

"HELLO to HOME" with Reigne Brown

You Had Me At HELLO! You just met your REALTOR® for LIFE. I provide Full Services from Renting → Buying → Property Management → Selling and ANYTHING in between! *So what's the process you ask?*

Let's Talk Money! After reviewing your credit and financial information, the lender will provide you with a Loan Pre-Approval Letter approving the maximum amount you can spend on your home. This gives you the confidence to shop for a home, knowing you can make a competitive offer that will stand out to the seller.

Do You Love to Shop? Now its time to begin your home search. I will help you asses your wants and needs to find the Perfect Match between what you can afford and the home that best suits your needs.

We Found Our House! Let's Present an Offer! I have the expertise to facilitate your side of the homebuying process. I will negotiate the most competitive price and terms for your new home.

You Like It, I Love It! Now that your Offer has been Accepted, I will schedule your inspections and begin working closely with your lender, closing agent, listing agent and seller (FSBO) to make sure everything is completed properly and we are on track for closing.

Whats the Worth? The lender will order your Appraisal once the inspections are completed and any necessary repairs are agreed upon. Once completed, you are ready to head to the closing table!

HOME! On your Closing Day, the closing agent will review the terms of your loan and have you sign all the necessary documents...

Congratulations! You Are Now A HOMEOWNER!



**RE/MAX
CENTRAL**

**Home
Buying
Process**

**Pre-Qualify
for Mortgage**

Meet for Initial Interview

Review Buyer Package

Complete Loan Application
& get Pre-Approval

EMD

Negotiate
Offer

Make
Offer to Purchase

Select & preview homes

Yes!
Contract
Accepted!!!
What's next?

Pay
For Home
Inspection

Order
Termite
Inspection

**Contingencies
Removed**

Loan in
Underwriting

Closing
Company
Orders
Title Search

Loan
Officer
Orders
Appraisal

Select
Closing Title
Company or
Attorney

Obtain
Homeowner's
Insurance

Contact
Utility
Companies

Closing
Docs
Prepared

Walk-Through
Inspection
1 or 2 Days
Before

**Completion
Date**
Settlement,
Bring ID &
Closing Funds

**Possession
Date!**

The work is done,
so you can **just go
home!**



WHAT NOT TO DO WHEN BUYING A HOME

- Don't quit your job.
- Don't change your job.
- Don't get a promotion.
- Don't buy any large ticket items.
- Don't make David Copperfield deposits.
- Don't talk to Sellers directly.
- Not getting a gift letter and a bank statement for funds.
- Not telling the person who is giving you the gift that you will probably need a gift letter and some proof that they had the money to give.
- Not telling me if you are allergic to animals.
- Not being completely honest with the lender about child support, alimony, wage garnishments or any other payroll reduction.
- Getting advice from a buying committee that has not purchased in the last year (the rules change almost daily).
- Waiting to see everything else that is on the market.
- Don't trash the property in front of the owners.
- Calling the other agent on "For Sale" signs.
- Attending open houses and new construction without me.
- Not telling me if you have a house to sell.
- Delaying paperwork because you are irritated by the frequency and number of requests from the Mortgage company.
- Not realizing it is possible to find what you are looking for the very first day you go out (this happens more than you think...).
- Going home to sleep on it (in a hot market, if you sleep on it, you might not get to sleep in it).
- Waiting to find the absolute PERFECT house.
- You will always be limited by income, zoning, inventory at the time, and/or legislation and or property taxes.
- 80/10/10 Rule If you find a house that has 80% of what you are looking for, 10% of things you can change and 10% of things you can live with, it's a keeper.
- Do not co-sign for even a candy bar!
- Don't schedule a vacation before we close (especially a cruise).
- Don't order Direct TV, Cable, Telephone or any utility that will pull a credit report unless you want to write a letter of explanation about the credit report to the mortgage company.
- Don't change your name during the mortgage process.
- Not being up front with your loan officer (hiding information).
- Not realizing the clock starts ticking from the time the loan officer get's the contract, not the date it was written).
- Need a letter of explanation.
- Unreasonable expectations.
- Giving away your negotiation power by speaking in the house (always assume you are being recorded).
- Posting your real estate thoughts on social media sites (If you are savvy, this can easily be viewed).
- Not getting a home inspection.
- Not getting a home warranty.
- Not being FULLY approved BEFORE you go looking (nothing hurts as much as finding the house you love and losing it when someone else beats you to it because you were not completely ready)
- Believing what you see on HGTV and reality television (the majority of that stuff is scripted)
- Not shopping the good faith estimate.
- Not telling me what is MOST important to you.
- Calling at the very last minute to cancel appointments.
- Finding a lender on the internet that offers a 000000.1 interest rate and is from outside of the area.
- Using a 100% Online Lender.
- Not using an Attorney that SPECIALIZES in Real Estate.
- Not using name on driver's license for mortgage docs (use Jr. and Sr. if required)
- Not telling your lender if you lose your job before you close.
- Do not go window shopping and let people pull your credit.
- If it can't be written on the front page of the contract because it's being done 'under the table', it is probably mortgage fraud.
- Do not look at a short-sale if you need to move immediately.
- Do not consider a short-sale if you need to be in control of the process.
- Dying before the transaction closes (this really messes things up, BIG TIME! Please don't die before the closing...)

