

The Road to Homeownership

Hosted By:

Jordan Parker, REALTOR®

Matt Miller, Mortgage Loan Officer



A LETTER FROM JORDAN PARKER

Greetings,

Thank you for attending **Homebuying 101: Renting Vs. Buying** seminar! I hope you enjoyed the information that was shared about the process of becoming a homeowner in today's market.

Whether you're purchasing your first home, or tenth, I can assure you that I will work hard to make your homebuying process a positive impact on your life. With the tools and resources I have access to, I can assist you with finding your DREAM home at the best negotiated price!

Purchasing a home can have a great impact on your life. Homeownership is much more than a place to call home or an investment - it's a sense of pride that's a part of the American Dream.

As you read through this packet and determine whether becoming a homeowner is the right thing for you, I hope you call upon the right professionals to help you call it home.

Lets make this journey one you LOVE together! I look forward to assisting you with ALL your real estate needs.

Warmest,

Jordan Parker
REALTOR®



ABOUT BERKSHIRE HATHAWAY

Berkshire Hathaway HomeServices is a real estate brokerage franchise network designed for today's real estate market. From first time home buyers to high-end residential markets to middle market communities to commercial real estate, our franchisees are down to earth, nimble and local experts. This network of members and agents wouldn't be a part of the Berkshire Hathaway HomeServices family if they weren't.

When our name goes on a real estate sign, it means something. It's a promise of integrity, professionalism, innovation and the highest standard of work. Berkshire Hathaway is one of the most respected in the world—especially when it comes to real estate. And we don't take that lightly. That's why you'll see these values reflected in every office, every agent, every interaction. Berkshire Hathaway HomeServices is the name buyers and sellers trust.

ABOUT JORDAN PARKER

Often people choose a career to pursue in their lives, however real estate really chose Jordan! Jordan's entry into the real estate industry stems from many avenues. He was first exposed at a very young age when his parents had been looking for a home for nearly 5 years before making their move. As Jordan grew older, he held several positions as a marketing and transaction director for a commercial investment company and later, two REALTORS® in the D.C. Metropolitan Area. Being submerged in the real estate environment at a young age, he acquired an interest and love for real estate.

Jordan takes pride in his job every day when meeting with clients. He uses a holistic approach to understand what his clients are in need of, and in return executes a solution for them. In addition to this, Jordan has been able to offer his clients a wide-range of support with his eye for attention to detail, and love for negotiating the best price for his clients.

Jordan currently holds a B.S. Degree in Finance from St. John's University. He intends on opening several real estate brokerages & development offices across the United States.

WHY BUY NOW?

- **Interest Rates Slowly Increasing:** Rates have been fluctuating day-by-day. Being that rates are still low, it's smart to say that NOW is the best time to purchase before rates increase drastically.
- **Stability:** Upon becoming a homeowner, you no longer have to stress over your landlord suddenly selling the home or increasing the rent. Depending upon the community, you'll be able to take advantage of the amenities that your community has to offer.
- **Equity:** As the market steadily increases, your investment ("home") increases in value as well. The more equity that you have, the more cash you'll have built into the home.
- **Mortgage:** Once you have a mortgage you no longer have to stress about whether your payments will increase (if you have a fixed mortgage). Mortgage rates are still LOW - which is why it's best to buy NOW!



WHY BUY NOW?

- **Taxes:** With the newest tax bill, you're able to deduct your interest and property taxes as long as it does not exceed \$10,000. This could mean an additional check at the end of the year, or less money spent in taxes.
- **Freedom:** An added benefit of owning a home is, you no longer have to worry damaging the home, not receiving your security deposit back, or not being able to paint a room or two or change things in your home to your liking. When you own a home, you're able to decorate, change, and remodel how you'd like. And throw wild parties!
- **Homeownership:** Your home can also become a rental property by renting your basement or purchasing a home that has units. This means you're able to receive rent from your tenant each month by renting out that space!
- **Family Structure:** Owning a home has many benefits because whether you're a parent or pet parent, owning a home provides you with the space needed to raise your children.



HOW MUCH CAN I AFFORD BASED ON MY RENT?

Loan Amount

Rent Amount

WHAT'S A PRE-APPROVAL LETTER?

Mortgage pre-approval is a commitment from a lender to provide you with home financing up to a certain loan amount—basically, the stamp of approval that you have the money, credit history, and other credentials to buy a home up to that price.

