

YOUR GUIDE TO **BUYING** A HOME



kw SOUTH
SHORE
KELLERWILLIAMS®

Selling PARADISE Group

Christine Nargi

kw SOUTH
SHORE
KELLERWILLIAMS.

christineflhomes@gmail.com 703.447.7714

The Home **BUYING** Process

1

REPRESENTATION

Select an agent to guide you through the home buying process.

2

PRE-APPROVAL

Confirm your purchasing power with a trusted mortgage lender.

3

BUYER CONSULTATION

Analyze your needs and learn about the home buying process

4

SELECT PROPERTIES

Select properties that best fit your criteria.

5

VIEW PROPERTIES

Your Realtor is a resource for property, neighborhood and market analysis.

6

MAKE AN OFFER

Write an offer to purchase. The seller may accept, reject or counter your offer.

7

NEGOTIATE TERMS

Understanding market conditions can lead to a successful negotiation.

8

ACCEPT THE CONTRACT

Once agreement is reached and everyone signs, you have an executed contract.

9

REMOVE CONTINGENCIES

Conduct inspections, complete appraisal & mortgage financing, obtain insurance and title insurance.

10

CLOSING FUNDS

Confirm any email wiring instructions with a phone call to the title company.

11

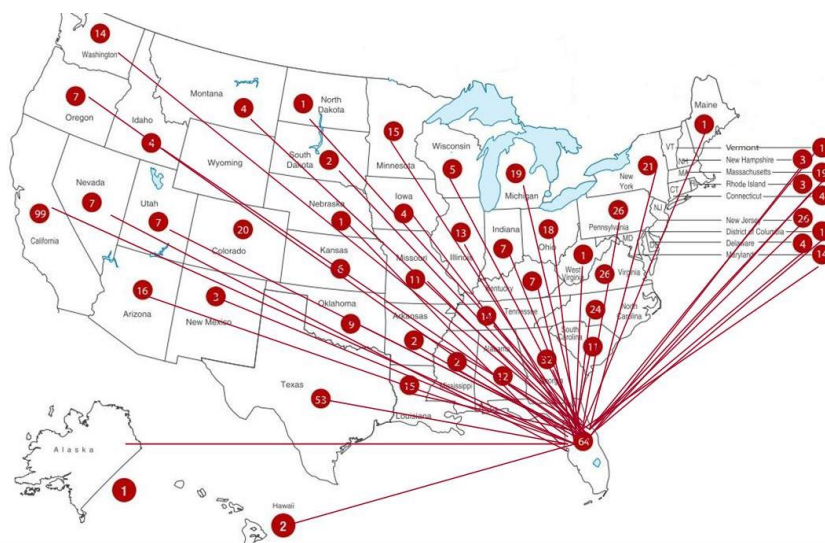
CLOSING

Transfer utilities. The transfer of the property occurs at closing and you now own a home!

Keller Williams Technology and Worldwide Agent Network



My home search app and website are connected directly to the MLS which allows you to easily search for homes and obtain the most accurate, up-to-date information. You can view property details with photos, create notes about what you like about each property and share property information with family, friends and your agent.



High Tech and High Touch

**A worldwide network of 180,000 agents
ready to serve you wherever you need us!**



There are many websites designed to attract consumers who are searching for a home. Using listing data is a way to capture and then sell consumer information.

These websites have no motivation to ensure their data is up to date. Use my website and mobile app for the most current information on homes for sale!

Special Considerations When Buying a Home in Florida

Property Taxes

Homeowners whose principal residence is in Florida may be eligible for a homestead or other exemptions that may significantly lower their property tax assessment. In 1992, Florida voters passed Amendment 10, modifying the Florida constitution to cap the increase in a homesteaded property's assessment to 3% or the annual increase in the Consumer Price Index, whichever is less, each year. A change of ownership triggers reassessment of the property to market value. Because of Amendment 10 and changes in assessed values, some home purchasers may be liable for substantially higher property taxes than the previous owner of the home.

