

WELCOME!

Your First Home: The proven path to home ownership

The path to build wealth is to OWN real estate.

Your REALTOR®

KAREN MAI

Dre #01849461



ABOUT ME



- **Licensed REALTOR® since 2008**
- **Received Multiple Awards**
- **Obtained 7 Certifications – like a Master Degree in Real Estate**
- **Good Track Record of Sales - helped many families to buy & sell properties.**
- **5 Star Reviews – See Google & Zillow**

KAREN MAI



Certified Probate &
Trust Specialist



**Certified
Residential Specialist**
The Proven Path To Success



What We'll cover

1

Fears vs. facts about buying a home

2

Realities of our market today

3

Six simple steps to homeownership

4

Financing

5

Next Steps

FEARS VS. FACTS About Buying a Home

— **Fear: I can't afford to buy a home right now.**

Fact: Until you do the math, you don't know what you can or can't afford.

— **Fear: I should wait until the market gets better.**

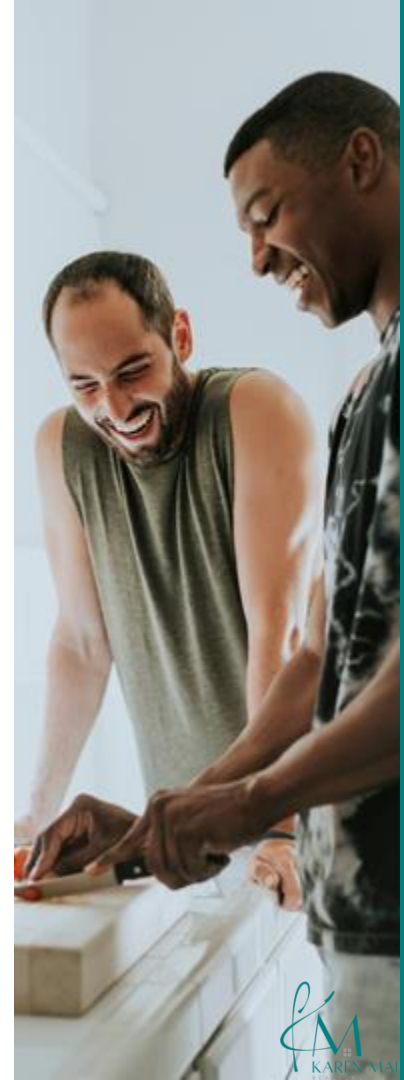
Fact: There is never a bad time to buy the RIGHT home.

— **Fear: I don't have the money for the down payment.**

Fact: There are a variety of down-payment options available to you.

Fear: I can't afford to buy my dream home.

— **Fact:** The best way to get closer to buying your dream home is to buy your first home.



FEARS VS. FACTS, Continued

— **Fear: I can't afford to buy a home because my credit isn't very good.**

Fact: There are always options.

Fear: I should wait until I'm certain about my domestic future.

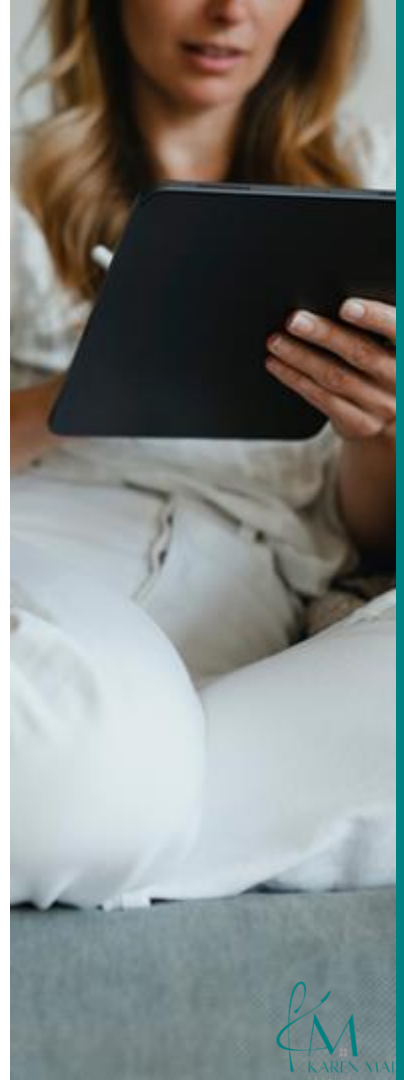
— **Fact:** You do not have to wait until you are married, partnered, or ready to have children to buy a home.

