

BROCK THOMPSON
REAL ESTATE TEAM

BUYER'S GUIDE

COMPLETE GUIDE FOR THE HOME BUYING PROCESS



Before you buy: understanding the home buying process.

There's many steps, tasks, and requirements to buying a home and you may be anxious about making an expensive mistake. To demystify the process, here's a rundown of what you need to consider before you buy and what you can expect from the buying process:

- get to know our team
- get to know our company
- buyer questionnaire
- financing tips
- buying step by step
- Initial process
- house hunting
- inspection and more
- closing time
- buyer mistakes
- real estate terms
- buyer resources





Brock Thompson | John Castiglioni

GET TO KNOW YOUR REAL ESTATE AGENT

Welcome to the Brock Thompson Real Estate Team where passion meets expertise! Our journey began in 2021 when Brock Thompson, an Associate Broker with over a decade of full-time real estate experience, and John Castiglioni, a rising star transitioning from new home construction, decided to combine forces and create The Brock Thompson Real Estate Team.

Meet Brock Thompson:

A dedicated professional, Brock's commitment to real estate follows a nine-year stint as an educator in the Virginia Beach Public School system. His teaching background instills in him a unique approach to client education, ensuring you're informed every step of the way. With nine consecutive years as his brokerage's top agent, Brock brings a wealth of experience and a proven track record of excellence.

Meet John Castiglioni:

John, with 3.5 years in real estate, started his journey in new home construction. His transition to a full-time REALTOR reflects his commitment to providing top-notch service. John's fresh perspective and dedication to client needs make him an invaluable asset to our team.

Our Passion: Client Satisfaction and Education.

At the heart of our mission is serving you with excellence. We're not just real estate professionals; we're your partners in the journey to find your dream home or sell your property. Our passion lies in not only meeting but exceeding your expectations, and that starts with comprehensive education throughout the entire process.

Achievements: Setting the Bar High

In our first full year as a team (2022), we proudly earned the HRRR Platinum Award for Small Real Estate Teams. This recognition reflects our commitment to excellence and positions us as one of the top-performing small teams in Hampton Roads.

brockthompsonsteam@gmail.com

757-615-6359 Brock

757-739-0480 John



*The Diamond Standard of
Real Estate Services*

GET TO KNOW YOUR REAL ESTATE BROKERAGE

ONYX Realty Professionals is made up of a diverse group of Real Estate Agents who are understanding, reliable, and loyal. Our experienced team has both Active-Duty and Retired Military Members. This allows us to connect with and understand our clients on many different level.

The process of selling a home can sound “stressful”, but we want to take that stress away from our clients and make their Real Estate transaction a positive and rewarding experience.

It's an honour to be invited into the lives of our clients and able to learn firsthand about their Real Estate dreams and goals. Our number one goal is to turn your Real Estate dreams into a reality!

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757-615-6359 Brock

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Buyer QUESTIONNAIRE

DESIRED LOCATION
Look and feel of preferred area.

PRICING & FINANCING
What is your price range? If you need financing, are you pre-qualified yet?

TIMEFRAME
Do you need to sell a current home? Are you leasing? When does your current lease end?

INTERIOR
Number of Bedrooms? Bathrooms? Total square feet? Other interior requirements?

EXTERIOR
Lot size? Garage? Pool? Pet needs? Other exterior requirements?

In a competitive market, sellers may ask for proof of pre-approval. This document can help strengthen your offer! Make sure to get a pre-approved letter before we start viewing homes.



Financing Tips

GET YOUR CREDIT IN CHECK

Make sure you're financially prepared for homeownership. Do you have a lot of debt? Plenty saved for a down payment? What about closing costs? Ask yourself "how much house can I afford?" before you go further. Additionally, know that lenders look closely at your credit score when determining your eligibility for a mortgage loan. Check your credit score and do anything you can to improve it, such as lowering outstanding debt, disputing any errors and holding off on applying for any other loans or credit cards.

FIND THE RIGHT LENDER

Just like you want to get the home that best suits your needs, you'll want to find a lender that best suits you. We suggest you consider using a broker to help you find a lender, talk to your agent—we are here to help, ask friends and family for referrals, and compare at least three lenders.

BE PREPARED

A lender will need information from you in order to get you pre-approved and through the home buying process. Here are a few things to have ready for them:

- W-2 forms from the past two years
- Pay stubs from the past 30 days
- Federal tax returns from the past two years
- Proof of other sources of income
- Recent bank statements
- Details on long-term debts such as car or student loans
- ID and Social Security number

*If you're self-employed, you may have to provide extra proof of your financial stability, including having a higher credit score or large cash reserves, and possibly providing business tax returns.

STEP BY STEP *Buying*

01

CONSULTATION

Meet with your Real Estate Agent! Discuss what you are looking for.

