

SMALL CITY REALTY

BUYER GUIDE



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WHAT YOU NEED TO KNOW ABOUT THE Buyer-Agent Agreement

When working with a real estate agent as a home buyer, there's an important step that helps ensure clarity and understanding between you and your agent: the buyer-agent agreement. This page lays out the details of your relationship with your agent, ensuring there are no surprises and that everyone is on the same page from the start.

WHAT IS A BUYER-AGENT AGREEMENT?

A buyer-agent agreement is a document that outlines the services your real estate agent will provide during your home search and purchase. This agreement is required before your agent can show you homes, whether in person or virtually. It ensures that your agent is committed to helping you through the process and that you understand how they will be compensated for their work.

WHY IS IT IMPORTANT?

The agreement benefits both you and your agent by setting clear expectations. It answers key questions like:

- What services will the agent provide? (e.g., finding listings, arranging showings, negotiating offers)
- How will the agent be compensated?
- Will the buyer or seller cover the agent's fees, or will it be a combination?

By signing this agreement, you're ensuring that your agent will dedicate their time and expertise to finding the right home for you, while also clarifying how they will be paid.



WHAT YOU NEED TO KNOW ABOUT THE Buyer-Agent Agreement

By having a clear agreement in place, you can focus on finding the perfect home while knowing you have a dedicated agent on your side.

NEGOTIABLE COMPENSATION

One of the key parts of the agreement is how your agent will be compensated. Traditionally, the seller covers the buyer's agent commission, and this has and still remains negotiable. You can discuss and negotiate different options, including paying the agent directly or asking the seller to cover part or all of the fees. The most important thing is that both you and your agent understand and agree to the terms.

WHAT TO EXPECT IN THE AGREEMENT

The agreement will typically include:

- The duration of your working relationship (how long the agreement lasts)
- A description of the agent's responsibilities
- Details of the agent's compensation
- Any expectations you might have from your agent

OPEN CONVERSATIONS ARE KEY

Don't hesitate to ask your agent questions before signing the agreement. It's an important step in making sure you have the support you need, and it should feel like a partnership. Be sure you're comfortable with both the services being offered and the compensation terms.

No Compensation Listed on MLS

Offers of compensation for buyer's agents can no longer be listed on the MLS (Multiple Listing Service). While this information won't be available directly on MLS, it can still be shared through other channels. Agents can discuss compensation with clients directly, and sellers and buyers can negotiate these details during the transaction process.

Payment Options

FOR BUYER'S AGENT COMPENSATION

All agent fees in a real estate transaction are fully negotiable, meaning you have the right to discuss and adjust the commission or compensation for both your listing agent and the buyer's agent based on your needs and budget. There are no set rates, and everything is open to negotiation.

Pay in Cash at Closing

One option is to pay your agent's commission as part of your closing costs. This would be an upfront payment made at the time of closing, which is when all the final paperwork is signed, and the home is officially yours. If you have the funds available, this is a straightforward way to handle the payment.

Adjust Your Down Payment

If paying the commission in cash isn't feasible, you can adjust your down payment to free up some of your funds. For example, if you planned to put 10% down on your home, you could reduce that to 7% and use the extra 3% to cover your agent's commission. This keeps your total out-of-pocket expenses about the same while ensuring your agent is compensated for their work.

Negotiate with the Seller

Another option is to negotiate with the seller to cover part or all of your agent's commission. While sellers are no longer required to pay the buyer's agent, this can still be part of your offer. For instance, you could request that the seller pay 1%, 2%, or all of your agent's commission. This can be a helpful strategy if you're trying to keep your closing costs low.

Combination of Methods

You aren't limited to just one of these options. Many buyers choose to combine them. For example, you might pay part of the commission in cash while negotiating for the seller to cover a portion. It's all about finding a balance that works for your budget and helps facilitate the transaction.

The Home Buying Process

It will be my duty to guide you through every step of the home buying journey with unwavering dedication, ensuring that your experience is not just a transaction, but a seamless transition to the home where your dreams will thrive.

1

DETERMINE YOUR BUDGET

Begin by assessing your financial situation and determining how much you can afford to spend on a home. Consider factors like your income, existing debts, and credit score. This will help you establish a realistic budget for your home purchase.

