

CLIENT WELCOME BOOKLET

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YOUTUBE: THE BLESSED LIFE W/JESSIED



JESSIE D.

*Realtor®
Broker Owner*



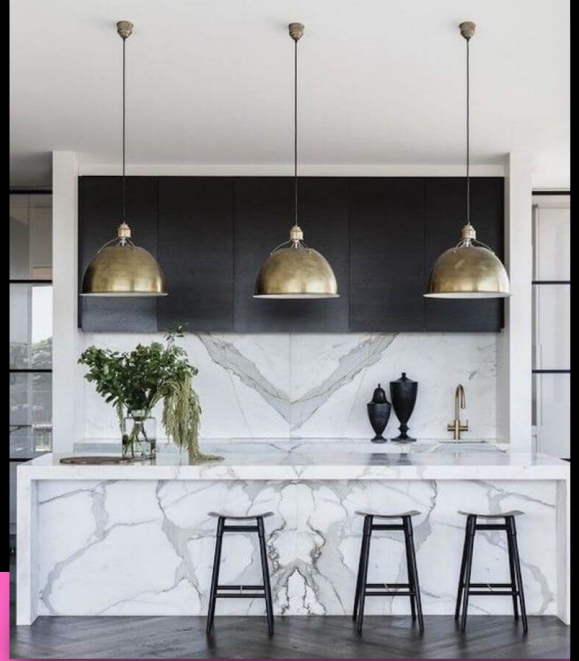
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Tell me
about
yourself



TELL ME ABOUT YOU

Name:

Current Address:

Phone:

Email:

Do you Own/Rent (If rent when is your lease up)

Do you have to sell before buying:



TELL ME ABOUT YOUR LOAN

LENDER/BANK:

LOAN OFFICER NAME:

TYPE OF LOAN:

TIME FRAME TO BUY:

30 DAYS OR LESS 30-60 DAYS 60 DAYS-1 YEAR

HOW WOULD YOU LIKE TO COMMUNICATE

PHONE.

EMAIL.

TEXT.



WHAT YOU SHOULD

THE HOME BUYING PROCESS HAS CHANGED TREMENDOUSLY OVER THE PAST 2 YEARS! MOST HOMES ARE BEING SOLD WITH MULTIPLE OFFERS AND BUYERS ARE BEING PRICED OUT OF THE MARKET. THIS COMES FROM LOW INVENTORY. LOW INVENTORY IS A SELLERS DREAM. THIS MEANS YOU WILL BE PAYING MORE FOR A HOUSE THAN YOU EVER WOULD HAVE JUST 3 YEARS AGO. THE DAYS OF GOING HOME SLEEPING ON AN OFFER ARE LONG GONE. IF WE FIND SOMETHING WE LIKE, AN OFFER HAS TO BE WRITTEN THAT DAY!

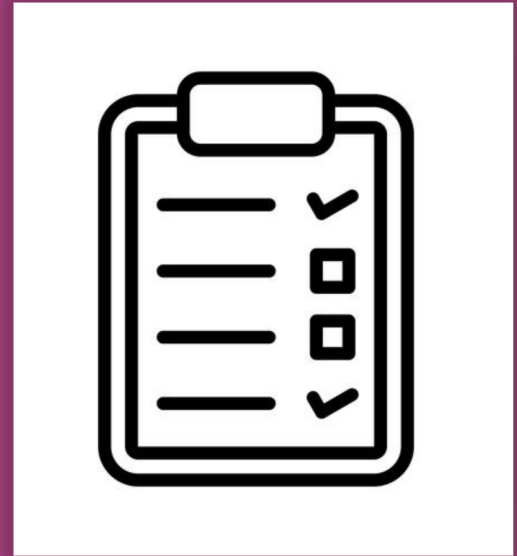
Here's What to **EXPECT**



Home MUST HAVES

WHY DO YOU WANT TO OWN A HOME?

