

# Home Buyer GUIDE



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# About Me

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*First and foremost, I am a devoted Christian, passionate about putting Christ first in all things. I am a loving wife and mother of two beautiful girls, and an entrepreneur. My deep faith guides my every step, bringing joy to nurturing my family and pursuing my business ventures with passion and integrity. My commitment to excellence and values-driven approach make me a trusted and inspiring figure in both my personal and professional communities.*

## My Mission

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My mission is to guide you through every step of this intricate process with clarity and ease. My goal is not only to ensure a successful sale but also to make the experience enjoyable and stress-free for you. For me, this journey is more than just a transaction; it's about helping you achieve your buying objectives and transition smoothly to your next adventure.

# Home Buyer's

## Road Map



### **PRE-APPROVED FOR MORTGAGE**

Search and choose right lender for you  
Compare mortgage origination fees  
Get different loan estimates



### **TIME TO SEARCH**

After you are Pre-approved its time to search. Look at your pre-approval letter as your green light to begin looking for your dream home!



### **CREATE A WISHLIST**

What's your ideal location?  
Number of bedrooms and bathrooms, square footage  
Outdoor space, preferred location, type of home



### **BEGIN HOUSE HUNTING**

Consider your expectations and criteria  
Think long term, your goals, kids goals etc.  
Ask any questions you have about hunting and expectations



### **MAKE AN OFFER**

Make sure the home is right for you  
Submit purchase and sale agreement to real estate agent  
Add dates you'd like to close on and preferred move-in dates  
Let your real estate agent help you manage negotiations



# Home Buyer's

## Road Map

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### **HOME INSPECTION**

Choose the home inspector and pay for the home inspection  
Go over each item line by line and look for major issues  
If there are big and expensive problems at home, consider the offer

### **HOME APPRAISAL**

The buyer pays for the appraisal  
Appeal if you think the appraiser made a mistake  
Don't stress if it's worse than you expected

### **NEGOTIATE REPAIRS**

Negotiate repairs, if repairs are expensive ask for a discount  
Identify repairs that need to be made before closing day  
If you can't agree with the seller, review your offer

### **FINAL WALKTHROUGH**

Check your repair areas  
Check home systems before closing day  
Make sure nothing is left of the former residents of the house

### **CLOSING DAY**

Buyer's final walkthrough again!  
Signing final documents  
Prep for closing  
Make the sale official

Let's get *pre-approved*





# Getting Pre-approved for a mortgage

*A mortgage pre-approval is a statement from a lender indicating that you qualify for a certain mortgage amount, based on an evaluation of your creditworthiness and financial situation. It gives you a solid idea of what you can afford and shows sellers that you're a serious buyer.*

*Pre-approval can put you in a stronger position when you're ready to negotiate with sellers. It demonstrates that you've already begun the mortgage process and that a lender is willing to finance your purchase. This can give sellers confidence that the sale is more likely to go through if they accept your offer.*

*Getting pre-approved by several lenders is recommended to compare mortgage rates and terms. Remember, a pre-approval doesn't commit you to a particular lender, but it does enable you to understand and establish your budget.*

*Use your pre-approval to narrow your home search to properties within your price range. Having a clear budget can save you time and prevent the heartache of falling in love with a house you can't afford.*

*Pre-approvals often expire after 60 to 90 days. If you haven't found a home within this timeframe, you'll need to submit updated documentation to renew your pre-approval.*



# Searching for the *Right property*



## Determine Your Must-Haves and Deal-Breakers

***Before you start looking at houses, make a list of your non-negotiable features. These could range from factors such as the number of bedrooms and bathrooms to the type of neighborhood, or even proximity to specific amenities like schools or public transportation.***

## Research Neighborhoods

***Consider factors such as school district quality, crime rates, and the availability of local amenities. The commute to work or accessibility to family and friends should also play a significant role in your decision. Try visiting the neighborhood at various times of the day and different days of the week to get a genuine feel for the community.***

## Utilize Online Tools

***Take advantage of the numerous online platforms that offer listings and virtual tours. These resources can help you save time by filtering out properties that don't match your criteria. This allows you to focus on scheduling in-person viewings only for homes that meet your requirements.***



# Searching for the *Right Property*



## Take Notes During Viewings

***During house viewings, be sure to take notes about each property. It's easy to mix up details after seeing multiple homes. These notes will be invaluable when comparing features and making decisions.***

## Keep an Open Mind

***Remember, a house might not check off every item on your wishlist but could still be a great fit for your needs. Keep an open mind and consider the potential each property holds.***

## Be Patient

***Finding the right home often takes time. Avoid the temptation to rush into purchasing a property that doesn't feel quite right. The market is dynamic, with new listings appearing regularly, so remain patient if your ideal home doesn't materialize immediately.***



# WHAT IF ???

## THE APPRAISAL COMES IN LOW?

*If the appraisal value is lower than the offer, it can pose challenges. Options include renegotiating the price with the seller, challenging the appraisal, or, in some cases, the buyer might opt to cover the difference in cost.*

## THE APPRAISAL COMES IN HIGHER?

*If the appraised value comes in higher than the offer price, it's a bonus for the buyer, indicating they might be getting a deal. However, the seller is under no obligation to adjust the price based on a higher appraisal.*

# Role of Escrow

Think of escrow as a neutral third-party guardian that holds onto something of value (usually money) during the transaction process. In real estate, it ensures that all parties play fair, holding funds securely until all conditions are met.



## *Security*

With significant sums involved, you don't want to risk any foul play. Escrow ensures funds are released only when all the terms of the agreement are satisfied.

## *Peace of Mind*

Knowing your money is in safe hands provides an added layer of comfort throughout what can often be a nerve-wracking process.

## *Opening Escrow*

Once you and the seller agree on the terms, an escrow account is opened with a neutral third party.

## *Deposits*

The buyer places the agreed-upon earnest money into the escrow account, signaling their commitment.

## *Document Verification*

The escrow agent verifies that all necessary paperwork, such as loan documents and inspections, is in order.

## *Closing the Deal*

Once all conditions are met, funds are released to the seller, and the title of the property is transferred to the buyer.

