



PEPA REALTY'S

FIRST-TIME HOMEBUYER GUIDE

*Your Step-by-Step Roadmap to
Buying a Home in California*

Welcome to Pepa Realty! Buying your first home is a big deal and we're here to make sure it's smooth, informed, and exciting. This guide walks you through each step of the homebuying journey, from getting pre-approved to getting the keys.

Step 1: Get Pre-Approved for a Mortgage

Why it matters: Before you start house hunting, you need to know what you can afford.

How to do it:

- Connect with a trusted loan officer or mortgage broker.
- Gather key documents: pay stubs, tax returns, W-2s, bank statements, ID.
- They'll run your credit and determine your buying power.
- You'll receive a Pre-Approval Letter—your golden ticket to start shopping!

****Loan Types to Know:**

- Conventional – Great credit, low debt? This is for you.
- FHA – Lower down payment, flexible credit.
- VA/USDA – Special options for veterans or rural buyers.
- First-Time Buyer Programs – Ask about state and local assistance!

Step 2: Partner with Pepa Realty

Why it matters: You need a local expert who will advocate for you, guide you, and negotiate the best deal.

What we do:

- Help you understand the market
- Schedule and attend showings
- Guide you through disclosures, offers, inspections, and more
- Keep your best interests at heart from start to finish

Step 3: Start House Hunting

Tips for touring homes:

- Make a checklist of must-haves and nice-to-haves
- Think about commute, schools, and neighborhood vibes
- Bring your pre-approval and ask lots of questions
- Don't fall for staging, look past the decor and focus on layout and condition

Step 4: Make an Offer

Here's what happens:

- Your agent (that's us!) we'll help you submit a competitive, smart offer
- We'll include your pre-approval, terms, and proposed timelines
- The seller can accept, counter, or reject
- Once accepted, congrats! You're in escrow

Step 5: Escrow & Due Diligence

This is where things get real!

- Earnest money deposit is placed (goes toward your purchase)
- Home inspection – Uncovers issues with structure, systems, etc.
- Appraisal – Confirms the value for the lender
- Loan underwriting – Final review of your finances
- Disclosures – Review all property details, past repairs, etc.

Step 6: Get Final Loan Approval

Your lender will:

- Review all final documents
- Issue a "Clear to Close"
- Schedule signing with a notary or escrow office

You'll:

- Sign your loan docs
- Bring your down payment and closing costs (via wire or cashier's check)
- Get ready for keys!

Step 7: Closing Day!

What to expect:

- Escrow closes
- The deed is recorded
- You officially own your new home
- You get the keys, welcome home!

Bonus Tips

- Budget for closing costs (3–5% of purchase price)
- Don't open new credit accounts or change jobs during escrow
- Ask about home warranties and insurance early on
- Stay in close contact with your loan officer and agent

Let's Make It Happen!

At Pepa Realty, we specialize in guiding first-time buyers through every step of the process. You don't have to figure this out alone, we're here to help, answer questions, and support you from day one to move-in day.

Contact Us Today:

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