2

MORTGAGE PRE-APPROVAL

Before you start house hunting, it's crucial to get pre-approved for a mortgage. This involves working with a lender to review your financial information and credit history. Pre-approval not only helps you understand your borrowing capacity.

3

FIND A REAL ESTATE AGENT

Partnering with a skilled real estate agent can simplify the home buying process. An agent can help you identify properties that meet your criteria, negotiate with sellers, and navigate the complexities of the real estate market. Choose an agent with local expertise and a track record of successful transactions.

4

SEARCH FOR YOUR HOME

Begin your search for the perfect home based on your preferences, such as location, size, and amenities. Attend open houses, explore neighborhoods, and consider factors like school districts and proximity to essential services. Your real estate agent will assist you in finding properties that align with your needs.

5

OFFER / NEGOTIATIONS

Once you've found a home you love, work with your real estate agent to make a compelling offer. This involves determining a competitive price based on market conditions, as well as negotiating terms and conditions with the seller. Be prepared for a back-and-forth negotiation process until both parties reach an agreement.

6

CLOSING PROCESS

The closing process involves finalizing the sale, and it includes several important steps. This includes a home inspection, securing homeowners insurance, and coordinating with a title company to ensure a clear title. Your real estate agent and a real estate attorney can guide you through the paperwork, ensuring a smooth closing.



Working With an Agent

While the prospect of navigating the real estate market independently may seem appealing, the complexities and nuances involved make partnering with a knowledgeable and experienced real estate agent a crucial step in ensuring a smooth and successful home buying experience.

MARKET EXPERTISE

Real estate agents are seasoned professionals with in-depth knowledge of local housing markets. They stay abreast of current trends, property values, and emerging neighborhoods, providing invaluable insights that empower buyers to make informed decisions. This expertise is especially beneficial for those unfamiliar with the intricacies of specific areas or seeking a property investment with strong potential for appreciation.

STREAMLINED PROPERTY SEARCH

The vast array of properties available can be overwhelming for homebuyers. Real estate agents act as diligent matchmakers, narrowing down the options based on individual preferences, budget constraints, and lifestyle requirements. This not only saves time but ensures that buyers are presented with choices that align closely with their unique needs.

NEGOTIATION PROCESS

Negotiating the terms of a real estate transaction can be intricate and emotionally charged. Real estate agents bring a level of objectivity and negotiation skill to the table, advocating for their clients' best interests. Whether it's securing a favorable purchase price, negotiating repairs after an inspection, or navigating counteroffers, their expertise is invaluable in achieving an optimal outcome.

ACCESS TO RESOURCES

Real estate transactions involve a multitude of paperwork, legalities, and potential pitfalls. Agents have access to a network of professionals, including mortgage brokers, home inspectors, and real estate attorneys, streamlining the process and ensuring that each aspect is handled with the utmost care and expertise.

INVALUABLE GUIDANCE

From the initial offer to the closing table, the home buying process is rife with complexities. Real estate agents act as trusted guides, explaining each step, clarifying any ambiguities, and ensuring that their clients are well-informed throughout. Their experience allows them to foresee potential issues and proactively address them, minimizing stress for the buyer.

POST-PURCHASE SUPPORT

The relationship between a real estate agent and a homebuyer doesn't end at the closing table. Agents often provide valuable post-purchase support, offering recommendations for local services, providing insight into community resources, and serving as a long-term resource for any questions or concerns that may arise.



Preparing Your Finances

1

EVALUATE YOUR FINANCIAL HEALTH

- Review your income, expenses, and overall financial situation.
- Calculate your debt-to-income ratio (DTI) to assess your ability to handle mortgage payments.

2

ESTABLISH A BUDGET

- Create a comprehensive budget that includes your monthly income, expenses, and savings goals.
- Identify areas where you can cut expenses to save more for the down payment and closing costs.

3

CHECK YOUR CREDIT SCORE

- Obtain a copy of your credit report and check your credit score.
- Address any errors on your credit report and take steps to improve your credit score if necessary.

4

SAVE FOR DOWN PAYMENT

- Determine the amount you need for a down payment based on the type of mortgage you're seeking.
- Start saving early and consider setting up a separate savings account for your home purchase.