02

PRE-QUALIFIED

If you need financing get pre-approved by a lender or bank.

03

HOME SEARCH!

Your agent will narrow down options for your review.

04

MAKE AN OFFER!

Negotiate the offer and get it accepted! Contingent on inspection.

05

HOME INSPECTION

Discuss Results, decide if any repairs are needed and if you want to move forward.

06

APPRAISAL & TITLE SEARCH

The bank or lender orders the appraisal, title search and final financing is set.



07

CLOSING

Sign papers and pop the bubbly! Congratulations, you are home owner.



THE INITIAL PROCESS

1. CONSULTATION

Our team would love to chat with you about your needs, wishes and wants in your new home!

- How long have you been looking for a new home?
- What areas and neighborhoods are you looking at?
- What is your Plan B, if you can't find the home you have in mind?
- What are some of your must have items?
- What are deal breaker items?



2. PRE-APPROVAL

This is a quick necessary process that helps narrow down and determine how much you can afford!

Lenders typically recommend a home that costs no more than three to five times your annual household income, with a 20% down payment. However, there are MANY different financing structures that they can make work for you!

Did you know?

88% of all Buyers work with Real Estate Agents!

HOUSE HUNTING

3. FINDING "THE ONE"

Our team will tailor listings based on your criteria. We funnel all properties and pick the best to view, and will filter out the homes that will not work.

Most buyers look at approximately 10 properties and are then ready to make an offer. At that time, if you have not found a home you are looking for - it's HIGHLY recommended that we sit down and review your criteria to make sure that we are still looking for the right house!

Once you find one you love... it's time to determine the market value of that property. Our team will compare that home to others that have sold and from there we will determine the value for the home!

4. MAKING AN OFFER

Now is the exciting time! When you are ready to write an offer, our team will walk you through the contract. It is important to write a fair offer or you can run the risk of the seller not responding or even losing the property to another buyer making an offer.

- Write the Offer
- Negotiate the Offer
- Satisfy Conditions



INSPECTIONS AND MORE

5. HOME INSPECTIONS

The immediate step after your offer is accepted is to schedule a home inspection. You will have a certain number of days to complete this inspection after the offer was accepted. This also includes termite inspection if you are in an area where you would be effected.

Your home inspection letter will verify that all items considered defective or problems relating to the safely of the home corrected prior to closing.



6. APPRAISAL, TITLE SEARCH & LENDER LETTER

The title is right to own, possess, use and control of a property. When purchasing a home you are buying a sellers title to the home. Before closing a title search is done to ensure there are no leans, or problems that might prevent a clean title for you to close on the home.

An appraisal, is an estimate of the property value. The approval is not only to justify the lender's investment, but to help keep the buyer from overpaying on a property. Your lender will typically hire an appraiser and charge you the fee at closing.

Final commitment lender's letter approves your home loan! You will receive a letter and loan term to your mortgage agreement. Your final letter will include your annual percentage rates, monthly fees, and repayment info for the loan.

CLOSING TIME

7. THE CLOSING

The closing process finalizes the purchase of your home.

A FEW THINGS TO BRING

- A valid government issued photo ID
- Cashier's check payable for the total amount due
- Any outstanding documents for the title company or loan officer

CLOSING COSTS

Closing costs are an assortment of fees—separate from agent commissions—that are paid by both buyers and sellers at the close of a real estate transaction. In total, fees typically total 3% - 9% of the total purchase price and can include:

- Escrow Fees
- Recording fees
- Application and underwriting fees
- Appraisal Fees
- Local Transfer Taxes
- Homeowners Insurance
- Homeowners Association Fees



Buyer Mistakes

AVOID THESE MISTAKES WHEN BUYING YOUR HOME

GETTING TOO EMOTIONAL

Think it's impossible? It's actually not. Once you decide to buy a home, start thinking of yourself as a businessperson and investor rather than just a future homeowner. In fact, forget that you're the "Buyer" altogether. By looking at the transaction from a purely financial perspective, you'll distance yourself from the emotional aspects of buying the property. While it is important to factor in certain emotional aspects, don't let it cloud the process. Real estate IS an investment. Don't let emotions distract you from that.

SHOPPING BEFORE GETTING PRE-APPROVED

It's more fun to look at homes than it is to talk about your finances with a lender. So that's what a lot of first-time home buyers do: They visit properties before finding out how much they are able to borrow. Then, they are disappointed when they discover they were looking in the wrong price range (either too high or too low) or when they find the right home, but aren't able to make a serious offer. How to avoid this mistake: Talk to a mortgage professional about getting pre-qualified or even preapproved for a home loan before you start to seriously shop for a place. The pre-qualification or preapproval process involves a review of your income and expenses, and it can make your bid more competitive because you'll be able to show sellers that you can back up your offer.

