

A modern living room with a grey sofa, wooden coffee table, and framed art. The room is bright and airy, with light-colored walls and curtains. The text "LET'S FIND Home!" is overlaid on the image.

LET'S FIND
Home!



FREEDOM
PROPERTY GROUP

Rise
Realty
Co.



YOUR DREAM.

our mission.

We're so honored to be able to help you along your journey to home ownership, and strive to make this process as SIMPLE and seamless as possible for you. Here's what you can expect from us:

1. Referrals for financing, home inspectors, insurance agents, and more! We want to help you assemble the best TEAM to purchase your dream home.
2. Fast, reliable communication throughout the entire process.
3. Email updates with all new listings that meet your criteria sent automatically so you never miss out!
4. Showings planned around your schedule.
5. Negotiation skills, market knowledge, and experience to ensure you get the best overall deal and win in multiple-offer situations.

There will be several steps along the way as we work toward getting the keys to your new home:

1. Showings- We will tour houses that meet your criteria and compare the pros and cons.
2. Offer- Once we find a home you love, we will submit a strong, well-written offer along with the pre-approval letter from your lender.
3. Inspection- After we reach an agreement with the seller and go into contract, you will hire a professional to inspect the home and provide a report about the condition of the property. (Average cost is approximately \$300-\$500, and most inspectors require up-front payment). From there, we can determine if we'd like to ask the seller to make any repairs.
4. Appraisal- Once repairs are agreed upon, your lender will order an appraisal to ensure the value of the home is equal to or greater than the purchase price. Your lender may require upfront payment for the appraisal OR they may roll the amount into your mortgage.
5. Closing- The last step is attending CLOSING, where you'll sign several documents officially making the home yours! *Welcome Home!*



10 STEPS TO *to buying a home*

- 01/ FIND THE RIGHT AGENT
- 02/ PREPARE FINANCES
- 03/ GET PRE-APPROVED
- 04/ START HOME SHOPPING
- 05/ MAKE AN OFFER
- 06/ ORDER AN INSPECTION
- 07/ NEGOTIATE FINAL OFFER
- 08/ APPRAISAL ORDERED
- 09/ SCHEDULE THE MOVE
- 10/ CLOSING DAY

01 / FIND THE RIGHT AGENT

Buying a home is one of the most significant purchases of your life. It is essential to have a knowledgeable, hardworking agent in your corner, always looking out for your best interests. Our fiduciary responsibility is to represent YOU and to ensure that your interests are protected.

After all, a seller has someone in their corner. The listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is such incredible value in having someone working for YOUR best interests when buying a home, and Freedom Home Group is here for you every step of the way!



GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique needs, and then we'll start touring homes that fit your criteria! Looking at dozens of homes every week, we can help you analyze the "pros and cons" of each home you consider.

HANDLING CHALLENGING NEGOTIATIONS

When repairs or price changes need to be made, we will be your guide and handle these sometimes difficult situations.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves significant documentation. We have the experience and knowledge to navigate real estate contracts effectively and thoroughly, Ensuring no detail is overlooked and making sure that you *truly* understand what everything means before ever signing the dotted line.

ON YOUR SIDE

As your Buyer's Agent, we represent your best interests. With expert knowledge on the local market and a sound understanding of how various components affect a home's value, we will help you submit a competitive offer on the perfect home for you!

NEIGHBORHOOD EXPERT

Working daily in neighborhoods with inspectors, contractors, and negotiating with sellers, we have the market knowledge you need to get the biggest "bang for your buck" on your investment. Understanding the local real estate market can go a long way when it comes time to make an offer.

PROBLEM SOLVER

We will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. Hopefully making the home-buying process fun, simple, and stress-free!

SERVICE AT NO COST TO YOU

The seller typically pays the commission for both the seller's agent and the buyer's agent, therefore hiring us will come at no cost to you!

02/ PREPARE FINANCES

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders state that the maximum amount you should spend on your home is 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a pre-approval from your mortgage lender. Your lender will work with you to get a loan that best meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for a new credit card or car loan until after you have closed on your home
- Avoid making big purchases until you have closed on your home
- If possible, avoid job changes until you have closed on your home

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality and depending on your loan type, you may need to save cash for your down payment, earnest money, closing costs, & home inspection.

- A Down Payment is typically between 3-20% of the purchase price, but could be as little as 0%!
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit. We'll help determine if this is necessary for your transaction.
- Closing Costs for the buyer run between 2-5% of the loan amount, but we may be able to negotiate & have the seller pay these for you!
- A Home Inspection typically costs between \$300 to \$500.

03/ GET PRE-APPROVED

A pre-approval, unlike a pre-qualification, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income statements, assets, debt & credit reports, etc.) to be reviewed & verified by the lender.

04/ START HOME SHOPPING

START TOURING HOMES THAT MEET YOUR CRITERIA

We will provide you with an MLS sheet that summarizes the features of the property, and will advise you to take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or video to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present a competitive offer based on recent sales, current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.

TIPS

We will make sure to check out the details of each house:

- Test the plumbing
- Check the electrical system
- Open and close the windows & doors to make sure they work properly

Evaluate the neighborhood and surrounding areas:

- Are the surrounding homes well-maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks?

