



BUYER'S *Guide* TO LANDING YOUR DREAM HOME

David and his team have created a proven, predictable process to make the buying process as smooth and stress-free as possible. To provide the best possible service to his community, he's sharing his playbook with interested buyers like you for FREE!



10 STEPS TO BUYING YOUR HOME

- #1 GET EDUCATED:** We always recommend taking a home buyer education course to make sure that you are ready to buy a home. There is a lot that goes into the home buying process and your REALTOR® will be an invaluable resource while guiding you through the process, however the more clients know the more comfortable they usually feel.
- #2 HOW MUCH CAN YOU AFFORD?:** Create a budget with an expected mortgage payment that is comfortable for you. Consider your other bills and commitments - even those that might not be affecting you today but will in the future. There are down payment assistance programs available but you will still need a chunk of cash to close as well.
- #3 GET PRE-APPROVED:** Once you have recruited your REALTOR®, it's time to add a loan professional to your team. Talking to a lender will allow you learn how much you qualify for, how much cash you will need up front, and the best roadmap to purchasing.
- #4 WHAT KIND OF HOME TO BUY?:** Consider your current and past homes - what you like about them and what you don't. Think about the future and how your family will grow during your time there and make a list of features that you want or need in a home.
- #5 SHOP FOR A HOME:** Your REALTOR® will use your criteria to start sending you homes that fit your needs and approved price range. Take your time, get out and look at many homes, take notes during your showings, and ask your agent a lot of questions.
- #6 MAKE AN OFFER:** Work with your REALTOR® to submit a signed proposal specifying the purchase price, terms and conditions to the seller. Depending on the market, there are different recommended strategies to getting offers accepted so trust your agent.
- #7 GET A HOME INSPECTION:** A home inspector will examine the home's condition and alert you to any issues that may be present, including electrical, plumbing, and the roof to be sure that you know exactly what you're getting into when purchasing a home.
- #8 THE APPRAISAL PROCESS:** Before funding your loan, the lender will order an appraiser to assess the home and make sure that you are getting your money's worth.
- #9 GET HOMEOWNER'S INSURANCE:** Often forgotten, homeowner's insurance is mandatory on all home purchases that involve a lender. You will want to know if the home is in a special flood zone or other high risk area as the costs of insurance can increase big time!
- #10 CLOSING DAY!** You officially take ownership and your agent delivers your KEYS!



11 REASONS TO HIRE A REALTOR®

SHOULD BUYERS HAVE THEIR OWN LOCAL AGENT?

Even if you are considering buying BRAND NEW construction, it is critical to bring your own real estate professional into the process.

Builders will tell you that they can handle everything themselves, and they can, but they CANNOT fully represent your best interests because they are employed by the builder.

Even in re-sale homes, buying directly from the listing agent is not recommended because their legal fiduciary responsibility is to represent the sellers best interests.

Representing both parties can be done in a legal, fair manner, but it requires a lot of diligence and transparency from the Realtor® facilitating the transaction.

1. Professional Real Estate Representation can still be paid for by the seller!

Yes, you read that correctly. Real estate services for your agent are billed to you as the buyer as of August 2024 - however, we can still build that commission into our offers *in addition* to the standard closing cost requests that we have seen buyers negotiate for in the past.



For this reason alone, every buyer should secure a trusted REALTOR® to help find the perfect home, negotiate the best price, and ensure everything closes seamlessly. Services include:

- Property Search of Your Criteria
- Coordinate With Your Lender
- Write High Conversion Offers
- Schedule All Inspections
- Prepare Appraisal Supporting Docs
- Coordinate Contractors and Vendors
- Ensure a Smooth Escrow Process
- Legal Liability Protections
- and SO MUCH MORE!

2. REALTORS® have Access to Properties That You Can't Find!

Many buyers rely solely on third party websites such as Zillow, Trulia, or Realtor.com to find the right home.





While these sites are popular and user-friendly, there are several disadvantages. The information is often inaccurate, displaying properties that are no longer available and suggesting prices far outside market value.

Furthermore, many brokerages don't share their properties with third party sites, so buyers only see a portion of available properties when limited to these sites.

Realtors have access to every property listed on the MLS (far more than these third party sites), but they also have access to properties that are coming soon or not yet listed.

These can present HUGE opportunities for buyers who work with great agents as you are able to offer on a property before other buyers even see it!

3. REALTORS® Have Local Real Estate Market Expertise!

Every real estate market is different. The national market has an impact on micro-markets but the real estate landscape can be vastly different between one town and another.