YOUR REALTOR®'S ROLE

— understanding your options —

Buying or selling a house is the largest financial investment most people make, and it's one of the most complex. You need to think about financing, appraisals, zoning regulations, short sales, repairs, and more. **Realtors® are here to help.**

REALTORS® AND REAL ESTATE AGENTS

A real estate agent's job is to help guide you through the complexities of buying or selling a property. But not everyone with a real estate license is a Realtor®. A Realtor® is not just a real estate licensee, but is also a member of the National Association of REALTORS®.

What's the difference? Realtors® must meet stricter education requirements than the law requires, and they're bound not only by that law, but by the higher standard of the REALTOR® Code of Ethics.



That's why only Realtors® are allowed to use the famous Realtor® "R".

Your Realtor® is committed to protecting your interests throughout the entire transaction with the integrity, honor, professionalism, and expertise that meets the high standards set by the "Realtor®" name.

And Realtors® have access to more and more sophisticated tools to help sellers market their properties to the right audience, help buyers find just the right home, and make the entire process run smoothly.

You'll find your Realtor® isn't just an expert on your local real estate market, but also a trusted advisor who can help you navigate a complex transaction.

WHAT WILL A REALTOR® DO FOR ME?

Realtors® can be invaluable to buyers and sellers in a number of ways:

If you're buying, your Realtor® can...

- ✦ help you determine how much home you can afford
- ✦ explain financing options and help you find the right loan
- ✦ assist in your home search through the local Multiple Listing Service, or with houses you find through Realtor.com and other Web sites
- ✦ provide objective data about each property — including helping find information you might not realize is available
- ✦ provide negotiating expertise, and help resolve any issues that arise with the seller that could delay closing or void the contract
- ✦ help you get and understand any homeowner association documents
- ✦ coordinate appraisals and other issues your lender may require
- ✦ help you determine what inspections are necessary, such as for dry rot, asbestos, and mold, and the condition of the roof and septic tank — just to name a few
- ✦ explain earnest money deposits, escrow accounts, and closing costs
- ✦ go on a final walkthrough to make sure everything is in order and any repairs have been made properly
- ✦ work with you and the seller's agent to reach a smooth and problem-free closing

If you're selling, your Realtor® can...

- ✦ go over the market conditions to help you set the right price for your home based on everything from size and condition to recent sales in your neighborhood
- ✦ find the best places to market your property — including the local Multiple Listing Service and other channels that may not be available to the general public
- ✦ help prepare or "stage" your home for sale by suggesting small improvements that can make a big difference — everything from arranging furniture to choosing the right paint color
- ✦ take professional photos and video, and make sure they're included in your home's advertising
- ✦ coordinate inspections, appraisals, and other issues to ensure a smooth closing
- ✦ provide negotiating expertise, and help resolve any issues that arise with the buyer that could delay closing or void the contract
- ✦ work with you and the buyer's agent to reach a smooth and problem-free closing

THE NUTS AND BOLTS OF WORKING WITH YOUR REALTOR®

You choose your Realtor® the way you would choose a doctor, accountant, or other professional: Meet with several, take a friend or colleague's recommendation, or respond to an ad, for example.

- ✦ Once you've found the Realtor® you want to represent you (as either a buyer or a seller), you enter into what's called a "brokerage relationship."
- ✦ In order to work together, you and your Realtor® need a written "brokerage agreement" that outlines at a minimum:
 - ✦ what services the Realtor® will provide;
 - ✦ how long he or she will be providing those services; and
 - ✦ what fee (if any) and how it's paid.

This agreement might be for a single day — to see a few houses — or several months. For sellers, the fee is typically a percentage of the sale price, while a buyer might see "Fee to be paid by seller's agent."

In most cases, your Realtor® will act as what's called a standard or "full-service" agent, providing you with a wide range of assistance and all the advantages of having a trained real estate professional working for you.

There are other options available to you, including hiring a Realtor® as a limited-services agent or as an independent contractor; your Realtor® can explain the benefits and drawbacks of each relationship.

Remember that you and your Realtor® will decide what kind of working relationship works best for you.

Whatever you and your Realtor® agree to, once you've signed that brokerage agreement, your Realtor® can start working for you and representing your interests.

Whether you're buying or selling your home — or just checking out your options — you need the expertise of someone whose job it is to know your local market inside and out. You need a Realtor®.



WHY DO I HAVE TO SIGN A BROKERAGE AGREEMENT?

The short answer is that Virginia law requires it in order to protect you.

The longer answer is that having something in writing — whether it covers a single property or a months-long relationship — ensures that both you and your Realtor® understand exactly what's expected from each other.

Be sure to discuss your options with your Realtor®, and make sure all your questions are answered.

Learn more about how Realtors® can be an invaluable resource to you when you're buying or selling real estate and learn about issues specifically affecting homeowners in Virginia at www.VARealtor.com/Consumer