WHAT'S NEEDED TO OBTAIN A PRE-APPROVAL LETTER?

- Pay stubs from the past 30 days showing your year-to-date income
- Two years of federal tax returns
- Two years of W2 forms from your employer
- 60 days or a quarterly statement of all of your asset accounts, which include your checking and savings, as well as any investment accounts such as CDs, IRAs, and other stocks or bonds
- Any other current real estate holdings

QUESTIONS TO ASK YOUR LENDER

What to ask your lender before committing to a loan?

1. Before meeting with your lender, know how much you'd like your monthly mortgage payment to be. Think about the maximum amount of cash you have saved that you're able to use for your transaction. Let your lender know about this information.
2. What's a strong down payment?
3. What are ALL the available types of loans available to me based on my finances? Which one is best for me, and why?
4. Do I qualify for any types of programs? If so, what's the benefit of this program?
5. How long is my "lock-in" rate provided? Is there an additional fee?
6. How much in closing cost will I need to receive from the seller?
7. (If applicable) How much will my HOA and/or Condo Fees affect my mortgage?
5. How much can you offer me to help my offer stronger? Are you willing to offer lender credit?

7 REASONS TO WORK WITH A REALTOR®

1. Ethical treatment

Every REALTOR® must adhere to a strict code of ethics, which is based on professionalism and protection of the public. As a REALTOR®'s client, you can expect honest and ethical treatment in all transaction-related matters. The first obligation is to you, the client.

2. An expert guide

Buying a home usually requires dozens of forms, reports, disclosures, and other technical documents. A knowledgeable expert will help you prepare the best deal, and avoid delays or costly mistakes. Also, there's a lot of jargon involved, so you want to work with a professional who can speak the language.

3. Objective information and opinions

REALTORS® can provide local information on utilities, zoning, schools, and more. They also have objective information about each property. REALTORS® can use that data to help you determine if the property has what you need. By understanding both your needs and search area, they can also point out neighborhoods you don't know much about but that might suit your needs better than you'd thought.

7 REASONS TO WORK WITH A REALTOR®

4. Expanded search power

Sometimes properties are available but not actively advertised. A REALTOR® can help you find opportunities not listed on home search sites and can help you avoid out-of-date listings that might be showing up as available online but are no longer on the market.

5. Negotiation knowledge

There are many factors up for discussion in a deal. A REALTOR® will look at every angle from your perspective, including crafting a purchase agreement that allows enough time for you to complete inspections and investigations of the property before you are bound to complete the purchase.

6. Up-to-date experience

Most people buy only a few homes in their lifetime, usually with quite a few years in between each purchase. Even if you've done it before, laws and regulations change. REALTORS® handle hundreds of transactions over the course of their career.

7. Your rock during emotional moments

A home is so much more than four walls and a roof. And for most people, property represents the biggest purchase they'll ever make. Having a concerned, but objective, third party helps you stay focused on the issues most important to you.