Fear: Buying a home seems way too complicated.

— **Fact:** No one would ever tell you that buying a home is easy.

Fear: I should pay off my student loan debt before buying a home.

— **Fact:** Student loan debt doesn't prevent you from buying a home.





\$250K



\$750K



\$1.5M

WHY BUY NOW?

INTEREST RATES

Mortgage rates are historically low at around 6.85%.

YOUR LONG-TERM INVESTMENT GROWS

- equity buildup
- value appreciation
- debt pay-down

PRIDE OF HOMEOWNERSHIP

- stability and security
- sense of community
- freedom to customize
- tax benefits
- wealth building



\$250K



\$750K



\$1.5M

WHY BUY NOW?



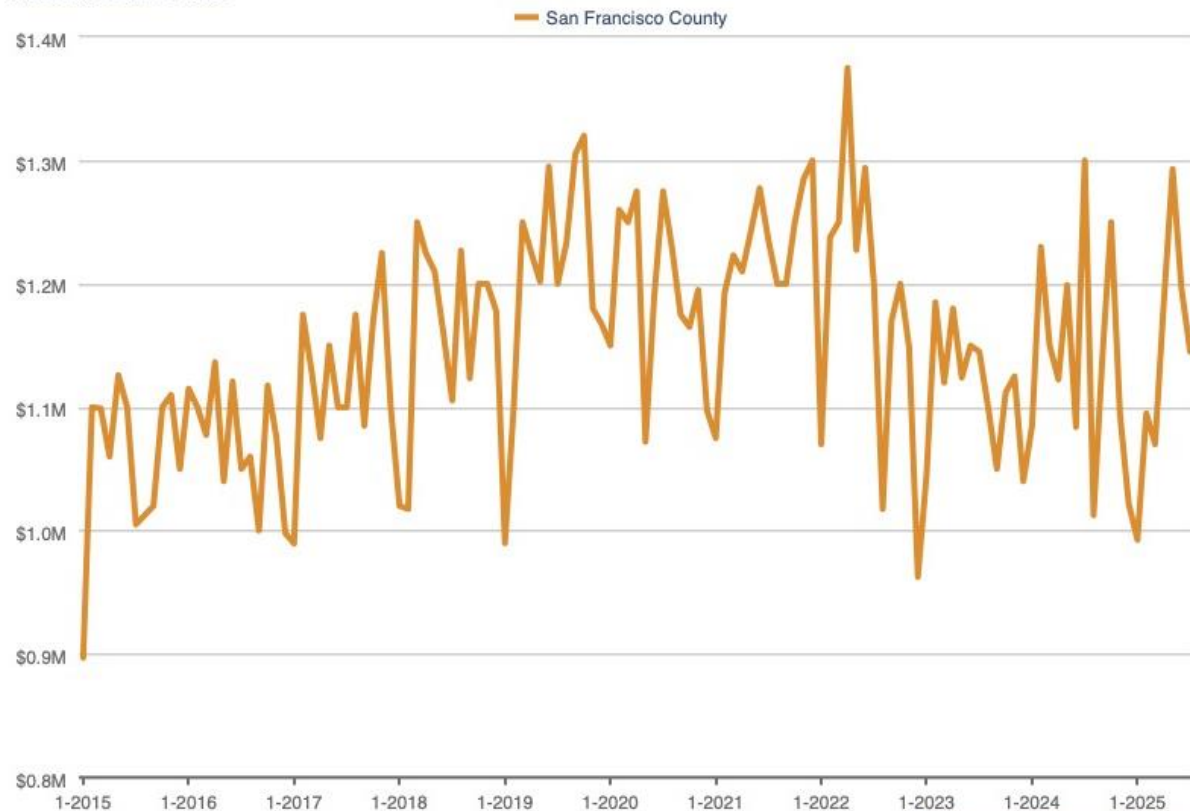
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SAN FRANCISCO
ASSOCIATION of REALTORS

Median Sales Price



San Francisco County: Condominium

Each data point is one month of activity. Data is from August 17, 2025.

All data from the San Francisco MLS. InfoSparks © 2025 ShowingTime Plus, LLC.

