



TTAGROUPNC.COM

# Buying A New Home

THE STEPS TO PURCHASING YOUR NEW HOME, WHAT YOU  
NEED TO HAVE READY, AND HOW WE WILL GUIDE YOU  
THROUGH THE PROCES.

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HOW NICE TO

meet you.

Tyrell Taylor & Associates, based in North Carolina, is a trusted team of real estate professionals dedicated to helping buyers and sellers achieve their goals. We specialize in VA loans and proudly offer exclusive discounts to veterans, ensuring they get the best possible value. As a licensed Military Relocation Professional (MRP), Tyrell Taylor brings specialized expertise to assist military families with smooth and stress-free moves. Our team is passionate about delivering exceptional service, guiding clients through every step of the real estate process with care, professionalism, and expert knowledge. Whether you're purchasing your first home or selling a property, Tyrell Taylor & Associates is committed to exceeding your expectations and making your real estate journey seamless.



"My only goal is to bring my clients the best service possible"

# MY COMMITMENT TO YOU

1

## GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! Looking at dozens of homes every week, I can help you identify potential problems within a home.

2

## HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

3

## STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

4

## ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities affect the value of a home, we will make sure we submit a competitive offer on the right house for you.

5

## NEIGHBORHOOD EXPERT

Working daily in neighborhoods with inspectors, contractors, and negotiating with sellers, I have the market knowledge you need to get the best results from your purchase. Understanding the local real estate market can go a long way when it comes time to make an offer on a house.

6

## PROBLEM SOLVER

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

# stage one

STAGE ONE : GETTING PRE  
APPROVED





# GETTING PRE APPROVED

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You know the property you want to buy and how much you'll have to pay for it. Now you'll choose a lender to get a mortgage from (you can go with a lender that preapproved you or start fresh with a different one).

Even with an online-first lender, you'll often work closely with a loan officer to complete the actual application.

This is a paperwork-heavy process, so get ready to do a lot of uploading.

## HERE'S WHAT YOU'RE LIKELY TO NEED:

- W-2 forms from the past two years (possibly more, if you've changed employers).
- Pay stubs from the past 30 to 60 days.
- Proof of other sources of income (including documentation of any gift money).
- Federal income tax returns from the past two years.
- Recent bank statements (usually for the last couple of months).
- Details on long-term debts like car or student loans.
- ID and Social Security number.

Once your mortgage application is complete, you'll go into underwriting. During this process, the lender makes a final decision on whether to give you the loan — it's basically making sure there's not anything about the deal that's just too risky.

Underwriting includes digging deep into your finances, so you may need to come up with even more documents. The lender will also look at the home you've chosen via an appraisal and request a title search.



# stage two

STAGE TWO : THE HOME  
SEARCH



## CREATE A WISHLIST

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**Make a list of the things you'll need to have in the house. Ask yourself how many bedrooms and bathrooms you'll need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your kids and/or pets to play in?**

**Once you've made a list of your must-haves, don't forget to think about the kind of neighborhood you want, the types of schools in the area, the length of your commute to and from work, and the convenience of local shopping. Take into account your safety concerns as well as how good the rate of home appreciation is in the area.**

## Key Takeaways

- 1/ WE WILL MAKE SURE TO CHECK OUT THE LITTLE DETAILS OF EACH HOUSE**
- Test the plumbing
  - Try the electrical system
  - Open and close the windows & doors to make sure they work properly

