer price, based on market analysis and the property's specifics. I'll ensure we include everything you need.

Contract Review: I'll thoroughly explain each section of the purchase agreement, ensuring you understand all terms, contingencies, and details like the closing date.

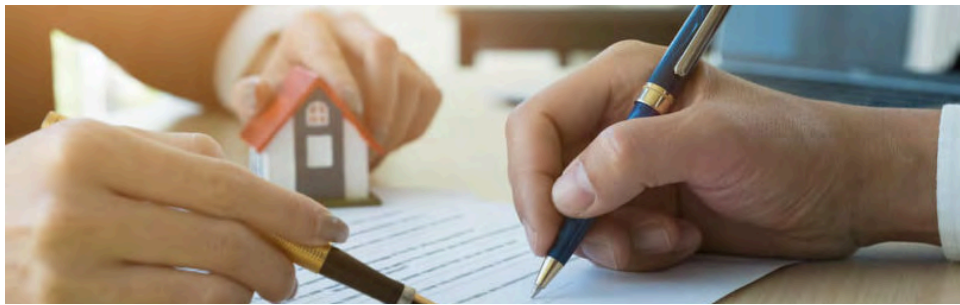
Presenting & Negotiating: I'll present your offer to the seller's agent and negotiate on your behalf, aiming for the best possible outcome. Be prepared, the seller might accept, reject, or counter your offer.



Due Dilligence

5. HOME INSPECTIONS

Congratulations, your offer was accepted! Now it's time to move quickly. As outlined in the contract, we need to promptly schedule a home inspection and submit your earnest money deposit. Once the inspection report is in, we'll review the findings together. Based on those, you can choose to accept the property as-is, or we can request the seller make repairs for issues that were not visible when you made your offer. We can also ask for a closing credit (Seller's Concessions), or renegotiate the purchase price. Keep in mind that the seller isn't obligated to agree to any of these. If major issues are found, and we can't reach an agreement, you can withdraw from the contract during the inspection period and get your earnest money back. I'll be there to guide you through every step and help you make the best decision.



6. APPRAISAL, TITLE SEARCH & LENDER LETTER

Buying a home means purchasing the seller's legal ownership, or title. A title search is performed before closing to uncover any liens, debts, or disputes that could hinder a clean title transfer.

An appraisal estimates the property's fair market value. Lenders require appraisals to ensure the loan is justified and to protect against overpayment. Typically, your lender orders the appraisal, and the fee is added to your closing costs.

The loan approval letter (or mortgage commitment letter) confirms your home loan is approved. This letter outlines your mortgage terms, including the Annual Percentage Rate (APR), estimated monthly payments (principal, interest, taxes, insurance, etc.), and the loan repayment schedule.



Closing Time!

The closing process finalizes the sale of your home. The title company or attorney will usually facilitate this. Time to celebrate!!!

A FEW THINGS TO BRING

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

CLOSING COSTS

Fees typically total 3% - 6% of the total purchase price and can include:

- Escrow Fees
- Recording fees
- Application and underwriting fees
- SIDs and/or LIDs
- Appraisal Fees
- Local Transfer Taxes
- Homeowners Insurance
- Homeowners Association Fees

REAL ESTATE TERMS

Buyers Need to Know

APPRAISAL

A determination of the value of something, in this case, the house you plan to buy. A professional appraiser makes an estimate by examining the property, looking at the initial purchase price, and comparing it with recent sales of similar property.

CLOSING COSTS

Closing costs are fees paid at the close of escrow, when you officially take ownership of the property. They typically include lender's fees, property taxes, insurance, agent commissions, and various other charges.

APPRECIATION

An increase in the value or worth of an asset or piece of property that's caused by external economic factors occurring over time, rather than by the owner having made improvements or additions.

MLS

A computer-based service, commonly referred to as MLS, that provides real estate professionals with detailed listings of most homes currently on the market. The public can now access much of this kind of information through websites like

ZONING

The local laws dividing cities or counties into different zones according to allowed uses, from single-family residential to commercial to industrial. Mixed-use zones are also used. Zoning ordinances control size, location, and use of buildings within these different areas and have an effect on traffic, health, and livability.

CONTINGENCY

A provision in a contract stating that some or all of the terms of the contract will be altered or voided by the occurrence of a specific event, usually by specific dates leading up to the closing.

ESCROW

The holding of funds or documents by a neutral third party prior to closing your home sale. This is typically done by a title company.

HOME INSPECTION

an examination of the condition of a real estate property. A home inspector assesses the condition of a property, including its heating / cooling systems, plumbing, electrical work, water and sewage, as well as some fire and safety issues.

TITLE

Ownership of real estate or personal property. With real estate, title is evidenced by a deed (or other document) recorded in the county land records office.



QUICK GUIDE TO LOCAL SERVICE PROVIDES IN YOUR AREA

HOME INSPECTORS

TDS Home Inspector:
Tyler Sherman (304) 282-7539
HeRo Home Inspection:
Matt Hefferin (304) 607-4376

LISCENSED ENGINEER

Barry Dickson (304) 288-2075
Jeff Davis (304) 290-2578
Chris Channel (304) 906-8655

SURVEY

McCoy Surveying Co (304) 534-5562
Paul Harbert- pdharbert@msn.com

RADON

Vet Owned Radon & Home Inspections
John Rossana 304-216-1179
Weber Eneterprises, LLC
Jeff Weber (304) 282-4795
Enviro Check
Greg Puskar (304) 282-4228

LOCAL



RESTAURANTS

Apple Annies
Bartini Prime
Primanti's
Stone Tower Brews
Iron Horse Tavern
Oliverio's
Table 9
Tin 202
Terra Cafe

FITNESS/GYM

Cycle Fusion	(304) 594-5126
Orange Theory	(304) 596-0500
Planet Fitness	(304) 554-2223
Pro Performance	(304) 381-4869

QUICK GUIDE TO LOCAL SERVICE PROVIDES IN YOUR AREA

SHOPPING

Hobby Lobby
LOFT Outlet
Michaels
Old Navy
Parks & Madison Boutique
Sabbi Chic Boutique (Facebook only)
Sam's Club
Target
T.J. Maxx
Wal-Mart

SALON/SPA

The Beauty Bar	(304) 598-9200
The Royal Treatment	(304) 241-1592
Apple Nails	(304) 381-4152

SCHOOLS



QUICK GUIDE TO LOCAL SERVICE PROVIDES IN YOUR AREA

MIDDLE SCHOOLS

Mountaineer Middle
(304) 594-1165

South Middle
(304) 291-9340

Suncrest Middle
(304) 291-9335

Westwood Middle
(304) 291-9300

High School

Morgantown High
(304) 291-9260

University High
(304) 291-9270

ELEMENTARY SCHOOLS

Brookhaven Elementary
(304) 291-9236

Cheat Lake Elementary
(304) 594-2772

Eastwood Elementary
(304) 284-8226

Mylan Park Elementary
(304) 983-7700

Ridgedale Elementary
(304) 291-9231

Suncrest Primary
(304) 291-9347