



*Ashlee Sells Texas*

# HOME BUYER GUIDE

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# ABOUT ME

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Ashlee Cooper is a born and raised Texas girl and has called Montgomery County home for the past 9 years. She has been a licensed real estate agent since 2020 and is a Full Circle Texas agent.

As a highly driven Real Estate Agent in the local area, Ashlee brings a wealth of knowledge on local communities, current market conditions, and numerous real estate transactions. Within her 6 years of real estate experience, Ashlee has managed residential re-sales, new construction sales, residential land sales and leases all while constantly putting in continuing education hours so clients will have the most up to date strategies to win in the always changing market.

## Ashlee Cooper

### Real Estate Agent

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Serving Montgomery County & Surrounding Areas

# BUYING PROCESS



## 1. PRE-APPROVAL

Speak with a lender, Address any credit issues, Determine the right mortgage, Get a pre-approval letter.



## 2. HOME SHOPPING

Discuss your criteria with a buyer's agent, Tour listings in your price range  
Adjust criteria if needed.



## 3. OFFER & NEGOTIATION

Research comparables with agent, Submit a strong offer to seller,  
Negotiate terms of contract, Sign contract.



## 4. DUE-DILIGENCE

Schedule home inspection, Schedule appraisal and survey, Negotiate repairs, Begin title exam, Finish loan process.



## 5. PRE-CLOSING & TITLE

Confirm repairs are complete, Pre-Closing walk-through, Send funds to title company.



## 6. CLOSING

Review closing statement. Sign closing documents, Receive keys.



# PLAN YOUR BUDGET

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## Save for a Down Payment

Set a savings goal, create a budget, and allocate funds towards your down payment. Building a substantial down payment demonstrates financial responsibility and helps secure a favorable mortgage rate.



## Get Pre-approved for a Mortgage

Obtain a pre-approval from a lender before starting your home search. It clarifies your budget, makes you a serious buyer, and streamlines the process when making an offer.

## Understanding Adjustable-Rate Mortgages

Learn about adjustable-rate mortgages (ARMs), where the interest rate fluctuates over time. Assess if an ARM aligns with your financial goals and risk tolerance.

## Mortgage Options and Terms

Research different loan programs and mortgage terms to understand eligibility requirements, down payment amounts, interest rates, and key concepts like amortization and loan-to-value ratio.



# KEY DETAILS

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## Set Budget

Determine your financial limits and goals for the home purchase, considering factors like down payment, loan eligibility, and monthly affordability.

## Engage Real Estate Professional

Partner with a knowledgeable agent who can provide expert guidance, access to market information, and support throughout the home buying process.

## Research Properties

- Neighborhood research
- Property size and layout assessment
- Proximity to amenities and services
- School district evaluation
- Transportation accessibility
- Safety and crime rates analysis
- Future development plans in the area
- Local community and lifestyle factors
- Property features and amenities assessment

# HOME BUYER CHECKLIST

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- ☐ Determine your budget and secure financing.
- ☐ Research and choose a reputable real estate agent.
- ☐ Define your must-have features and desired location.
- ☐ Conduct property inspections and due diligence.
- ☐ Obtain mortgage pre-approval before making an offer.
- ☐ Consider the long-term potential of the property.
- ☐ Evaluate the neighborhood and proximity to amenities.
- ☐ Prepare for the closing process and associated expenses.
- ☐ Verify the property's title and ownership history.

# HOME INSPECTION CHECKLIST

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## **Exterior Inspection**

Assess exterior components for damage or structural issues.



## **Interior Inspection**

Check for visible defects and water damage inside the property.



## **Electrical System**

Verify proper installation and functionality of electrical components.



## **Plumbing System**

Inspect pipes, fixtures, and drainage for leaks or issues.



## **HVAC System**

Evaluate heating, ventilation, and air conditioning systems.



## **Structural Integrity**

Assess overall structural condition for any signs of damage.



## **Roof Inspection**

Check for roof damage, leaks, and proper drainage.



## **Attic and Insulation**

Examine insulation levels and ventilation in the attic space.



## **Basement and Crawl Space**

Evaluate moisture, pests, and structural issues.



## **Safety Features**

Ensure the presence of smoke detectors, handrails, and other safety measures.



# HOME BUYING ESSENTIALS

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As you embark on your home buying journey, there are several important things to keep in mind. Firstly, it's crucial to have a clear understanding of your budget and financial capabilities. Determine how much you can afford, factoring in not only the purchase price but also ongoing costs like mortgage payments, property taxes, insurance, and maintenance expenses. Additionally, consider your long-term goals and lifestyle needs when evaluating properties. Location plays a significant role, so assess the proximity to amenities, schools, transportation, and other essential services. Another key aspect is to conduct thorough inspections and due diligence to uncover any potential issues with the property.



# PARTICIPANTS IN THE CLOSING PROCESS

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It's important to note that the specific attendees may vary depending on local customs and practices, as well as the nature of the transaction. In certain situations, additional professionals or parties may be present, such as inspectors, appraisers, or other relevant stakeholders. The presence of these individuals ensures that all necessary documents are signed, funds are properly transferred, and any outstanding issues or concerns are addressed.

- Closing agent or settlement agent may facilitate the closing process.
- Homeowners association representative, if applicable, may attend to provide information or collect dues.
- Mortgage loan officer may be present to answer any last-minute questions or concerns.
- Home inspector or appraiser may attend to discuss their findings or address any outstanding issues.
- Spouses or family members of the buyer or seller may attend for support or to witness the transaction.
- Power of attorney holder, if authorized, may attend on behalf of one of the parties.
- Contractors or repair professionals may be present to discuss any necessary repairs or outstanding work.

# EXPERT ADVICE



When buying a home, start by assessing your budget and getting pre-approved for a mortgage. Research neighborhoods thoroughly to find the best fit for your needs. Consider working with a reputable real estate agent who knows the area well. They can guide you through the process and help you negotiate the best deal.



Prioritize a comprehensive home inspection to identify any potential issues before buying. Engage a real estate attorney to review contracts and ensure legal requirements are met. Take your time, weigh the pros and cons of each property, and seek advice from trusted sources. By following these recommendations, you can make confident and well-informed decisions throughout the home buying process.

# ADDITIONAL NOTES

Date

Location

## Your Notes

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# CONCLUSION

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As you reach the end of this Home Buyer Guide, it's important to reflect on the valuable information and insights you have gained. Throughout this guide, we have covered a range of topics to help you navigate the process of buying a home with confidence and ease. From understanding the market and financing options to negotiating offers and closing the deal, you are now equipped with the knowledge and tools to make informed decisions throughout your home buying journey.



Remember, buying a home is a significant decision, and it's essential to take your time, conduct thorough research, and seek professional guidance whenever necessary. As you move forward in your home buying process, keep in mind that each real estate transaction is unique, and there may be specific considerations and challenges along the way.