Homeowners Insurance and Flood Insurance

Any property that has a mortgage is required to obtain insurance. (It is also wise for homeowners who pay cash for a home.) Florida has several increased risks for insurance companies which include: hurricanes, sink holes and flooding. It may be necessary to allot more of your housing budget toward insurance than in other states, so it is important to include this figure in your monthly payment calculations.

Community Development District or CDD

These are special taxing districts (usually large master planned communities) that impose special assessments to pay for the construction, operation and maintenance costs of certain public facilities of the district. These assessments are collected with the annual property taxes. These fees are paid in advance, so you will reimburse the seller a prorated amount at closing.

Homeowners Associations and Deed Restrictions

Many of our neighborhoods and communities have HOA associations and deed restrictions that may affect your use of the property. If the property is affected by deed restrictions, you should consult with an attorney to determine the nature of the restrictions and how they will impact your use of the property prior to entering into a contract.

School Districts

Schools are administered by the county and school boundaries are subject to change as the population changes. If school assignments are important to you, contact the local school board directly to verify the school boundaries for the particular property prior to entering into a contract. There is no guarantee of continued assignment under the current system.

Why 87% of Buyers Use a Realtor

Multiple Listing Service (MLS) Properties

As a member of the Multiple Listing Service, your Realtor® can show you any property, even those listed with other real estate companies. Brokers that belong to the MLS have signed an agreement that they will offer compensation to other participating members. If you should see a property on the internet, an ad in the paper, or a sign in a yard, contact your Realtor®. They will research the property and make an appointment to show it to you. Remember, the listing agent agreed to be an advocate for the SELLER when they signed the listing agreement.

For Sale by Owner Properties

Sellers marketing their home on their own often agree to compensate Realtors® that represent buyers. They are simply trying to save on the marketing side of the commission. In order for you to take advantage of all of the services offered by your Realtor®, allow them to make first contact with the seller, show you the property and negotiate on your behalf.

New Construction Homes

Most builders are more than willing to work with agents who accompany the buyer to the property on the initial visit. By working through a Realtor® with builders, you get all the services offered by your Realtor® in addition to those offered by the builder. You'll get more, but you won't pay more for it. The builder and their representatives want to sell you one product - the homes within their community. If you rely solely on the information provided by the builder, you are missing out on the objective insights and expertise of having a personal Realtor®.

Short Sales and Foreclosures Properties

These distressed properties are the most intense real estate transactions in the market. They are sold "as-is" and may have neglected maintenance or need repairs. Short sales can take many months to negotiate and may never close. Having a Realtor® on your side to navigate the process is a tremendous advantage.

"Top 10" Things To Avoid Before Closing

Do not change jobs,
become self-employed or quit your job.

Do not buy a car, truck or van
(or you may be living in it)!

Do not use charge cards excessively
or let your accounts fall behind.

Do not spend money
you have set aside for closing.

Do not omit debts or
liabilities from your loan application.

Do not buy furniture.

Do not originate any
inquiries into your credit.

Do not make large deposits
without checking with your loan officer.

Do not change bank accounts.

Do not co-sign a loan for anyone.

What to Expect at Closing

Prepare for It

Closing day marks the end of your home buying process and the beginning of your new life!

Prior to closing:

Initiate utilities and services to begin on the closing date.

Arrange for a wire transfer of funds to the title company. The amount will be provided by your lender or the title company. **Confirm all wire transfer instructions with a call to your title company as there have been email scams that direct funds to unauthorized accounts.**

Bring to closing:

- Photo IDs
- Social security numbers
- An insurance binder and paid receipt (may be sent by insurance co. or lender)

Own It

Transfer of title moves ownership of the property from the seller to you. The two events that make this happen are:

- Delivery of the buyers funds
This are the funds provided by your lender in the amount of the loan and the balance due from you. **Keys will not be turned over without cleared funds.**
- Delivery of the deed
A deed is the document that transfers ownership of real estate. The deed names the seller and buyer, lists the legal description of the property and contains the notarized signatures of the seller and witnesses.