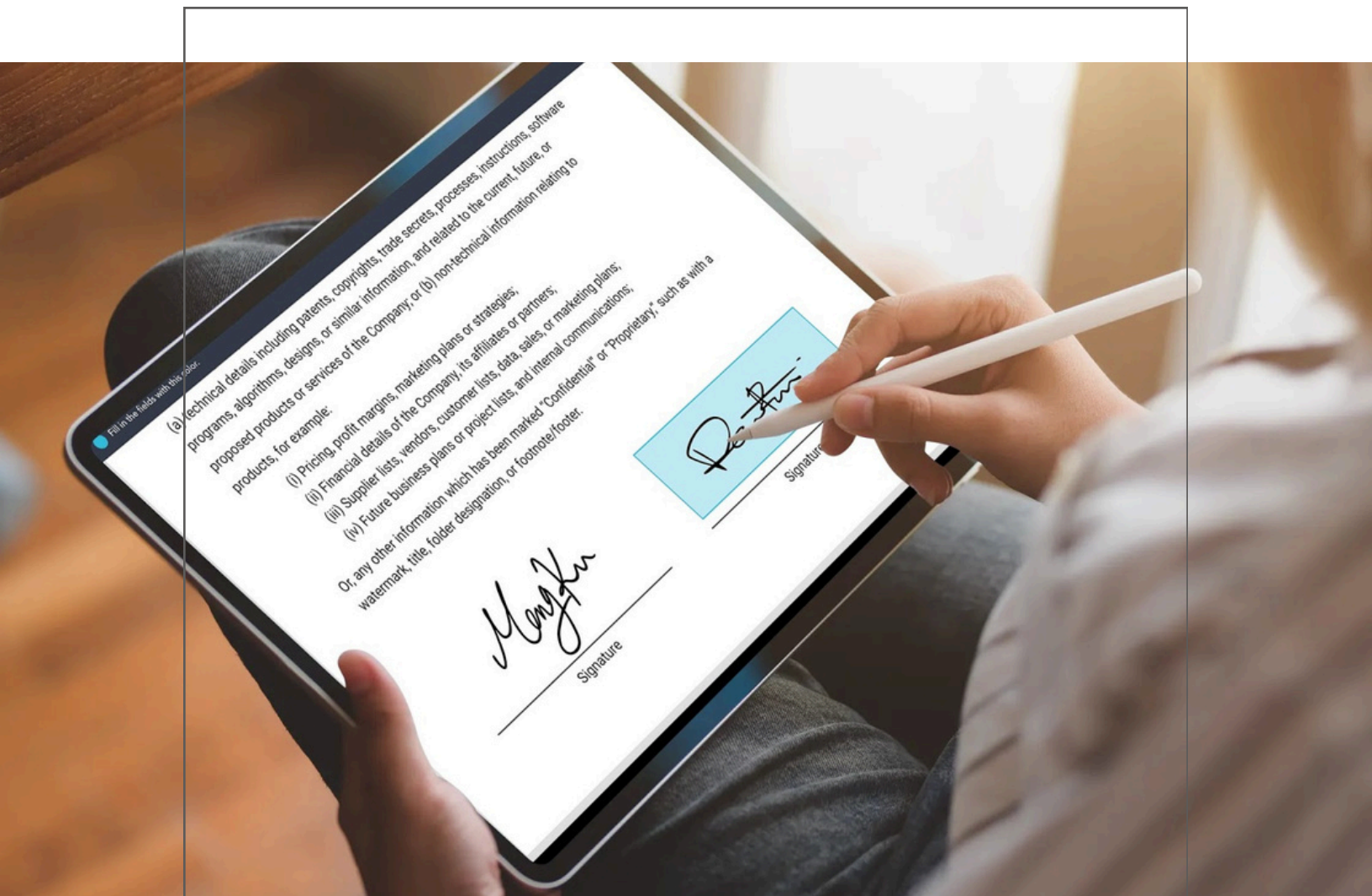
- 2/ EVALUATE THE NEIGHBORHOOD AND SURROUNDING AREAS**
- Are the surrounding homes well maintained?
  - How much traffic is on the street?
  - Is it conveniently located to schools, shopping, restaurants, & parks?



