



BUYER'S GUIDE
TO HOME PURCHASING

www.owengroupaz.com

ABOUT US.

A.Z. & ASSOCIATES WAS FOUNDED IN 2011 IN RESPONSE TO A FUNDAMENTAL NEED FOR HIGHLY-SKILLED, HIGHLY-TRAINED FULL-TIME REAL ESTATE AGENTS. WE ARE COMMITTED TO SHIFTING HOW HOMES ARE MARKETED THROUGH DIRECT MARKETING CAMPAIGNS INCLUDING SOCIAL MEDIA, VIDEOS, DIGITAL AND PRINT MARKETING, AND SPHERE OF INFLUENCE.

A.Z. & ASSOCIATES' DEFINITION OF SUCCESS: OVER-DELIVERING ON WHAT IS PROMISED, PERIOD. OUR SERVICE GOES BEYOND A REAL ESTATE TRANSACTION, AND OUR DRIVE IS TO BUILD SOMETHING GREATER THAN JUST THE NEXT COMMISSION CHECK. WITH OVER 140 LOCAL AGENTS AND OVER 380 MILLION DOLLARS IN ANNUAL SALES, INC MAGAZINE RECOGNIZED A.Z. & ASSOCIATES AS ONE OF THE FASTEST-GROWING COMPANIES IN AMERICA.



METHODICALLY SKILLED PROFESSIONALS

OVER 10,000 HOMES SOLD

HIGHEST SALES/AGENT RATIO

1,763 HOMES SOLD IN 2019

140+ AGENT PROFESSIONALS

3 VALLEY LOCATIONS

The Owen Group



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OUR EXPERIENCE IS YOUR ADVANTAGE

Our office has closed over 2.5 Billion in Sales

High Skilled Negotiators

Committed and Full Time Professional

Recognized by WESERV Association for Sales
Volume

Nationally Recognized by Realtor Magazine

Top Producing Brokerage in our Market



BUYER'S GUIDE



THE ULTIMATE GUIDE TO BUYING YOUR HOME

Buying a home and getting a mortgage can seem overwhelming. But that's all about to change. With The Owe Group by your side, you'll have all the guidance and support you want every step of the way. You'll find the steps of the process and important information about documents to close on your home to make your experience as effortless as possible.

BUYER CONSULTATION



A buyer's consultation is useful to clarify the home buying process, sets the expectations on both sides, and lays the foundation for a happy & effective client/agent relationship. The information collected during this phase of our time together is vital, this is how we get all the information together to help us do what we do best: find your dream house! We will provide you with the most up to date information when it comes to inventory, demand, trends and opportunities regarding the current real estate market.



LENDER PRE-QUALIFICATION



It is important to choose a local lender with long-term experience and a track record of excellence. You are free to work with the lender of your choice, however we have worked extensively with the professionals at NOVA Home Loans and are impressed by their competitive rates and consistently high level of service.



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There is absolute privacy between you and the lender when purchasing your home. Our job is to simply connect you with the best. We can discuss your price range once you're qualified through the lender. Unfortunately, we will not be able to view homes prior to getting prequalified.

The Arizona Residential Purchase Contract requires that we have a Buyer Pre-Qualification Form with our offer.

QUALIFYING FACTORS INCLUDE

Credit Score	Employment
Credit History	Down Payment
Debt to Income Ratio	



Until you close on your home DO NOT

- Do NOT change jobs, become self-employed or quit your job
- DO NOT buy a car, truck, boat, rv, etc
- DO NOT use your credit cards excessively or miss payments
- DO NOT payoff any credit cards or revolving debts
- DO NOT spend money set aside for down payment or closing costs
- Do NOT withhold debts or liabilities from your loan application.
- DO NOT open new credit accounts to buy new furniture, appliances, etc
- DO NOT make any inquires into your credit
- DO NOT make large deposits or withdrawals from your bank accounts
- DO NOT change banking accounts
- DO NOT co-sign any loans for anyone

Always check with your lender before considering any of the above

DETERMINING CRITERIA



Once you are prequalified, the next step is to determine the criteria for the type of home you want. What are your family's wants and needs? Where would you like to live? Is there a specific school district you need to be in? How many bedrooms and bathrooms do you need? Is a pool a must? Does it need to be a single level or a two story? Do you need a 3-car garage?