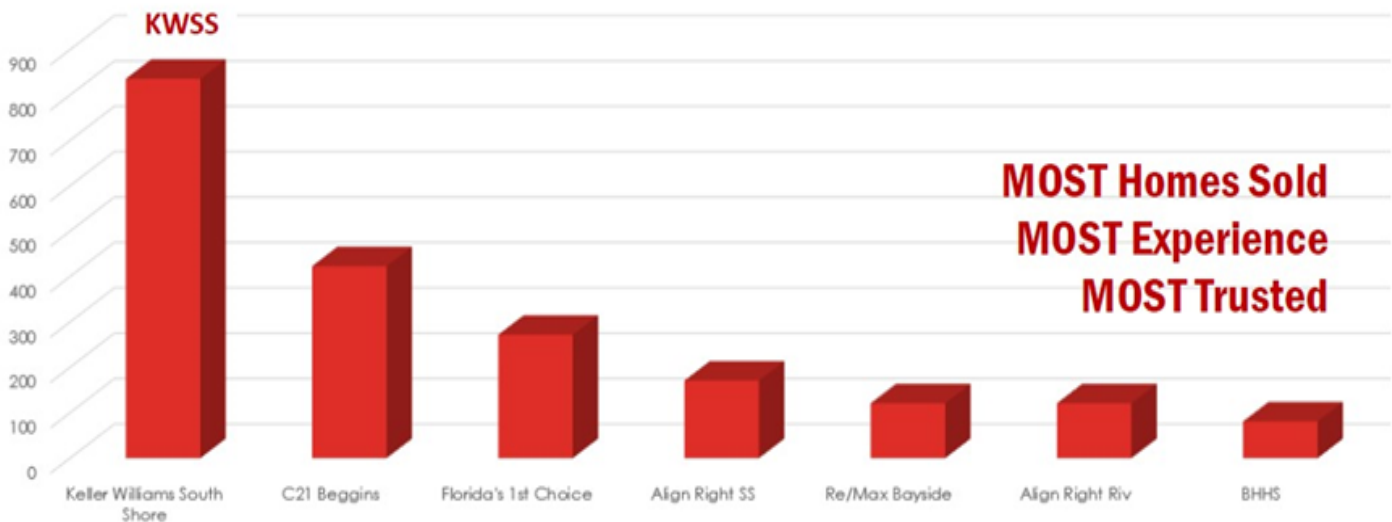
After closing, the deed will be recorded at the county clerk's office. It will be mailed to you several weeks later, after processing. **Don't be fooled by companies offering to provide you with a certified copy of your new deed for a fee.**

Once you receive the deed, apply for the homestead and any other exemptions if this will be your primary residence. If moving from another Florida home, apply for portability.

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MOST Trusted**



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The success of Keller Williams is globally recognized, nationally supported and locally driven. The choice is easy.

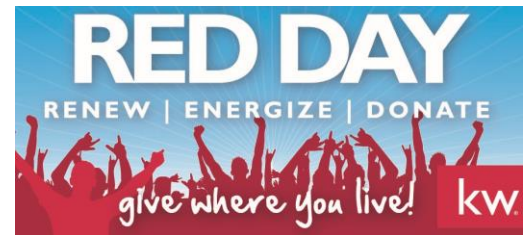
Buy with the company that sells the most homes!

Keller Williams Agents are Trusted ◊ Recognized ◊ Driven by Results

OUR BELIEF SYSTEM

WI4C2TS

- WIN-WIN** or no deal
- INTEGRITY** do the right thing
- CUSTOMERS** always come first
- COMMITMENT** in all things
- COMMUNICATION** seek first to understand
- CREATIVITY** ideas before results
- TEAMWORK** together everyone achieves more
- TRUST** starts with honesty
- SUCCESS** results through people





Christine Nargi
Selling PARADISE Group
Keller Williams South Shore
109 Harbor Village Lane
Apollo Beach, FL 33572
703-447-7714