5

EXPLORE MORTGAGE OPTIONS

- Research different types of mortgages and loan programs.
 - Get pre-approved for a mortgage to understand how much you can afford and to strengthen your position when making an offer.
- plates you can use for this.

6

UNDERSTAND CLOSING COSTS

- Familiarize yourself with the closing costs associated with buying a home.
- Budget for additional expenses such as home inspections, appraisals, and legal fees.

7

RESEARCH HOME PRICES & MARKETS

- Research the real estate market in the area where you want to buy.
- Understand the current home prices, market trends, and potential future developments.

A vertical photograph on the left side of the page shows a bedroom. It features a wooden headboard with vertical slats, a bed with white bedding and pillows, and a wooden nightstand in the foreground.

Getting Pre-Approved

The pre-approval process involves the buyer working closely with a mortgage lender to evaluate their financial standing. This step is crucial for two primary reasons: first, it provides a realistic understanding of their budget by determining the loan amount they qualify for, helping them focus their search on homes within their financial reach. Second, having a pre-approval letter strengthens their position in negotiations with sellers, demonstrating to them that the buyer is a serious and qualified candidate, potentially giving them an edge in a competitive real estate market.

To initiate the pre-approval process, I would assist in selecting a reputable mortgage lender and guide you through the application process, stressing the importance of providing accurate and thorough financial information. Once the lender reviews the application, conducts a credit check, and assesses the buyer's financial health, they issue a pre-approval letter. This letter not only empowers the homebuyer in negotiations but also streamlines the closing process, making it more efficient and less stressful.

Income Qualifications

In the context of home buying and mortgage lending, qualifying income refers to the income that is considered by lenders when determining a borrower's eligibility for a mortgage loan. This income is used to calculate the borrower's debt-to-income ratio (DTI), which is a key factor in assessing their ability to repay the loan. Qualifying income typically includes stable and verifiable sources of income such as salary, wages, bonuses, overtime, and, in some cases, certain types of investment income.

On the other hand, non-qualifying income includes sources of money that are not typically considered by lenders when evaluating a borrower's ability to repay a mortgage. Examples of non-qualifying income may include gifts, one-time bonuses, certain types of rental income, or income that is not likely to continue in the future. While these sources of income may contribute to an individual's overall financial picture, they might not be reliable or consistent enough to be factored into the mortgage qualification process.

Necessary Documents

To get pre-qualified for a mortgage, you typically need to provide certain documents that allow the lender to assess your financial situation. Keep in mind that the specific requirements may vary slightly depending on the lender, but here are common documents that are often requested during the pre-qualification process:

DOCUMENTS

☐ Proof of Identity

Valid government-issued photo ID, such as a driver's license or passport.

☐ Proof of Income

Recent pay stubs showing year-to-date earnings.

W-2 forms or tax returns for the past two years.

If self-employed, profit and loss statements and tax returns for the past two years.

☐ Employment Verification

Contact information for your employer, including name, address, and phone number.

Verification of employment, which may be a recent pay stub or a verification letter from your employer.

☐ Proof of Assests

Bank statements for the past two to three months for all accounts, including checking, savings, and investment accounts.

Statements for retirement accounts, such as 401(k) or IRAs.

☐ Credit Information

Authorization for the lender to pull your credit report.

Explanation of any negative items on your credit report, if applicable.

☐ Debt Information

Information on current debts, including credit cards, car loans, student loans, and any other outstanding loans.

☐ Other Financial Information

Alimony or child support documentation, if applicable.

Proof of additional income, such as rental income or bonuses.

☐ Property Information

If you already have a property in mind, you may need to provide details about it.



Types of Mortgage Loans

CONVENTIONAL LOANS

Standard mortgages not insured or guaranteed by a government agency.

FHA (FEDERAL HOUSING ADMINISTRATION)

Insured by the FHA, these loans often have more lenient qualification criteria, making them suitable for first-time homebuyers.

VA (DEPARTMENT OF VETERANS AFFAIRS)

Available to eligible veterans, active-duty service members, and some surviving spouses, offering favorable terms with no down payment.