EMPTYING YOUR SAVINGS

If you buy a previously owned home, it almost inevitably will need an unexpected repair not long after. Maybe you'll need to replace a water heater or pay a homeowner's insurance deductible after bad weather. How to avoid this mistake: Save enough money to make a down payment, pay for closing costs and moving expenses, and take care of repairs that may come up. Lenders will give you estimates of closing costs, and you can call around to get estimates of moving expenses.

CHOOSING THE WRONG LENDER

Shopping for a mortgage is like shopping for a car or any other expensive item: It pays to compare offers. Interest rates vary from lender to lender, and so do fees such as closing costs and discount points. But according to the Consumer Financial Protection Bureau, almost 60% of borrowers don't shop for a loan. How to avoid this mistake: Apply with multiple mortgage lenders. A typical borrower could save \$430 in interest just in the first year by comparing five lenders. All mortgage applications made in a 45-day window will count as just one credit inquiry.

REAL ESTATE TERMS

buyers Need to Know

APPRAISAL

A DETERMINATION OF THE VALUE OF SOMETHING, IN THIS CASE, THE HOUSE YOU PLAN TO BUY. A PROFESSIONAL APPRAISER MAKES AN ESTIMATE BY EXAMINING THE PROPERTY, LOOKING AT THE INITIAL PURCHASE PRICE, AND COMPARING IT WITH RECENT SALES OF SIMILAR PROPERTY.

CLOSING COSTS

ALL SETTLEMENT OR TRANSACTION CHARGES THAT HOME BUYERS NEED TO PAY AT THE CLOSE OF ESCROW WHEN THE PROPERTY IS TRANSFERRED. THESE TYPICALLY INCLUDE LENDER'S FEES AND POINTS OR PREPAID INTEREST, A PRORATED SHARE OF THE PROPERTY TAXES, TRANSFER TAXES, CREDIT CHECK FEES, HOMEOWNERS' AND TITLE INSURANCE PREMIUMS, DEED FILING FEES, REAL ESTATE AGENT COMMISSIONS, INSPECTION AND APPRAISAL FEES, AND ATTORNEYS' FEES.

APPRECIATION

INCREASE IN THE VALUE OR WORTH OF AN ASSET OR PIECE OF PROPERTY THAT'S CAUSED BY EXTERNAL ECONOMIC FACTORS OCCURRING OVER TIME, RATHER THAN BY THE OWNER HAVING MADE IMPROVEMENTS OR ADDITIONS.

MLS

A COMPUTER-BASED SERVICE, COMMONLY REFERRED TO AS MLS, THAT PROVIDES REAL ESTATE PROFESSIONALS WITH DETAILED LISTINGS OF MOST HOMES CURRENTLY ON THE MARKET. THE PUBLIC CAN NOW ACCESS MUCH OF THIS KIND OF INFORMATION THROUGH WEBSITES LIKE

ZONING

THE LOCAL LAWS DIVIDING CITIES OR COUNTIES INTO DIFFERENT ZONES ACCORDING TO ALLOWED USES, FROM SINGLE-FAMILY RESIDENTIAL TO COMMERCIAL TO INDUSTRIAL. MIXED-USE ZONES ARE ALSO USED. ZONING ORDINANCES CONTROL SIZE, LOCATION, AND USE OF BUILDINGS WITHIN THESE DIFFERENT AREAS AND HAVE AN EFFECT ON TRAFFIC, HEALTH, AND LIVABILITY.

CONTINGENCY

A PROVISION IN A CONTRACT STATING THAT SOME OR ALL OF THE TERMS OF THE CONTRACT WILL BE ALTERED OR VOIDED BY THE OCCURRENCE OF A SPECIFIC EVENT, USUALLY BY SPECIFIC DATES LEADING UP TO THE

ESCROW

THE HOLDING OF FUNDS OR DOCUMENTS BY A NEUTRAL THIRD PARTY PRIOR TO CLOSING YOUR HOME SALE. THIS IS TYPICALLY DONE BY A TITLE COMPANY.

HOME INSPECTION

AN EXAMINATION OF THE CONDITION OF A REAL ESTATE PROPERTY. A HOME INSPECTOR ASSESSES THE CONDITION OF A PROPERTY, INCLUDING ITS HEATING / COOLING SYSTEMS, PLUMBING, ELECTRICAL WORK, WATER AND SEWAGE, AS WELL AS SOME FIRE AND SAFETY ISSUES.

TITLE

OWNERSHIP OF REAL ESTATE OR PERSONAL PROPERTY. WITH REAL ESTATE, TITLE IS EVIDENCED BY A DEED (OR OTHER DOCUMENT) RECORDED IN THE COUNTY LAND RECORDS OFFICE.