Even neighborhoods are different if you really dig deep into the all of the data that is available. Working with a local agent who understands these "micro-markets" can save thousands of dollars on the purchase of your new home.

4. Your Real Estate Professional Knows What to Watch Out For!

Whether you are purchasing your first home or your eleventh, chances are you don't visit homes on a daily basis. A successful REALTOR® views dozens of homes every week so they know which red flags to watch out for as they're viewing with you.

A good agent will always recommend a buyer's home inspection prior to closing on your purchase, but a great agent can help you identify issues during the first walk.

If the home has not been maintained well on the surface and your agent easily finds defects and damage, it alerts us that there are likely to be even more unseen issues such as potential pest, mold, or roof issues.



LET'S TAKE A LOOK AT FHA AND CONVENTIONAL LOANS



WHAT IS A FHA MORTGAGE?

FHA home loans are mortgages insured by the Federal Housing Administration. The FHA is a government agency and doesn't issue loans. It provides mortgage insurance on loans made by approved lenders. The insurance paid on these loans protects the lender in the event of payment issues, which makes it easier for the lender to approve a loan.

FHA



WHAT IS A CONVENTIONAL MORTGAGE?

These loans conform to standards set by Fannie Mae and Freddie Mac neither of which is a government agency. Borrowers may be required to carry insurance for these loans if a down payment is less than 20%. Once the borrower's home equity reaches 22%, the insurance is no longer required.

CONVENTIONAL

CREDIT SCORE

A lower score or imperfect credit
• 580+ credit score

Credit scores of 620+
are welcome here



BENEFITS

More forgiving of past bankruptcies, short sales, or foreclosures



Down payment of 3.5%
is perfectly fine



Down payments
of 3% possible



Mortgage proceeds
may only be used
for a primary home



May use mortgage
to purchase a
primary residence,
a second home or
even investment
property



Allows non-occupant
co-borrower (if a relative) to help
a borrower qualify for a loan
Less restrictive requirements on
debt-to-income (DTI)
Streamlined refinancing option

Allows non-occupant
co-borrowers (does
not need to be a
relative)



BOTTOM LINE

Easier to qualify for

Likely to be a less expensive
option if you qualify

5. Your REALTOR® Connects You With Someone to Find the Best Financing Options

Some buyers choose to work with their normal bank to buy a home out of familiarity or trust but savvy buyers shop around and take a look at their options.

With every financial situation being different, working with a lender who is up-to-date on all of the most recent loan programs and opportunities is critical to ensuring that you land in a financial situation that works for your family, both now and in the future.

Your real estate professional works with local lenders every day and can refer you to the best of the best.

These lenders will review the available programs, interest rates, buydown options, no PMI options, 0 down payment options, and more to ensure that your cost to close and your monthly payment are acceptable.

Our recommended local professionals place Service over Sales and will always provide a low pressure experience.



6. Your **REALTOR®** Will Schedule and Coordinate **Showings**

One of the most overlooked and underestimated tasks of a buyer's agent is coordinating showings.

We often show a dozen or more homes in one day to a given buyer and this can be tricky to navigate and confusing to keep track of.

A great agent will plan the most efficient route, coordinate the proper showing times, AND will provide documentation and the ability to take notes on each property so you can remember each home that you saw later in the evening when you are at home evaluating the options.

With COVID, in-person showings were discouraged in many areas but we have a solution for that too!

We offer virtual showings via Zoom, Facetime, or recorded video to give you the full buyer experience - almost as if you were actually there.

7. Your **Real Estate Professional** Knows How to **Write Contracts**

There are many aspects of the real estate contract and having an experience real estate professional to help guide you through the contract is vital.

There are several contingencies in the purchase contract that must be reviewed and considered and multiple deadlines which must be documented and agreed upon for a legal contract to be in place.

Real estate attorneys exist because the majority of people don't know contracts.



8. Your **REALTOR®** Has an Entire **Network of Professionals**

During the course of a real estate transaction, there are a number of professions that will be needed and a slew of others that may be needed depending on your situation.

When you are buying a home, you will likely need a mortgage loan officer, a home inspector, escrow and title officers, and a handful of other professionals.

One of the best questions to ask when interviewing buyer's agents is whether or not they have a list of recommended services providers to help if needed.

An experienced agent should be able to provide multiple recommendations for each respective category who provide high quality service.

We offer our buyers FREE professional cleaning prior to moving into your home!



9. Your Real Estate Professional Will Negotiate for You

One of the biggest benefits of working with a buyer's agent is having a professional negotiating on your behalf - especially in a seller's market when listings are often receiving multiple offers and selling within a few days of hitting the market.