USDA LOANS

Backed by the U.S. Department of Agriculture, these loans are designed for homebuyers in eligible rural areas and offer low to no down payment options.

FIXED-RATE MORTGAGES

Loans with a constant interest rate and monthly payments throughout the entire term, typically 15 or 30 years.

ADJUSTABLE-RATE MORTGAGES

Loans with an interest rate that may change periodically, often with an initial fixed-rate period followed by adjustable rates.

INTEREST-ONLY MORTGAGES

Borrowers pay only the interest for a specified period, usually 5-10 years, before converting to principal and interest payments.

JUMBO LOANS

Loans that exceed the conforming loan limits set by Fannie Mae and Freddie Mac, typically used for higher-priced homes.

BALLOON MORTGAGES

Short-term loans with relatively low monthly payments for a fixed period, with a large "balloon" payment due at the end.

REVERSE MORTGAGES

Available to homeowners aged 62 and older, these loans allow seniors to convert home equity into cash, and repayment is typically deferred until the homeowner sells the home or passes away.

HOME EQUITY LOANS

Loans that allow homeowners to borrow against the equity in their homes, often used for major expenses or home improvements.

HOME EQUITY LINES OF CREDIT

Similar to home equity loans, but with a revolving line of credit that can be drawn upon as needed.

CONSTRUCTION LOANS

Short-term loans to finance the construction of a new home, often converted to a traditional mortgage after construction is complete.

COMBO/PIGGYBACK LOANS

Combining a first and second mortgage to avoid private mortgage insurance (PMI) and reduce the down payment.

The Offer Making Process

STEP ONE

Determine Your Offer Price

Your real estate agent will help you analyze comparable sales and market conditions to determine a competitive and reasonable offer price.

STEP TWO

Review Comparable Sales

Examine recently sold properties in the same neighborhood with similar features to understand the market value of the home you're interested in.

STEP THREE

Consider Market Conditions

Understand whether you're in a buyer's market or a seller's market. In a seller's market, where demand exceeds supply, you may need to be more competitive with your offer.

STEP FOUR

Include Contingencies

Contingencies are conditions that must be met for the sale to proceed. Common contingencies include a home inspection, financing approval, and appraisal.

STEP FIVE

Prepare the Offer

Your real estate agent will draft the offer, including details such as the offer price, requested contingencies, and any specific terms or conditions.

STEP SIX

Submit the Offer

Once you and your agent have reviewed and finalized the offer, it is submitted to the seller's agent. The seller will then have the option to accept, reject, or counter the offer.

STEP SEVEN

Negotiate Terms

Negotiations may occur between you and the seller, involving adjustments to the offer price, closing date, or other terms. Your real estate agent will play a crucial role in this process.





Elements of a Competitive Offer

- ✓ COMPETITIVE & FAIR OFFER PRICE
- ✓ EARNEST MONEY DEPOSIT
- ✓ PRE-APPROVAL LETTER
- ✓ FAST CLOSING TIMELINE
- ✓ FLEXIBILITY ON CLOSING COSTS
- ✓ ESCALATION CLAUSE
- ✓ PERSONALIZED OFFER LETTER
- ✓ FLEXIBLE CONTINGENCIES
- ✓ WAIVING CERTAIN CONTINGENCIES
- ✓ OFFER TERMS & CONDITIONS
- ✓ RESPECTFUL COMMUNICATION
- ✓ STRONG NEGOTIATION STRATEGY
- ✓ UNDERSTANDING SELLER MOTIVES



Appraisal Process

A home appraisal is a professional assessment conducted by a licensed appraiser to determine the fair market value of a property.

SCENARIO 1

Home Appraisal Above Offer Price:

The home appraisal comes in above the buyer's offered price, indicating that the property's appraised value is higher than what the buyer agreed to pay. In this case, the buyer may feel reassured about the equity in their purchase and can proceed with the transaction without major concerns. The lender is likely to be comfortable with the loan amount, and the sale can proceed smoothly.