- My dream is to own a house
- Because I am relocating
- Renting is too high
- Need more space
- Have a place to raise my family
- Investment Property
- Other: _____



Tell Me About the House

1. What area and school district? _____

2. What Price range are you considering?

-Monthly Payment _____

3. Floor Plan/Style _____

Single Level ____ Two Story ____ Basement ____ Split Level ____

Townhouse ____ Condo ____ Ranch ____ New Construction ____

4. What Style of House appeals to you?

Contemporary ____ Traditional ____ Farmhouse ____ Colonial ____ Modern ____

I'll know it when I see it _____

5. How much remodeling do you wish to do?

A little _____ Fixer Upper _____ Turn Key _____

INTERIOR

HOW MANY BEDROOMS?

HOW MANY BATHROOMS?

HOW BIG?

FEATURES

	MUST HAVES	WOULD LIKE TO HAVE
CARPET	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
TILE/GRANITE	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
HARDWOOD FLOORS	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
KITCHEN ISLAND	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
SEPARATE DINING ROOM	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
FORMAL LIVING ROOM	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
LOFT OR BONUS ROOM	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
STUDY/OFFICE	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
LARGE LAUNDRY ROOM	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
FIREPLACE	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
CROWN MOLDING	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>

EXTERIOR

MUST HAVES

WOULD LIKE TO HAVE

LARGE YARD	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
SMALL YARD	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
FENCED YARD	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
2 CAR GARAGE	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
CARPORT	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
EXTRA PARKING	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
PATIO/DECK	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
POOL	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
OUTDOOR KITCHEN	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
STORAGE BUILDING	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
CROWN MOLDING	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
VIEWS	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
QUIET NEIGHBORHOOD	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>
HOA	<input type="checkbox"/> _____ <input type="checkbox"/>	<input type="checkbox"/> _____ <input type="checkbox"/>

SPECIAL REQUESTS:

EXPECT ME TO BE **AVAILABLE**. MOST REALTORS ARE EXTREMELY BUSY. I WILL MAKE SURE DURING THE PROCESS YOU ARE MY NUMBER **ONE PRIORITY**.

I WILL BE YOUR FIDUCIARY REPRESENTATION. WHICH MEANS I WILL ACT AS IF I AM BUYING THIS HOME MYSELF. MY CLIENTS MONEY IS LIKE MY OWN. I WILL NOT GIVE YOU ANY ADVICE THAT I WOULD NOT GIVE MY FAMILY OR MYSELF.

I WILL ASSESS THE VALUE OF THE HOME YOU ARE BUYING AND TAKE INTO CONSIDERATION ALL YOUR WANTS AND NEEDS

EXPECT TOP-LEVEL NEGOTIATION TO MAKE SURE YOU GET THE BEST DEAL!

What to Expect
FROM ME

Home Inspectors Termite & Contractors

Home Inspectors \$250-400

Eric BorM 256.848-0627
Larry Brooks 256.453.8019
John (Home Sweet Home) 256.239.4450
..... 256.393.1218

Termite Report (WIR) \$75-\$100

Ken Extermco 256.237.0646
Norris Pest & Termite Control 256.820.2022
Rice Pest Control 256.236.8256
Terminix Pest Control 877.985.4875

Contractors

Rowayne 256.493.1429



What's it going to Cost me? the #1 question

1. **Earnest Money-** this is the deposit that goes with your accepted contract. This can be anywhere from \$500- any amount. It depends on the price of the home. New construction EM can be 1-3% of the sales price. * this is negotiable it can even be zero.
2. **Inspection cost-** this is paid to 3rd party inspector can be from 300-500 depending on the inspector
3. **Septic Inspection-** can be 200-500 some homes are septic some are public sewer.
4. **Appraisal-** this can be \$500-750
5. **Down Payment-** FHA loan 3.5% of purchase price
USDA- 0%
VA 0%
Conventional 3%

*these are estimates prices and fees can be higher or lower, these prices come from my personal experience