POINTS OF CONTACT

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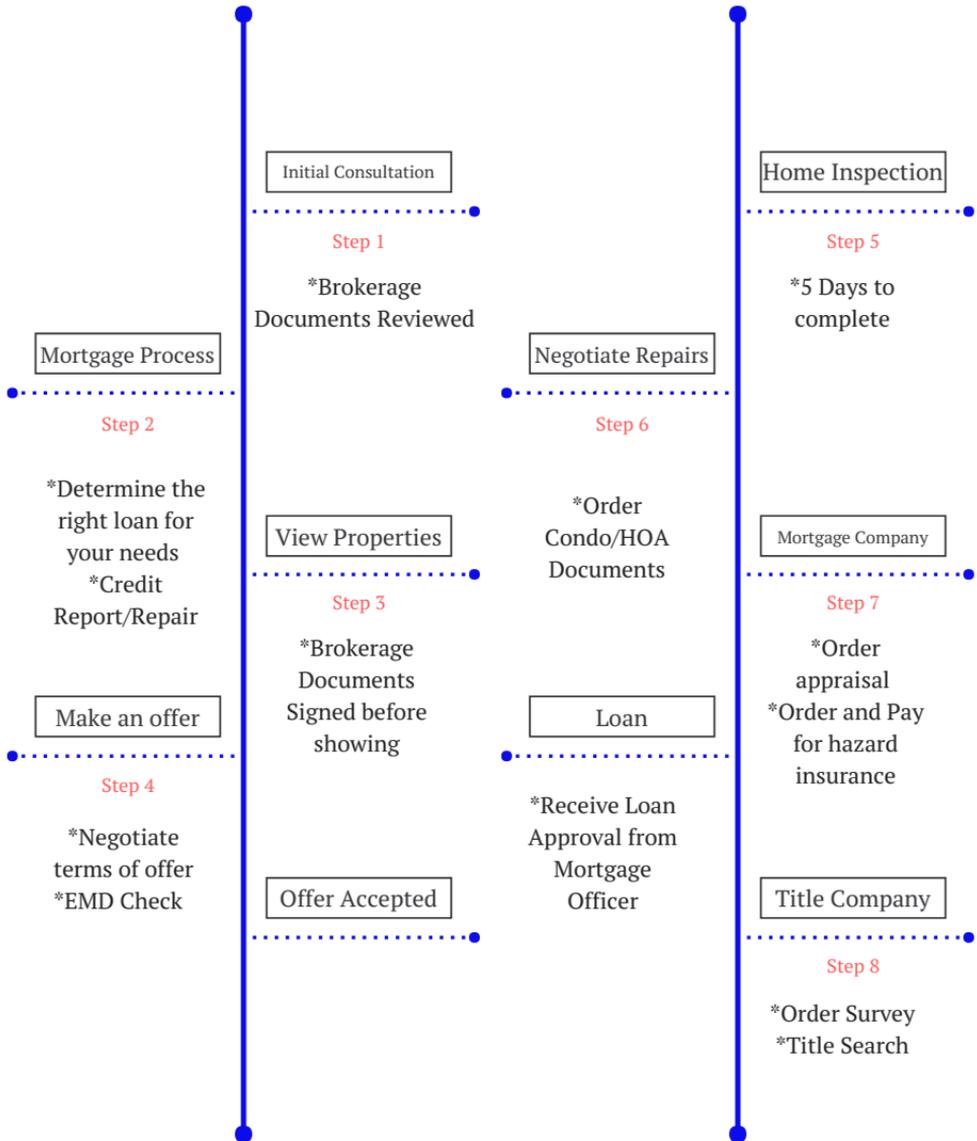
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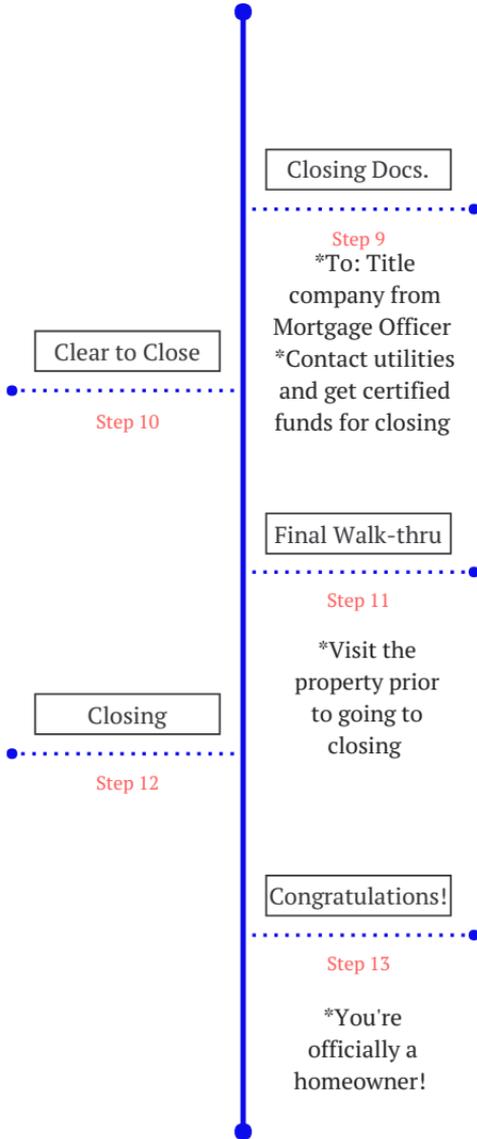
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HOME BUYING PROCESS



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Refer your friends and family to Your REALTOR & Lender!

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