SCENARIO 2

Home Appraisal Below Offer Price:

In this scenario, the home appraisal returns with a value below the buyer's offered price, signaling that the property is appraised at a lower market value. This situation can pose challenges, as the buyer's lender may be hesitant to approve a loan amount that exceeds the appraised value. The buyer and seller may need to renegotiate the purchase price, with the buyer potentially needing to bring additional funds to meet the lender's requirements, or the parties may explore other solutions such as reevaluating the terms of the sale.

UNDERSTANDING THE Home Inspection

A home inspection is a thorough examination of a property's condition conducted by a qualified inspector. During this process, various aspects of the home, including its structural integrity, electrical systems, plumbing, HVAC, and overall safety features, are assessed to identify any potential issues or needed repairs. The inspection provides valuable information to the buyer about the property's condition, helping them make informed decisions and negotiate with the seller based on the findings.





The Escrow Process

- **Opening Escrow:**
 - Once the buyer and seller have a mutually accepted purchase agreement, the escrow process is initiated. The buyer's initial deposit, often referred to as earnest money, is submitted to an independent third party known as the escrow agent.
- **Escrow Instructions:**
 - The escrow agent receives instructions from both the buyer and seller, outlining the conditions that must be met for the transaction to proceed. These instructions include contingencies, timelines, and specific details regarding the sale.
- **Title Search and Preliminary Report:**
 - The escrow agent works with a title company to conduct a title search on the property. A preliminary title report is provided to the parties, outlining any existing liens, encumbrances, or other issues that may affect the property's title.
- **Inspections and Contingencies:**
 - The buyer typically has a specified period to conduct inspections and address any contingencies outlined in the purchase agreement. This may include a home inspection, pest inspection, or other assessments.
- **Loan Approval:**
 - If the buyer is obtaining financing, the lender works through the loan approval process during escrow. The lender may require additional documentation from the buyer and conduct an appraisal of the property.
- **Addressing Contingencies:**
 - Based on inspection results, the buyer may request repairs or negotiate changes to the terms of the sale. The seller has the option to agree to these requests, deny them, or propose alternatives. The resolution of contingencies is a key aspect of the escrow period.
- **Finalizing Financing:**
 - The buyer's lender finalizes the loan details, ensuring that all conditions for loan approval are met. The lender coordinates with the escrow agent to prepare the necessary loan documents.
- **Signing Documents:**
 - Both the buyer and seller sign the required documents, including the closing documents and the deed. The escrow agent ensures that all parties have fulfilled their obligations before proceeding.

The Escrow Process

- **Closing Funds:**

- The buyer provides the remaining funds needed to complete the purchase. This may include the down payment, closing costs, and any other agreed-upon expenses.

- **Distribution of Funds:**

- The escrow agent ensures that all funds are in place before officially closing the escrow. Once confirmed, the agent distributes the funds to the appropriate parties, including the seller, real estate agents, and any third parties involved.

- **Recording the Deed:**

- After all documents are signed and funds are distributed, the deed is recorded with the county recorder's office. This legalizes the transfer of ownership from the seller to the buyer.

- **Closing Escrow:**

- The escrow process concludes when all conditions are met, and the transaction is officially closed. The parties receive confirmation, and the buyer takes possession of the property.



