

THE ULTIMATE FIRST-TIME HOMEBUYER STARTER PACK



BRENT WALL JR
THE COMPLETE REALTOR®

A GUIDE TO HELP YOU GO FROM
UNSURE → PREPARED → CONFIDENT.

WELCOME

Buying your first home can feel overwhelming
... but it doesn't have to.

This guide was created for **real people who want real answers**, not industry jargon or confusing steps. Whether you're just thinking about buying or you're ready to take action, this starter pack breaks everything down in a way that's simple, honest, and stress-free.

Inside, you'll find:

- Exactly what you need for pre-approval
- What lenders look for (in plain English)
- What to avoid during the mortgage process
- A clear timeline from Day 1 to Closing Day
- Tools to help you feel confident every step of the way

My goal is simple:
to make sure **you never feel lost, rushed, or unsure during your homebuying journey.**

I believe every buyer deserves:

- ✓ Guidance
- ✓ Education
- ✓ Protection
- ✓ A plan designed for their situation

And that's exactly what this guide delivers.

Take your time. Highlight. Revisit pages.
This is your playbook — built to empower you.

When you're ready, I'm here to walk you through the process, step by step.



Brent Wall Jr

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THE BREAKDOWN

SECTION 1 : WHAT YOU NEED TO GET PRE APPROVED

A strong pre-approval is the foundation of a strong home purchase

SECTION 2 : WHAT LENDERS ACTUALLY LOOK FOR (THE 4 C'S)

Understanding these makes the process predictable not stressful.

SECTION 3: 5 THINGS TO AVOID BEFORE & DURING THE MORTGAGE PROCESS

These five mistakes can delay or even kill your home purchase.

SECTION 4: BUYER TIMELINE: FROM DAY 1 TO CLOSING DAY

A clear roadmap that removes confusion and keeps you 3 steps ahead.

SECTION 5: UNDERSTANDING YOUR FULL MONTHLY PAYMENT (PITI BREAKDOWN)

Most first-time buyers only think about the mortgage, but your actual monthly payment includes several parts.

Knowing this upfront prevents surprises and helps you buy confidently.

SECTION 1

WHAT YOU NEED TO GET PRE-APPROVED



Most buyers think pre-approval is just a quick credit check, but lenders actually build a full financial picture. Providing complete documents upfront speeds up approval, avoids delays, and strengthens your offer.

Required Documents

These help your lender confirm income, employment, and financial stability:

- Last 30 days of pay stubs
- Last 2 years of W-2s (or 1099s if self-employed)
- Last 2 years of full tax returns
- Last 2–3 months of bank statements
- Government-issued ID (Driver's license, Passport, etc.)
- Proof of additional income (bonuses, child support, Social Security, side work)
- Employment history for the past 2 years
- Landlord contact information or proof of rental payments
- Authorization for your lender to pull your credit

Optional but Helpful Extras

These aren't required, but they make your file stronger:

- Retirement or savings account statements
- Explanation letters for gaps in employment, deposits, or credit issues
- Proof of gift funds (if someone is helping with your down payment)

Goal: To give lenders a clear, honest, and complete financial snapshot. So they can determine your buying power quickly and accurately.



SECTION 2

WHAT LENDERS ACTUALLY LOOK FOR (THE 4 C'S)

Lenders follow a simple system for evaluating buyers. It's called the 4 C's, and these four factors determine whether you qualify, how much you qualify for, and what your rate will be.

1. Credit

Your credit score reflects how you've handled debt in the past.

Typical minimums:

- 580+ = FHA approval possible
- 620+ = Most conventional loans
- Higher scores = Lower rates + Lower monthly payments

Your score doesn't have to be perfect — but the higher it is, the more options you'll have.

2. Capacity

Your ability to afford the monthly payment. Lenders look at:

- Your income
- Your DTI (debt-to-income ratio)
- Your job stability
- Overtime or bonus history

This tells lenders how comfortably you can handle a mortgage.

3. Capital

Your available funds — including:

- Savings
- Investment accounts
- Down payment assistance
- Gift funds
- Grants

This shows lenders you are financially prepared.

4. Collateral

The property itself.

Lenders evaluate:

- Appraised value
- Condition
- Marketability

The home must meet loan guidelines.

Goal: To help lenders determine your true buying power with no uncertainty and no guesswork.

5 THINGS TO AVOID BEFORE & DURING THE MORTGAGE PROCESS

Once you begin the pre-approval process, financial stability is everything. Even small changes can affect your approval or change your monthly payment.