# stage three

STAGE THREE : UNDER  
CONTRACT & CLOSING





YOU'VE FOUND

The One

NOW IT IS TIME TO MAKE AN OFFER

## WRITING AN OFFER

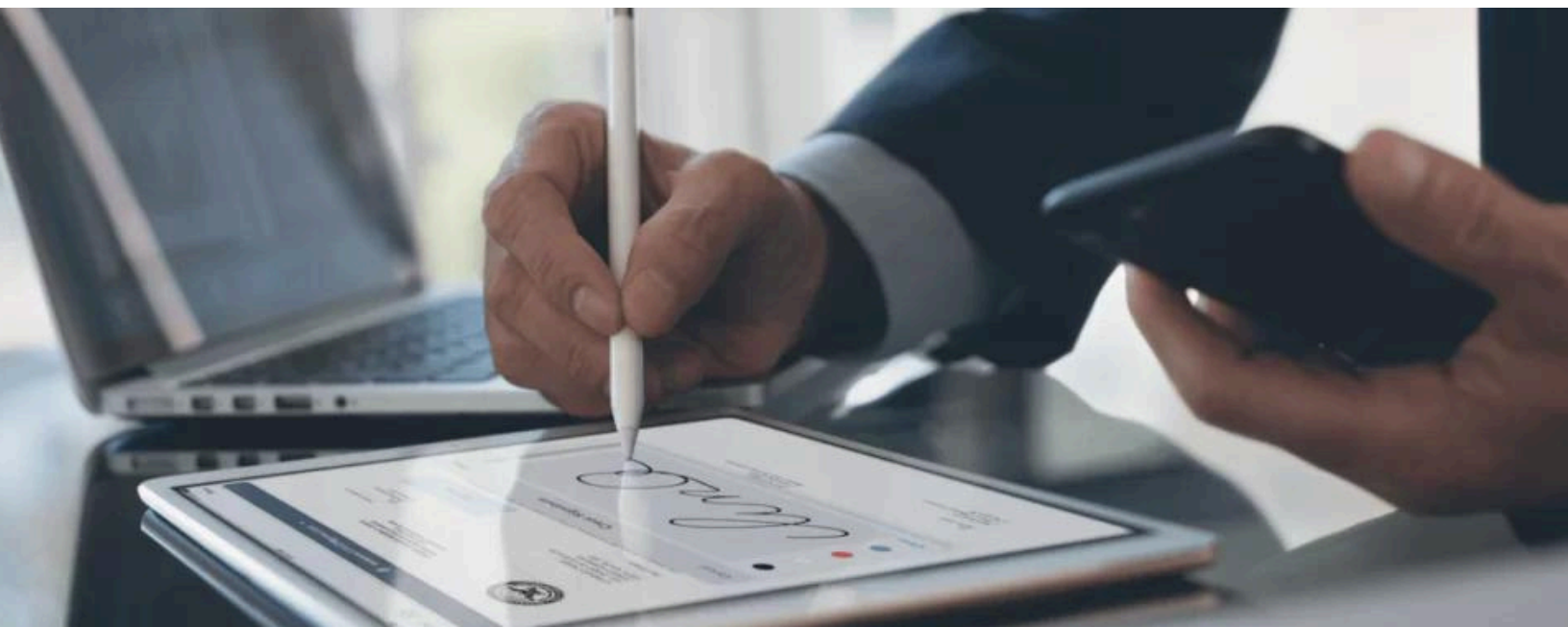
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Before you make an offer on a house there are three key elements that you'll want to have in place before you make an offer on a house.

The first is a mortgage preapproval from at least one lender. Ideally, you should get preapproved before you start looking at houses. It can be time-consuming to pull together all the required documents, but most importantly, a preapproval lets you know how much house you can afford. Having a preapproval in hand also lets the seller know that you're serious and provides reassurance that the deal will close. That can be extra helpful in a scenario where the seller is in a hurry to move.