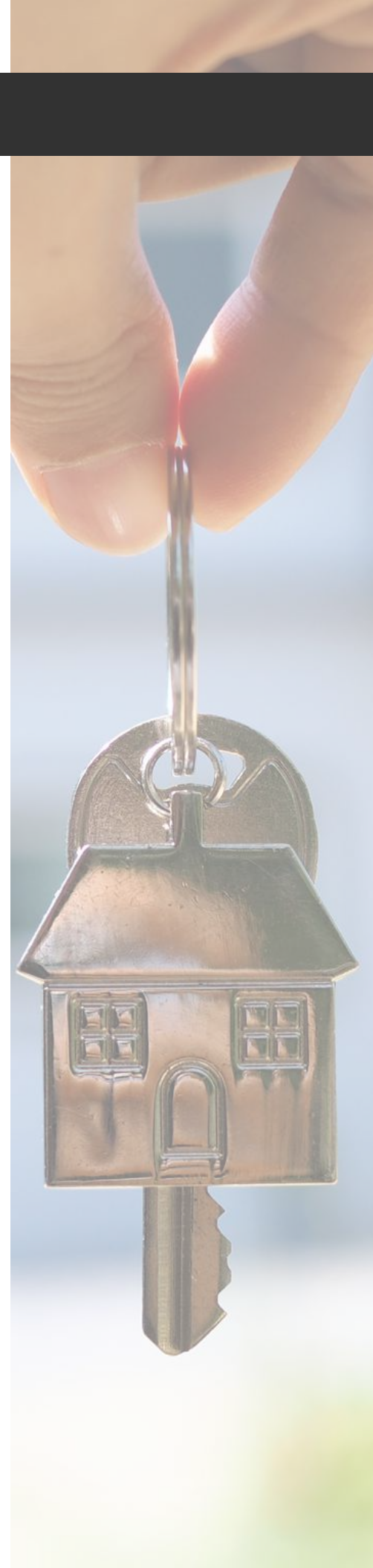
UNDERSTANDING Closing Costs

- **Loan Origination Fee:**
 - This fee is charged by the lender for processing and underwriting the mortgage. It's typically a percentage of the loan amount.
- **Appraisal Fee:**
 - Lenders often require an appraisal to assess the property's value. The buyer is typically responsible for covering this cost.
- **Credit Report Fee:**
 - Lenders pull a credit report to evaluate the buyer's creditworthiness. The cost of obtaining this report is usually passed on to the buyer.
- **Home Inspection Fee:**
 - While the home inspection itself is optional, many buyers choose to have one done. The inspection fee is paid to a professional inspector to assess the property's condition.
- **Attorney Fees:**
 - In some states, it's customary to have an attorney involved in the closing process. Buyers may need to cover attorney fees for legal services related to the transaction.
- **Title Search and Title Insurance:**
 - The title search ensures that the property has a clear title, and title insurance protects the buyer and lender against potential defects in the title. Both the search and insurance come with associated costs.
- **Escrow and Prepaid Items:**
 - Buyers often need to prepay certain items, such as property taxes, homeowners insurance, and mortgage interest. These funds are placed in an escrow account to cover future payments.
- **Recording Fees:**
 - These fees are charged by the local government for recording the property sale and updating public records.
- **Transfer Taxes:**
 - Some areas impose transfer taxes, which are fees for transferring ownership of the property from the seller to the buyer.
- **Survey Fee:**
 - A survey may be required to determine the property boundaries and ensure there are no encroachments. The buyer typically covers the survey fee.
- **Courier or Wire Fees:**
 - These fees cover the cost of sending documents, particularly if funds are being wired for the transaction.

Closing Checklist

- ✓ REVIEW CLOSING DISCLOSURE
- ✓ SCHEDULE A FINAL WALK-THROUGH
- ✓ SECURE HOMEOWNERS INSURANCE
- ✓ FINALIZE MORTGAGE FINANCING
- ✓ BRING NECESSARY DOCUMENTATION
- ✓ UNDERSTAND CLOSING COSTS
- ✓ ATTEND THE CLOSING MEETING
- ✓ REVIEW DOCUMENTS
- ✓ SIGN DOCUMENTS
- ✓ BRING CERTIFIED FUNDS
- ✓ RECEIVE KEYS AND ACCESS
- ✓ RECORDATION OF DOCUMENTS
- ✓ KEEP CLOSING DOCUMENTS SECURE
- ✓ UPDATE CONTACT INFORMATION
- ✓ CELEBRATE YOUR NEW HOME

Congratulations!



FINAL WALK THROUGH Checklist

A final walkthrough is a crucial step before closing on a home, allowing the buyer to ensure that the property is in the agreed-upon condition and any negotiated repairs have been completed. Here's a comprehensive final walkthrough checklist for a home buyer:

EXTERIOR

☐ Landscaping

Check that the landscaping is in good condition and that any agreed-upon changes or repairs have been made.

☐ Exterior Structure

Inspect the exterior walls, roof, and foundation for any visible issues or damage.

☐ Driveway and Walkways

Ensure that driveways and walkways are in good repair, without cracks or hazards.

☐ Doors and Windows

Test all exterior doors and windows to ensure they open, close, and lock properly.

☐ Exterior Lighting

Check that outdoor lights, including porch lights, are functional.