Here are the Big 5 Never-Dos:

1. **Don't** change jobs or become self-employed.

Lenders require stable work history, even a promotion can cause delays.

2. **Don't** open new credit cards or loans.

Even a store card for a \$200 purchase can drop your score.

3. **Don't** make large, unexplained deposits.

Every non-payroll deposit must be sourced and documented.

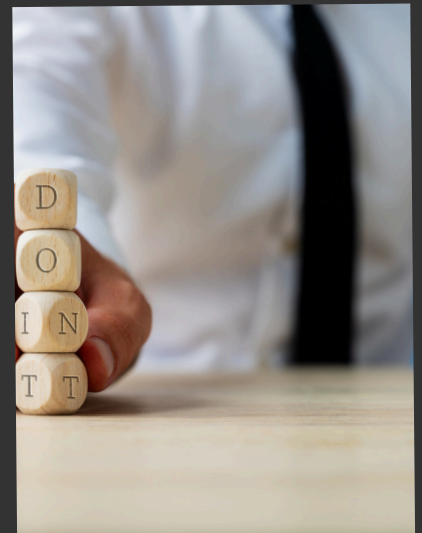
4. **Don't** miss payments on existing debts.

One late payment can drop your score 50–100 points.

5. **Don't** finance large purchases (cars, furniture, appliances).

New debt = lower approval amount.

Goal: To keep your financial profile stable from pre-approval to closing.
So nothing interrupts your path to homeownership.



SECTION 4

BUYER TIMELINE: FROM DAY 1 TO CLOSING DAY

HERE'S EXACTLY WHAT TO EXPECT FROM THE MOMENT YOU START UNTIL YOU GET THE KEYS:

Day 1–3: Get Pre-Approved

- Connect with me (Brent)
- Submit documents to your lender
- Receive your official pre-approval
- This unlocks your buying power.

Week 1–2: Start Home Shopping

- Custom property alerts set up
- Tour homes that match your goals + budget
- Refine your wants vs. needs list

This is where your vision becomes real



Week 2–4: Make an Offer

- Review comparable sales
- Craft a competitive offer strategy
- Negotiate terms, credits, and timing

The goal: win the home without overpaying.

Weeks 4–7: Under Contract

- Home inspection scheduled
- Appraisal ordered
- Mortgage documents finalized
- Homeowners insurance secured

This is the behind-the-scenes phase — I handle the heavy lifting.

Weeks 7–8: Clear to Close

- Final walk-through
- Sign your closing documents
- Get your keys
- Celebrate becoming a homeowner

You made it.

Goal: To give you total clarity, confidence, and control — so you always know exactly what's next.

UNDERSTANDING YOUR FULL MONTHLY PAYMENT (PITI)

1. Principal

This is the portion of your payment that reduces your loan balance over time.

2. Interest

The cost of borrowing money. Your rate, loan type, and credit score all impact this number.

3. Taxes

Property taxes vary by township and school district. Your lender will estimate this for you, and the amount is included in your monthly payment.



4. Homeowners Insurance

Covers the structure and your belongings. Most lenders require this to be included in your payment.

5. Mortgage Insurance (If Applicable)

Depending on your loan type:

- FHA loans include mortgage insurance (MIP)
- Conventional loans require PMI if you put less than 20% down

This protects the lender — not you — but allows you to buy with a lower down payment.

6. HOA Fees (If Applicable)

If the property is part of a homeowners association or condo community, monthly or annual HOA dues will be factored into your budget.

7. Utilities & Maintenance (Often Overlooked)

Smart buyers plan for:

- Electric
- Heat/Oil/Gas
- Water/Sewer/Trash
- Internet
- Routine maintenance (roughly 1% of home value per year)

These aren't part of your mortgage payment, but they are part of your financial readiness.

Goal: To help buyers understand their true monthly cost. So there are no surprises, no stress, and no hidden expenses on closing day.

YOUR NEXT MOVE STARTS HERE

LET'S WORK TOGETHER

Buying your first home isn't just a milestone
It's a foundation for your future.

Whether you're ready right now or planning
for later, you deserve guidance that's clear,
honest, and built around your goals.

This guide gave you the fundamentals.
Now it's time to take the next step with
someone who puts you first — every move,
every question, every challenge, every win.

**You don't have to navigate this journey
alone.**

You don't have to guess.

You don't have to "figure it out" on Google.

You have me.

As The Complete REALTOR®, my job is
simple:

to give you clarity, confidence, and a plan that
gets you into the right home at the right time
with the right strategy.

Your first home is closer than you think — and
I'm here to help you reach



Questions?

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