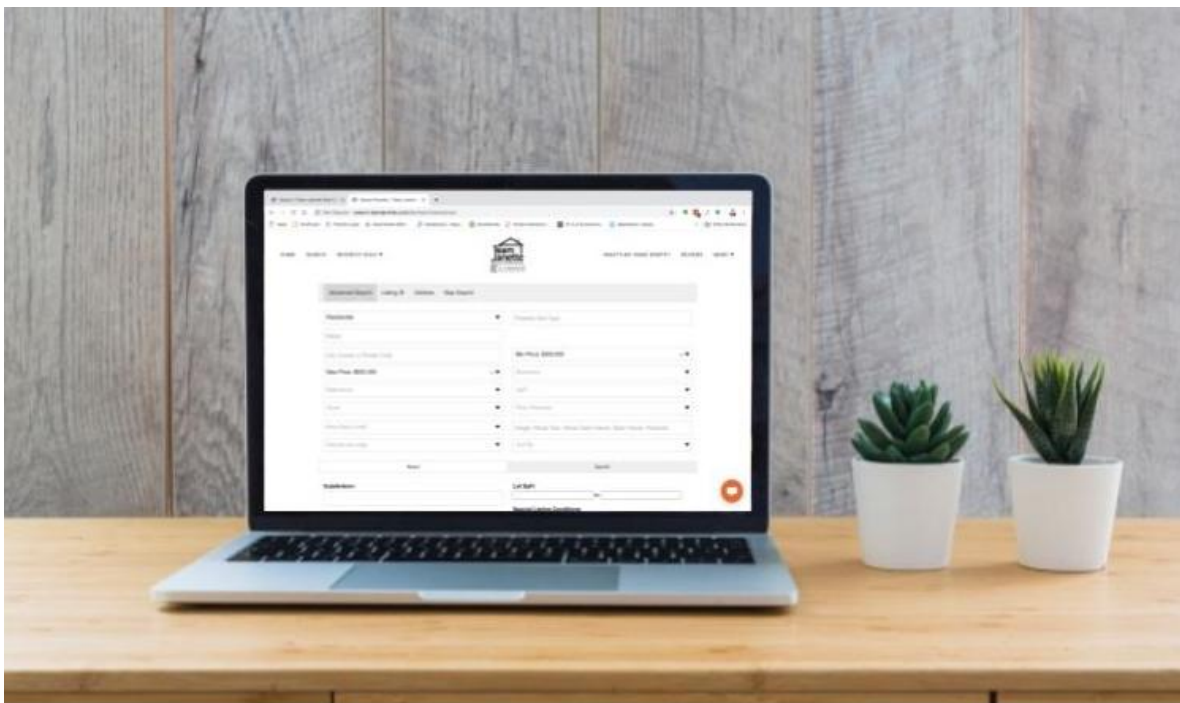


When we know what you want, we will set up a custom website for you called a "Portal" based on your wants and your budget. Anything new that comes on the market, fitting that criteria will go into the portal for you to review. It updates daily, and if you see a home one day and it's not there the next, that means it is already under contract. We are pulling homes for you from the ARMLS, and we are the source; It is the most accurate.



You will also have exclusive access to owengroupaz.com. On our website you can save your favorites to view later and keep track of the homes you want to go see. You'll be able to access details of the home and quickly view pricing.

Whenever a new property becomes available you will be the first to know. You'll also receive an update on price reductions.



OUR WEBSITE ALLOWS YOU TO EASILY
SEARCH IN MANY DIFFERENT WAYS:

- Search by city, community or subdivision
- Search by price range
- Search by school district
- Search by single-family, townhome or condo
- Search bank foreclosures & short sales

HOME SHOPPING



By now we already have your proof of funds or pre-qualification form in-hand. We now are ready to find your home. Based off of the searches you made on teamjanette.com and the Portal that we set up for you, you will pick your favorite three-five homes to view. Looking at homes can be overwhelming, so narrowing it down will assist you in remembering every home that you see. We will set up appointments and will work with our schedule and yours to find the best time. The average buyers sees 4-7 homes before making an offer.

Helping people find their dream home is the best part of selling real estate; seeing the buyer's face when they realize they have found the home they want, is the absolute best.





PREPARING THE OFFER

Depending on how long the home has been on the market, we'll have to prepare an aggressive offer to secure your dream home; it is a very competitive market. We will discuss the price you'd like to offer based on the comparables in the area. There are several factors we will need to consider including recent comp sales, price per sq ft analysis, overall market demand, urgency, earnest deposit, move in date, etc. If we are competing with another offer, you have to make your offer more favorable.

FACTORS WHEN MAKING AN OFFER INCLUDE:

Compare with other home sales

Square-foot cost averages

Condition of the property

Days on Market

Buyer Activity

Market demand



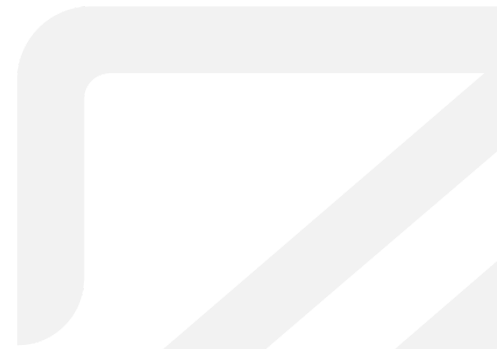
STEP 06

MAKING & NEGOTIATING THE OFFER



Even in today's hot real estate market it's not often that a seller isn't willing to negotiate – if not on the price, then on other matters such as repairs, closing date, or including certain items like closing costs, appliances, or personal property. Remember we have to be realistic. Nothing is accomplished by going in with a "low-ball" offer in today's market. If you go in too low, you're going to insult the seller and they may not want to deal with you. If our research shows that the property is fairly priced, let's make a reasonable offer to insure you don't lose your dream home.