OWNING

VS

RENTING

Purchase a home for **\$1,000,000** and pay a mortgage to your bank and equity for yourself

Pay **\$4,000** per month for rent to your landlord

Total over 10 years:
~\$441,000

Total over 10 years (2% annual increase):
~\$518,000

You own an asset

You own nothing!

that has grown in value well over this amount!

Why Hold Off Buying?



CHANGING JOBS

Job security

New company



FINANCIAL

Credit score

Down payment



TOO EXPENSIVE

House poor



SHORT-TERM OWNERSHIP

No equity

No appreciation

Realities of Our Market

Average single family home
price: **\$1.61M**

Average condo price: **\$1.16M**

Buyer's market vs. seller's
market: **Sellers market**

Low interest rates: **Yes**

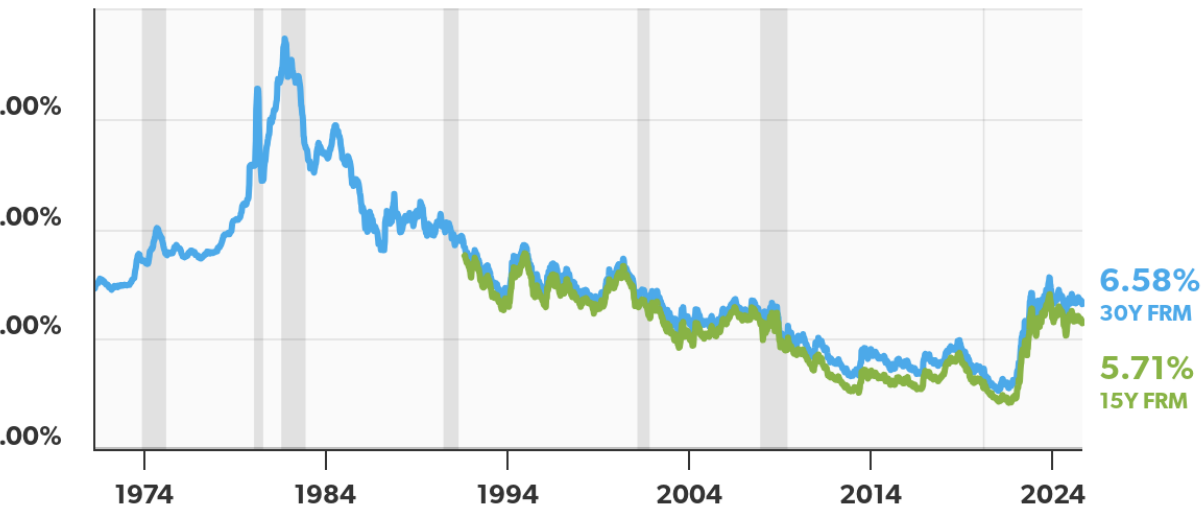
Growth of area: **Strong job
market**





Primary Mortgage Market Survey®

U.S. weekly average mortgage rates as of 08/14/2025



6 Easy Steps to Homeownership



1

Hire your agent.



2

Secure pre-approved financing.



3

Find your home.



4

Make an offer and negotiate.



5

Get home inspected and negotiate repairs.



6

Close and be a homeowner.

STEP 1: Hire Your Agent

AS YOUR BUYER AGENT, I...

- **Help you narrow down your search**
- **Schedule, Tour homes & Evaluate the pros & cons**
- **New Listings & Off Market Alerts**
- **Get & review property disclosures**
- **Guide you through contract negotiations, documentation & settlement**
- **Coordinate other team members to close the transaction smoothly**



Buyer's Representation Agreement

- 1 Sets mutual expectations in writing & documents your rights
- 2 Commits me to finding the perfect home for you.
- 3 Confirms exclusivity between the both of us.



STEP 2:

Secure Pre-Approved Financing

Pre-Approval:

- ✓ **Formal application with a lender**
- ✓ **Formal commitment from a lender**
- ✓ **States how much you can borrow and at what rate**
- ✓ **Makes you a “stronger” buyer in multiple-offer situations**

Pre-Qualifications:

- ✗ **Not a formal or lengthy process**
- ✗ **Not a commitment from a lender**
- ✗ **Rough estimate of how much you can borrow**

A hand is shown using a calculator, with a small model of a house visible in the background. The image is split into two sections: a light-colored left side with the calculator and house, and a dark teal right side with text.