Move

RECOMMENDATIONS

IT'S IMPORTANT TO TRUST THE COMPANY RESPONSIBLE FOR HELPING YOU PACK AND GET FROM POINT A TO POINT B. BELOW ARE A FEW TRUSTED MOVING COMPANIES WE HIGHLY RECOMMEND TO HELP YOU MOVE YOUR THINGS AND START YOUR NEW CHAPTER!

Two Men and a Truck

(757) 356-5068

twomenandatruck.com

Marathon Moving Services

(757) 348-5124

marathonmovingservices.com

Royal Moving and Cleaning LLC

(757) 828-7617

movingassassins.com

Off Load Moving

(757) 749-7212

offloadmoving.com

The Moving Company

(757) 933-0488

movingcompanyltd.com

Lender RECOMMENDATIONS

THE FIRST STEP TO HOMEOWNERSHIP IS GETTING PRE-APPROVED FOR A LOAN AND SEEING WHAT YOU CAN QUALIFY FOR. BELOW ARE A FEW LENDERS THAT WE HIGHLY RECOMMEND.

CBM Mortgage

Dana Brown, Branch Manager- Senior Home Loan Advisor
(757) 237-0640
Dana@cmmortgage.com

Southern Trust Mortgage

Alex Kellam, Loan Officer
757-672-2964
akellam@southerntrust.com

Tidewater Mortgage

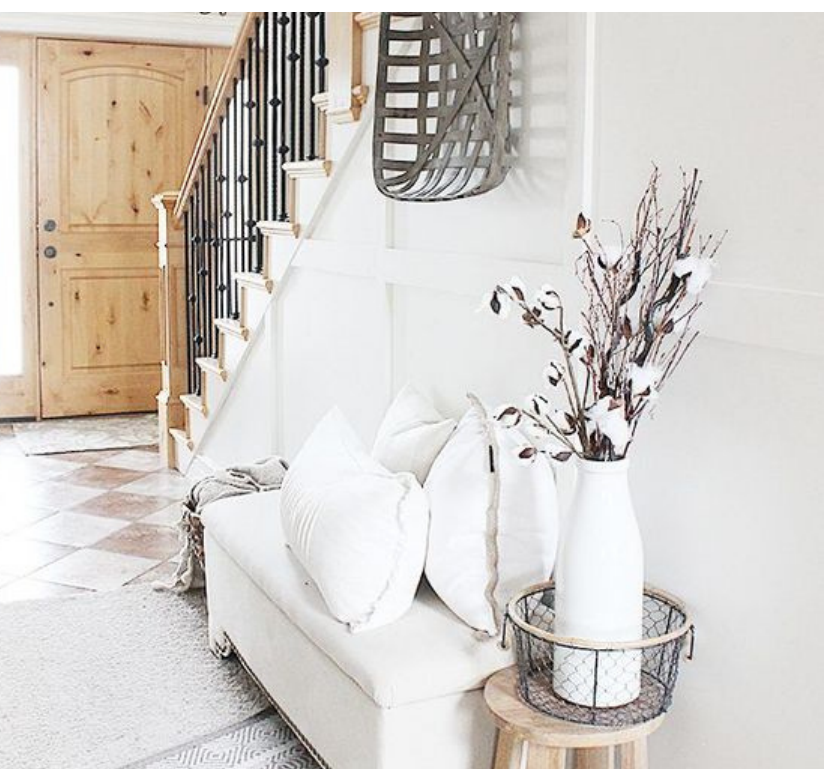
Kevin Gorman, Mortgage Loan Originator
757-434-2838
kevin@twmortgage.com

Atlantic Bay Mortgage

Bryan Royter, Lender
(757) 831-5981
bryanroyter@atlanticbay.com

Professionals Capital Mortgage

Jeremy Berrios
(757) 343-0780
jeremy@procapmortgage.com



QUICK GUIDE TO A FEW
RECOMMENDED LOCAL SERVICE
PROVIDES IN YOUR AREA

HOME INSPECTORS

First Look Home Inspection |

Ellis Hill | 757- 236-0076

Coastal Inspection Services LLC |

Greg Murphy | 757-535-4355

Lind's Property Inspections |

Curt Lind | 757-270-1817

HVAC & ELECTRIC

Tony's Quality Air | 757-672-8153

Dan Levinsky & Sons Electrical |

757-274-8567

HANDYMAN | HOME REMODEL

HH Repairs & Improvements |

Rob Hamrick | owner - 757-620-8474

CSB Improvements |

Chris Barnes | owner - 757-559-7675

Apex Restorations |

Marc Bagwell | owner - 757-636-9253

TERMITE

BENEATH Crawl Space Services |

757-447-2987

Diamond Exterminators | 757-545-2001

Priority Pest | 757-204-4523