☐ Fencing

If applicable, inspect fencing for any needed repairs or replacements.

INTERIOR

☐ Overall Cleanliness

Verify that the interior is clean and in the condition agreed upon in the purchase contract.

☐ Appliances

Test all appliances to ensure they are in working order, including the stove, oven, dishwasher, refrigerator, and any others.

☐ Plumbing Fixtures

Run water in sinks, showers, and bathtubs to check for leaks and ensure proper drainage.

☐ Electrical Outlets & Switches

Test outlets and light switches in each room to ensure they are working.

☐ HVAC System

Test the HVAC system by running both heating and cooling modes.

☐ Ceiling Fans

Check the functionality of ceiling fans, if present.

☐ Windows and Doors

Open and close all windows and doors to ensure they operate smoothly.

☐ Flooring

Inspect flooring for any damage or issues, especially in areas where repairs were made.

☐ Walls & Ceilings

Look for any new cracks, holes, or damage to walls and ceilings.

☐ Closet Doors

Test closet doors to ensure they open and close properly.

FINAL WALK THROUGH Checklist

UTILITIES

☐ Water Heater

Check the water heater for any signs of leaks and ensure it is producing hot water.

☐ Utilities

Verify that all utilities (water, gas, electricity) are functioning, and transfer utilities into your name if necessary.

SAFETY & MISCELLANEOUS

☐ Smoke & CO2 Detectors

Test smoke and carbon monoxide detectors to ensure they are working, and replace batteries if needed.

☐ Garage

If applicable, check the garage door opener and ensure it operates correctly.

☐ Security System

If a security system is installed, check its functionality.

☐ Documentation

Bring a copy of the inspection report and any repair agreements to compare against the property's current condition.

☐ Keys & Remotes

Ensure you have all keys, garage door openers, and any other necessary remotes.

☐ Final Agreement

Confirm that any repairs or changes agreed upon after the initial inspection have been completed to your satisfaction.



FREQUENTLY ASKED Questions

WHAT CAN I AFFORD?

Home buyers often seek guidance on their budget and want to understand what they can afford. Real estate agents can help buyers assess their financial situation, get pre-approved for a mortgage, and determine a realistic price range for their home search.

WHAT NEIGHBORHOODS ARE SUITABLE FOR ME?

Buyers often inquire about different neighborhoods, seeking information on safety, schools, amenities, and overall lifestyle. Real estate agents provide insights into local communities, helping buyers find areas that align with their preferences and priorities.

HOW DOES THE HOME BUYING PROCESS WORK?

Many buyers are unfamiliar with the intricacies of the home buying process. They often ask about the steps involved, from house hunting and making an offer to inspections, financing, and the closing process. Real estate agents guide buyers through each stage, explaining the details and timeline.

WHAT SHOULD I LOOK FOR IN A HOME?

Home buyers often seek advice on what features and aspects to prioritize when evaluating properties. Real estate agents help buyers define their must-haves and preferences, offering guidance on factors such as layout, condition, location, and potential for future resale value.

HOW CAN I NEGOTIATE THE BEST DEAL?

Negotiation is a crucial aspect of the home buying process. Buyers frequently ask real estate agents for strategies to secure the best deal, whether it's negotiating the purchase price, contingencies, or other terms. Agents provide insights into current market conditions and help buyers craft competitive offers.

HOME BUYER QUESTIONNAIRE

Information Packet

Buyer Name: _____ Contact Phone: _____

Address: _____ E-mail Address: _____

Preferred Method of Communication: ☐ Phone ☐ E-mail ☐ Text

Home Buying Timeline: _____

Pre-Approved Mortgage Amount: \$ _____ Down Payment Budget: \$ _____

Preferred Property Type: ☐ Single-Family ☐ Multi-Family ☐ Condo ☐ Townhouse

MUST HAVES

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

DEAL-BREAKERS

<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____
<input type="checkbox"/>	_____

Ideal Number of Bedrooms: _____ Ideal Number of Bathrooms: _____

HOME BUYER QUESTIONNAIRE

Information Packet

Preferred neighborhood: _____

Preferred school district: _____

Commute Requirements: _____

ADDITIONAL COMMENTS