Choose a lender

- 1** Ask for referrals.
- 2** Interview all and choose the one with whom you feel most comfortable.
- 3** Prepare a loan application and get pre-approved.
- 4** Determine what to pay and select a loan option.

CREATE A BUDGET



**Identify your
expenses.**



**Determine the amount you
can comfortably spend on
your new home.**



**Make simple
changes.**

Understanding Mortgage

Three Decisions:

1. **Down payment:** How much?
2. **Interest payment:** At what rate?
3. **Term:** How long?

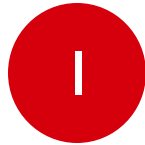


Monthly Mortgage Payment



PRINCIPAL:

pays toward the equity
on your home



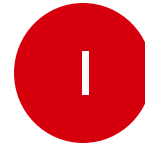
INTEREST:

pays the lender
for the loan



TAXES:

pays the state and
local entities for
owning a home



INSURANCE:

pays to protect your
investment



DOWN PAYMENT

Based on your pre-approval amount

*Depending on the loan, can vary
from 3% to 20% down*

*Where will these
funds come
from?*

- side jobs
- savings
- parent/in-law gifts



Maintain Pre-Approval

- ✗ No big purchases!
- ✗ No new credit or debit added!
- ✗ No job changes!
- ✓ Protect your down payment.



FIND YOUR HOME

DEFINE *What you're looking for
(Needs vs. Wants)*

LEARN *About the market*

REFINE *Your search*

YOU LOOK FOR

- layout
- space
- location to work and schools
- features and amenities

YOUR AGENT LOOKS OUT FOR YOU

I LOOK FOR

- how the home compares in terms of size, layout, and value to other homes in the area
- potential resale value
- big-ticket items such as roof, HVAC, maintenance, structural concerns, etc.

CONDO OR SINGLE FAMILY HOME?

PROS:

- ✓ lower cost per square foot
- ✓ no yard work or home maintenance
- amenities such as swimming pools and gyms
- ✓ community
- ✓

CONS:

- ✗ shared ownership
- ✗ ownership of “space” inside building
- ✗ homeowner fees and shared maintenance costs
- ✗ managed by board of directors
- ✗ governed by rules around pets, vehicles, noise, etc.

NEW CONSTRUCTION - AN OPTION?

PROS:

- ✓ new
- ✓ warranties
- ✓ pick your lot, features, and design
- ✓ lock-in price
- ✓ good deals

CONS:

- ✗ features add to price
- ✗ future of neighborhood uncertain
- ✗ outlying area
- ✗ no nearby amenities yet
- ✗ no firm closing date

STEP 4:

Make an Offer & Negotiate





MAKE AN OFFER

PRICE

Offer must reflect true market value of the home.

TERMS

Six basic categories address timing and financial considerations.

CONTINGENCIES

Often referred to as “conditions” that allow you to opt out of a deal if the home has a problem.

STEP 5: Inspection & Repairs





Contingency Period

- **Seven to ten days after offer**
- **Property inspection exposes any structural or hidden issues**

Don't sweat the small stuff

It's the BIG stuff that matters:

- cracks or crumbling in the foundation
- cracks inside the house over windows
- water stains in ceilings, floors, or walls
- faded or worn shingles
- plumbing or electrical problems
- mold or termite issues



A man and a woman are embracing each other in front of a two-story house. The man is wearing a blue denim shirt and the woman is wearing a red and white plaid shirt. The house has a brown roof with white trim and a small porch. There are trees and bushes in the background.

STEP 6:

Close & Be a Homeowner!

Keep yourself mortgage-worthy!

Budget for additional expenses

- Closing costs (2%–3% of loan amount, includes lender and title fees, appraisal, etc.)
 - Earnest money (3% of purchase price)
 - Inspections (\$500–\$800)
 - Miscellaneous fees
 - One year of homeowners insurance
 - Reserves for improvements and repairs after the sale
-

Do a final walk-through of home



CLOSE

BRING:

- **certified funds**
- **evidence of insurance**
- **valid ID**

GET:

- **settlement statement**
- **transfer of clean title**
- **keys to your new home**



Protect Your Investment

- 1 *Maintain* - perform routine maintenance on your home's systems, depending on their age and style.
- 2 *Keep an eye on it* - watch for signs of leaks, damage, and wear. Fixing small problems early can save you big money later.
- 3 *Keep a file of receipts* for your repairs.
- 4 *Warranty* - consider a home warranty.