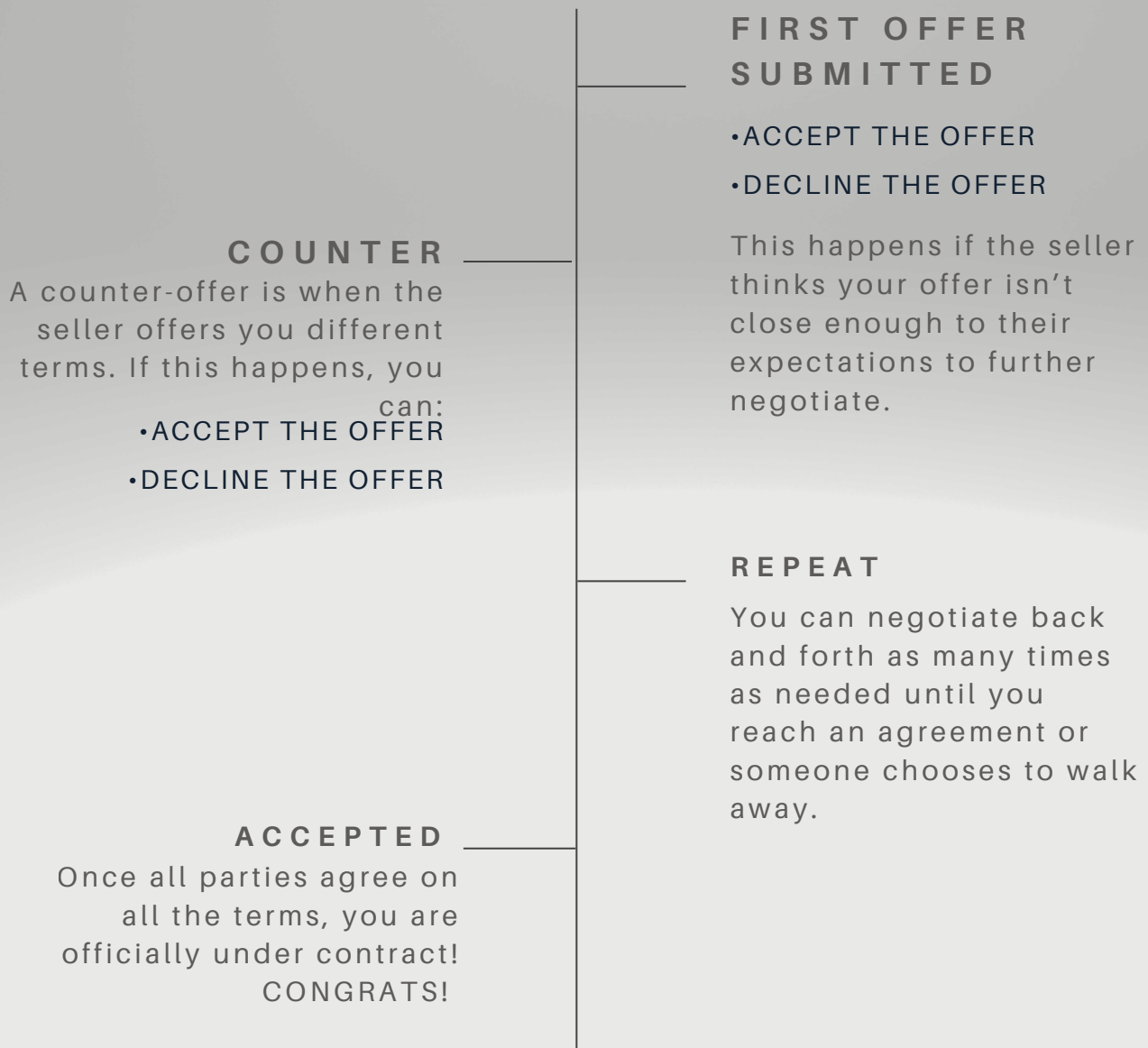
Second, know your market to ensure you're making a competitive offer. This can be based on comparable sales, other market information from your own research, or a comparative market analysis provided by your real estate agent. You'll probably want to make an offer that's for slightly less than your preapproval amount, which leaves room to negotiate.

Last, verify that the down payment required by your lender is in the bank and ready to go. Simply having earmarked certain assets as the funds to buy a home (including the money required for the earnest deposit, down payment, closing costs, etc.) is not enough to ensure a smooth transaction. Having direct and immediate access to the cash is essential.



## TIMELINE

# THE OFFER PROCESS



**THE GOAL:  
UNDER CONTRACT**



## FINALIZE HOME INSURANCE

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It might feel a little strange to take out an insurance policy on a home you don't actually own yet, but most lenders make securing homeowners insurance a condition of giving you a mortgage. You'll want enough coverage to fully replace the home (which might not be the same as your purchase price or the appraised value), and typically the policy should become effective on your closing date.

## ORDER AND ATTEND INSPECTION

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A basic home inspection can raise issues you might face down the road and point out any necessary repairs. This visual assessment covers all aspects of the house and its systems, from the foundation to the roof. If you have a particular concern, like mold or radon, you may want to get one of the more specialized types of home inspections in addition to a standard inspection.

You choose the home inspector and pay for the home inspection. If it uncovers problems that weren't included in the seller's disclosures, you may be able to negotiate with the seller







## ORDER AN APPRAISAL

Once your home is under contract, the next major step is the appraisal — and the sale can't move forward without it. The appraisal outcome can directly impact whether you make it to closing, and it may even affect the final sale price on settlement day. That's why we take extra care during this critical phase. We personally meet the appraiser at your home and provide a detailed information packet to ensure they have everything needed to support a favorable valuation. Our goal is to help the appraised value meet — or exceed — the negotiated price. We follow a proven, strategic process to help avoid any surprises and keep your sale on track!



# CLOSING DAY

## **CLOSING DAY**

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

## **FINAL WALKTHROUGH**

We will do a final walk of the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make 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 an opener
  - Flush toilets
- Run the garbage disposal and exhaust fans

## **CLOSING TABLE**

Who will be there:

- Your agent
- Your Attorney

## **BRING TO CLOSING**

- Government-issued photo ID
- Closing cost (if any)

## **RECEIVE YOUR KEYS ONCE RECORDED**

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

Realtor



## FINAL THOUGHTS

We would love to work with you, please reach out if you have any questions.

# TYRELL TAYLOR

**919.551.3711**