With the current state of the real estate market, several price points are extremely competitive so having a skilled negotiator in your corner is critical.



For example, if the home that you love is significantly overpriced, a great agent knows how to best navigate that situation by bringing a detailed Comparative Market Analysis proving the home is overpriced or structuring the contract terms to appeal to the seller.

Your agent should be familiar with negotiating a contingent offer, rentback agreements, or waiving the appraisal contingency.

These are just a few ways we can turn the tables in a negotiation.

10. Your REALTOR® Will Keep the Transaction On Schedule

There are dozens of reasons that real estate transactions get delayed - many of which can be avoided by a skilled agent's involvement.

Great agents ensure contract dates are met, appraisals are ordered on time, and all documentation is completed accurately and on-time to reduce the occurrence of frustrating delays. That said, there are dozens of things that can occur during escrow which are unavoidable.



WHAT TO EXPECT FROM US NOW

WATCH FOR OUR EMAIL VIDEO SERIES AND PROPERTY ALERTS

Make Sure You **Open Our Property Alert E-mails**

Our **Video E-mail Series** Will Take You Through the Entire **Home Buying Process**

We put together the 8-part email series to help new buyers understand the process - starting with getting approved with a local lender and considering their current financial and credit situation.

From there, we look at buying new construction, how our property search makes sure you never miss a home when it hits the market, and what we can do to make the strongest offer possible when you find the right home.

That's not all though! There are videos discussing the inspection process and why it's so critical, the repair request and negotiations, the appraisal and what it means for you as the buyer, and more!

Even if you aren't a first-time buyer, I recommend that you watch the short videos and let me know if you have any thoughts or questions. I want to provide the best service possible and that starts with making sure that you know what you're getting into!

We will send you property emails whenever properties that meet your needs hit the market or have a price reduction. This is linked directly to the MLS so you won't miss anything!

The more information that you give us, the more we are able to improve your search. As you receive emails and look at homes, let us know what works for you and what doesn't meet your needs - there are a LOT of things that we can tweak in the search requirements.

[Price Reduced & Status Changed] 8 New Homes for Josie: 149 N Lovers Lane, and more!

Dec 23, 2020 07:06 PM

From: <david_haun@chime.me>

To: < /ahoo.com>



Listed 4 Days Ago

149 N Lovers Lane, Visalia, CA 93292

\$215,000

3 beds | 2.0 baths | 1,505 sqft | 0.29 lot

A great first time home buyer home. 3 bedrooms 2 bath. with a large lot great for someone with a lot of vehicles boats or Rv.

#208474

HOW TO GET HOME LOAN APPROVAL

THIS IS STEP ONE, EVEN BEFORE VISITING HOMES

Before even reaching out to a lender, obtain your credit score from Credit Karma or Experian Boost. Also, review your current budget and income to figure out what kind of payment you will be comfortable with.

Then, consider how much cash you have available to put toward the purchase. Even \$0 down payment programs will have closing costs involved - it is very rare to not have a down payment or closing costs but these are things that your lender will look at.

Choosing the Right Lender

If you have great credit and a good relationship with your bank, consider getting a quote from your bank for a mortgage. They usually offer a low rate and it gives you some leverage when you meet with your local mortgage loan professional.

Armed with that quote, seek a local mortgage loan officer and ask them what programs they can offer to beat the terms that your bank has offered. You will usually be surprised what they are able to come up with!

It's important to choose a local lender because when you get into escrow and the hours matter, you want someone you can get in contact with face-to-face.



We Recommend That You Watch the Following Interview with Local Mortgage Professional Cory Reeder with Premier Home Loan Group

In this interview, I sat down with Cory to talk about the lending process, what you need to apply, some of the loan programs available, and how COVID has impacted the escrow process.

Cory has closed at least a dozen deals with our team and has proven to be an excellent communicator and problem-solver. If you have any lending questions at all, please don't hesitate to contact him.



youtube.com/davidhaun



WHAT TO EXPECT MAKING AN OFFER

CONSIDER THESE 5 THINGS TO GET YOURS ACCEPTED

Are There Multiple Offers on the Property?

In the current market, it is not uncommon for a well-priced home to have multiple offers within the first few days. The seller will often request a "best and final" offer from each buyer. In other words, what is that highest price you will offer - one that if another buyer offered more, you wouldn't have any regrets losing it?



What Type of Sale is it?

Foreclosures, Short Sales, and Traditional Sales operate differently and the sellers are typically motivated by very different things. Being aware of this and asking the right questions will help get your offer accepted.

Is it Priced Properly?

What is the buyer activity on the home? How long has it been on the market? What else is for sale in the neighborhood? What has sold recently nearby and for how much?