Getting Started

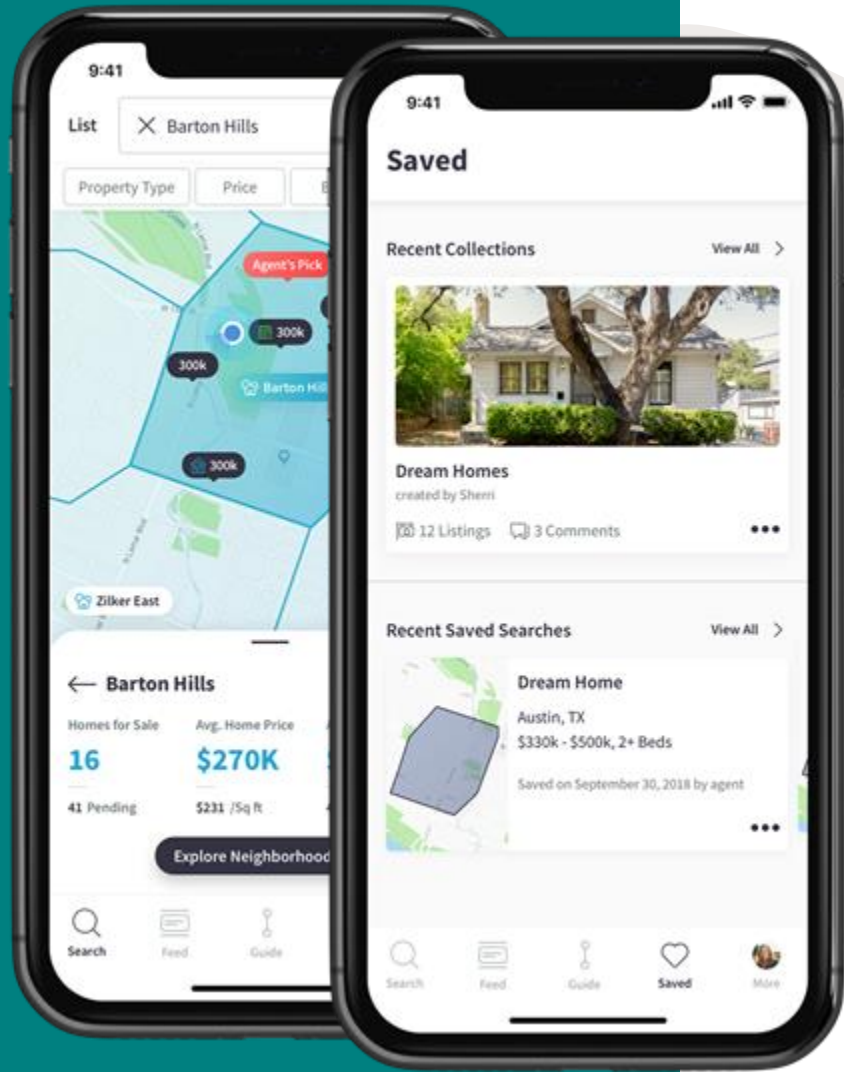
Questions and Aha's?

My Commitment To you

- 1. Educate you about the market.**
- 2. Analyze your wants and needs.**
- 3. Steer you to homes that fit your criteria.**
- 4. Coordinate the work of other professionals.**
- 5. Negotiate on your behalf.**
- 6. Solve any problems that may arise.**

Your Commitment To me

- **Seller is usually paying my company. You ONLY pay for my service when seller is not paying.**
- **I don't get pay until we CLOSE the transaction.**
- **I work very hard for my client, YOU!**
- **I ask 3 Things in Return**
 - **Sign Buyer Representation & Broker Compensation Agreement**
 - **Agree to work with me exclusive to find you a home**
 - **Submit Feedback on Google Review**



Download My Zenlist Home Search App

Stay in touch by downloading the Zenlist App, where you can navigate potential homes through a robust search functionality.



<https://zenlist.com/a/karen.mai>

LET'S STAY IN
TOUCH



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