05/ MAKE AN OFFER

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of properties available, it is important to act fast!

HOW MUCH TO OFFER:

We will look at recent sales, current buyer activity in the area, as well as the value of the property in its current condition. With the knowledge of all this information, we will determine the price that you would like to offer.

SUBMITTING A QUALITY OFFER:

There are some components to an offer that makes it more appealing to the sellers.

● Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make an impression on the seller.

● Thorough, High-Quality Contract

We will create a detail-oriented, thorough contract to present to the seller.

● Write the Seller a Letter

You can make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with the home.

● Offer to Close Quickly

Many sellers prefer to close within 30 days or fewer. We will work with your lender to determine how much time is needed to close.

● Cash Talks

A transaction not contingent on financing is more attractive to sellers.

THE PROCESS

AFTER YOU SUBMIT AN OFFER

THE SELLER COULD:

- **Accept the offer**
- **Decline the offer**

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

- **Counter-offer**

A counter-offer is when seller offers you different terms.
If this happens, you can:

- **Accept the seller's counter-offer**
- **Decline the seller's counter-offer**
- **Counter the seller's offer**

OFFER ACCEPTED

Once the purchase agreement is signed by all parties, you are officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.

06/ORDER AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a report of findings. You can take the issues as-is or request the seller to address some or all of the findings, depending on how we write the contract. We will be cognizant of not being too nit-picky on small items, while being very careful of potentially significant issues.



07/NEGOTIATE FINAL OFFER

Issues may arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

- 1. Ask for a credit for the work that needs to be done.** Likely, the last thing the seller wants to do is repair work.
- 2. Think “big picture” and don’t sweat the small stuff.** Tile that needs some caulking, or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.
- 3. Keep your poker face.** The listing agent may be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.



08/ORDER AN APPRAISAL

Your lender will arrange for a third-party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

If approved, you will receive your final commitment letter that includes the final loan terms & percentage rates.

Property Title Search

This ensures that the seller truly owns the property, and that all existing liens, loans, or judgments are disclosed.

Homeowner's Insurance

You'll need insurance for the new home prior to closing. This will protect against things like fire, storms, and flooding

09/ SCHEDULE THE MOVE

AFTER SIGNING

- FINALIZE MORTGAGE
- SCHEDULE HOME INSPECTION
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- Get copies of medical records and store with your other important documents
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies

4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- buy/find packing materials
- START PACKING

3 WEEKS TO MOVE

- ARRANGE APPRAISAL
- COMPLETE TITLE SEARCH (TITLE COMPANY WILL DO THIS)

2 WEEKS TO MOVE

- SECURE HOME WARRANTY (IF APPLICABLE)
- GET QUOTES FOR HOME INSURANCE
- SCHEDULE TIME FOR CLOSING
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

1 WEEK TO MOVE

- OBTAIN CERTIFIED CHECKS FOR CLOSING
- SCHEDULE AND ATTEND FINAL WALK THROUGH
- Finish packing
- Clean
- Pack essentials for a few night in new home
- Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number
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CLOSING

- BRING YOUR PHOTO ID
- CERTIFIED CHECKS
- HOMEOWNERS INSURANCE
- ANY OTHER REQUIRED DOCUMENTS
- GET YOUR KEYS TO YOUR NEW HOUSE
- MEET YOUR NEW NEIGHBORS

10/ CLOSING DAY

CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes about 30 days.

CLOSING DISCLOSURE

Lenders are required to provide you with a Closing Disclosure at least three days before closing. This will show you what your final loan terms and closing costs will be. You will have three days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the Loan Estimate and the Closing Disclosure, we must notify your lender and title company immediately.

FINAL WALK THROUGH

We will do a final walk through the home within 2 days of closing to check the property's condition. This usually takes anywhere from thirty minutes to one hour. We will make sure any repair work that the seller agreed to has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans

CLOSING TABLE

Who will be there:

- Your agent
- The seller
- The seller's agent
- A title company representative
- Your loan officer (possibly)
- Any real estate attorneys involved in the transaction

The closing typically happens at the title company. You will be signing a lot of paper work so get your writing hand warmed up!

CLOSING COSTS

Closing costs can vary depending on your home's purchase price and where you are located. We will consult with the lender prior to offering to determine your approximate closing costs. These closing costs can sometimes be shared with the seller.

BRING TO CLOSING

- Government-issued photo ID
- Proof of homeowners insurance (if requested by lender or title company)
- Proof that funds have been wired OR a certified check, depending on the amount (Title company will provide specific instructions)

RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially a homeowner! Time to throw a party and get to know your new neighbors!



HOME SWEET *home*

We look forward to guiding you along your journey to homeownership! Whether you're buying, building, or investing, **it is truly an honor to be able to help you.** Our team will work tirelessly to ensure all of your **expectations are exceeded!**

We also want you to know that our goal is to be your "real estate resource" **forever.** We always want you to contact us with any real estate questions.

We would be honored to help any of your family or friends with their real estate needs! Your referrals are always appreciated, and **we will always treat your friends and family like they're our own!**



more questions?

We're always available to help! Shoot me a text or give me a call for the quickest response. Helping my clients buy their home with the most ease is what I am passionate about - I'm always here to answer your questions.



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