What is the Seller's Motivation?

Is price the driving factor for the sellers or are there other terms that are even more important, such as a quick escrow or a leaseback situation? What would be the optimal escrow deadline for the seller?

Do you need help with closing costs?

Closing costs such as title, escrow and lender fees can be up to 3.5% of the sale price depending on the loan program but the offer allows us to request seller assistance.

The Key Points of **Consideration**:

- Address
- Offer Price
- Down Payment
- Amount Financed
- Property Condition
- Home Warranty
- Closing Date
- Possession
- Financing Approval
- Deadline
- Closing Costs
- Earnest Deposit
- Option Fee
- Option Period
- Title Company
- Title Policy
- HOA CC&Rs
- Personal Property
- Flood Survey
- & More

ALL ABOUT THE HOME INSPECTION

WE ALWAYS RECOMMEND A DETAILED HOME INSPECTION

When you are reviewing your offer before signing and submitting, you will notice a section that discusses the home inspection contingency. This clause states that if a significant defect is revealed during the home inspection, you can back out of the deal without penalty, within a certain time frame. This goes to show how serious these potential problems can be!

What Does a Home Inspection Include?

A good inspection should examine a variety of components of the home you would like to purchase and produce a detailed report of their findings. The typical inspection lasts 2-3 hours and includes structural, electrical, plumbing and safety aspects so we recommend you be present to hear what the inspector has to say (but don't worry if you can't - we will be there to represent you). That said, any issues will be easier to understand in person than in the report.

The inspector should note whether each problem is a safety issue, major defect or minor defect, which items need replacement and which should be serviced or repaired, and items that are suitable for now but should be closely monitored. A great inspector will ever share preventative maintenance and home ownership tips, which is great for first-time buyers!

What Happens After the Inspection?

If problems are identified that are too significant to repair, you can choose to walk away as long as the purchase contract has the inspection contingency. For any issues that arise, you can ask the seller to fix them, reduce the purchase price, or request cash credit at closing to fix it yourself... this is where your home inspection pays for itself many times over.

An inspection will cost you a little bit of time and money but in the long run you will be glad that you did it. The inspection will reveal problems that you may be able to get the current home owners to fix before you move in, saving you time, stress, and money. If you are a first-time buyer, the inspection can give you a crash course into home ownership and maintenance.

Watch David Interview Local Home Inspector Tyler Sheldon with WIN Home Inspections



youtube.com/davidhaun

In this interview, we talk about why you always want an inspection, what is included, and why the transfer of liability is important.

About David

David is a local real estate expert with Legacy Real Estate, located in Central California. He specializes in online marketing, a critical skill set that is lacking in the real estate industry.

Contact Information

- ☎ 559-334-8971
- ✉ david@williamdavidhaun.com
- 🌐 www.YourTulareCountyHome.com
- 📷 @DavidHaunRealtor
- 📱 @DavidHaunRealtor



Prior Experience

Chief Executive Officer

sUAVe Industries | 2017-2019

Primarily an aerial photography and cinematography company, David worked with businesses and real estate agents to create attractive listing and marketing videos and helped them market properly to create engagement.

Project Administration Specialist

Tulare County Health & Human Services | 2015-2019

Specifically assigned to renovation projects, David focused primarily on maintaining business operations and logistics while relocating staff and managing contractors performing multi-million dollar renovation projects.

Real Estate Achievements

- Top 2% of Real Estate Agents Nationwide
- 100% of Listings SOLD to Date
- 60+ Families Served since 2018
- Modern Broker Silver Award 2019
- DBRET Rising Star Award 2018
- Keller Williams Rising Star Award 2018

David Haun

Licensed REALTOR®

CABRE # 02067972

Academic Background

MBA in Digital Marketing

University of Alabama Birmingham | 2013-2015

Focusing on graphic design, photo and video editing, social media marketing, automation and scheduling tools, targeted paid advertising, Google AdWords and so much more, David had no idea at the time how much these skills would benefit his clients in his real estate career.

B.S. in Psychology

San Diego State University | 2007-2009

Choosing Psychology as his focus of study vastly improved David's ability to communicate, empathize, and negotiate with just about anyone he meets.

Values and Mission

David believes real estate is a service industry - NOT sales. He has built his business and framework around that value and forged a mission to create a better, more predictable, and less stressful real estate experience for Central Valley locals.

Personal Interests

When he isn't selling homes or hanging out with his two, totally rad kids, you can usually find David at the lake with a fishing pole in the his hand. There's something about the quiet calm of fishing that helps him recharge in a way no other activity does!



realtor.com®