We'll also include how much money you're putting down as an earnest money deposit. This money shows the seller you're serious about your offer because if you walk away from the deal in any way, not allowed by your contract, the seller keeps the money. In a competitive market, offering a bigger earnest money deposit than the competition can help your offer stand out. Earnest money deposits are often 1 to 3 percent of the purchase price of the house.





Once we decide the terms of a purchase offer, we'll write it up and you'll sign so we can submit it to the listing agent. The seller has the right to either sign your offer as is, make a counteroffer or reject your offer outright. If the seller accepts your purchase offer, the offer becomes a contract, and you are on your way to owning the home. If the seller counters your offer, you may choose to accept the counter-offer, submit a counter to the counter-offer, or reject their offer and walk away. You can negotiate back and forth as many times as you'd like until you reach an agreement or someone decides to walk away.



During this time we will also choose a title company to help facilitate the transaction. We highly recommend our affiliate partner, Landmark Exclusive Title Agency. As a client of A.Z. & Associates, you will get VIP service and clear communication as they facilitate closing, issue a clear title policy to you as the buyer, and make sure all the funds and documentation are collected and distributed appropriately.

Because of our relationship they are committed to getting you answers quickly and resolve any issues timely. In addition you'll get the best rates and exclusive service.

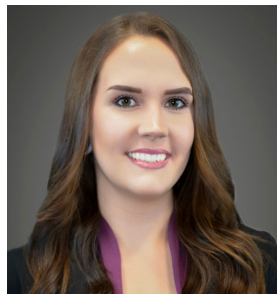


MEET YOUR TITLE TEAM



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CONTRACT ACCEPTANCE

STEP 07



You have been pre-qualified with a great lender and your offer on your dream home was accepted. Now what, you ask. Well, first of all...CONGRATULATIONS, you're about to be a homeowner! The very first step during this time is to provide the title company with an earnest money check. This is to be held by a title company until closing day. It will be credited back to you at closing for your down payment or closing costs.



INSPECTION PERIOD

STEP 08



Once your offer is accepted or you accept a counter-offer, you're now under contract. The first 10 days of escrow is the inspection period, when any and all inspections you want of the property take place. We will receive property disclosures from the seller within the next three days, and they need to provide us with any history of insurance claims within 5 days.

We may ask for repairs from the seller. However, the seller is under no obligation to make repairs. If you are satisfied with the condition of the home and/or negotiated repairs, we are one step closer to realizing home ownership.



STEP 09

REVIEW TITLE COMMITMENT & HOA DOCUMENTATION



It is important to thoroughly review the Title Company's Title Commitment, the Covenants, Conditions & Restrictions (CC&Rs) and any Home Owner's Association (HOA) rules and regulations to ensure the property can be used as you intend.

STEP 10

HOME APPRAISAL



Following the Inspection Period, the lender will order an appraisal. An appraisal is used to determine whether the home's contract price is appropriate given the home's condition, location, and features.

Lenders want to make sure that homeowners are not over-borrowing for a property because the home serves as collateral for the mortgage.

Once the home appraises, your loan goes into underwriting.

STEP 11

LOAN PROCESS & APPROVAL



The loan approval process begins once you are under contract. Even though you are pre-approved, the lender will likely be asking you to provide additional information and documentation. You will need to be readily available and provide whatever the lender is requesting in a timely fashion as your loan goes through the underwriting process.

Once those conditions are met, you will get final approval. When the lender gets the final approval, and after you sign the closing disclosure, all of the loan docs will be sent to title; usually three days before the close of escrow. The title company will contact you and schedule a time for you to come in and sign the loan docs.

STEP 12

FINAL WALKTHROUGH



You are only a few days away from receiving keys. Three days prior to closing we will conduct a final walkthrough. We will meet at the property and verify that all of the agreed-upon repairs have been completed.

We will obtain any receipts and paid invoices of any repairs the seller has made. You will also confirm that the condition of the home is relatively the same as when you first saw it. If the Final Walkthrough goes well, the loan docs will then be signed.

CLOSING DAY



Closing is the final step! Your closing date is the day you become the legal owner of your new home. Once we get confirmation from title that the deed transfer has been recorded, we will meet you at your new home to deliver your keys. Congratulations and thank you for trusting us with one of your most valuable purchases.

WELCOME HOME!





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