

# The Ultimate Guide to Buying Your First Home in Northern California

**Your Path to Financial Growth,**

**Presented by Amy DeBusk**



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**MORTGAGE MADE EASY ACADEMY**



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# Welcome to Homeownership!

Buying your first home is an exciting journey! This guide will provide the tools, insights, and confidence you need to navigate the process and achieve your dream of homeownership.



## 1 Why Homeownership is a Great Investment

- **Wealth Building:** Every mortgage payment builds equity, creating a built-in savings account.
- **Property Value Growth:** Homes generally appreciate over time.
- **Tax Benefits:** Potential savings on mortgage interest and property taxes.
- **Stability:** Owning your home offers long-term security for you and your family.

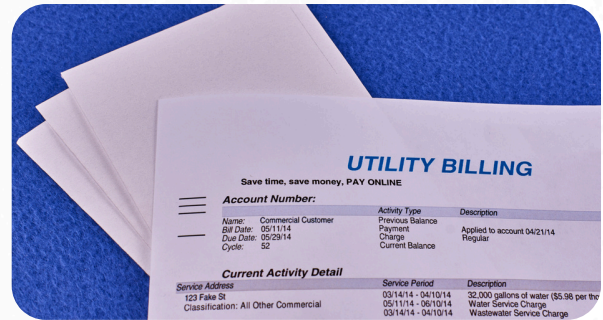
## 2 Shifting Your Mindset



- **You Don't Need 20% Down:** Many programs require much less.
- **Perfect Credit Isn't Necessary:** Minimum 640 for most programs.

- **Debt Free is Optional:** You can still qualify while managing other debts.
- **Market Timing Doesn't Have to Be Perfect:** With expert guidance, it's always possible to find opportunities.

## 3 Defining Your Why



### Ask yourself:

- Why do you want to buy a home? (e.g., space for a growing family, building wealth, or achieving stability.)
- What are your priorities? (e.g., location, proximity to work, school quality, or neighborhood amenities.)
- What's your vision for your future home? (e.g., backyard, home office, or investment potential.)

## 4 Down Payment Assistance Programs: Your Secret Weapon



For many first time homebuyers, saving for a down payment is the biggest hurdle. Here's the good news: Northern California offers several assistance programs to make buying a home more affordable.

### Key Programs in Northern California

- **CalHFA MyHome Assistance Program:** Covers 3% (conventional) or 3.5% (government loans) of the purchase price.
- **CalHFA Forgivable Equity Builder Loan:** Offers up to 10% of the purchase price, forgivable after five years.
- **CalHFA ZIP Program:** Zero interest loan for closing costs.
- **Local City & County Programs:** Grants and incentives specific to areas like Sacramento and Placer counties.



## 5 Avoiding Common First Time Buyer Mistakes

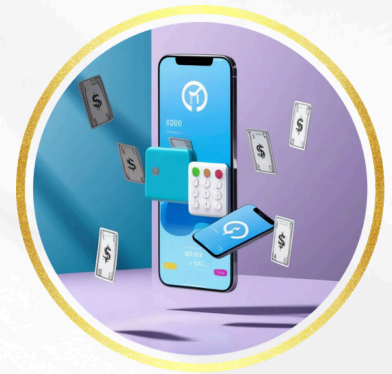
- **Skipping Assistance Programs:** Don't leave money on the table. Explore all your options.
- **Misunderstanding Costs:** Learn about closing costs like lender fees, escrow fees, and prepaids.
- **Buying Without Representation:** Builders' sales teams work for the builder, not you. Always have a buyer's agent.



## 6 The Home Buying Process in 10 Steps

1. **Discovery Call:** Book a 30 minute consultation.
2. **Soft Credit Pull:** Evaluate your credit without affecting your score.
3. **Documentation:** Gather financial details for pre approval.
4. **Loan Proposal:** Review tailored loan options during a Zoom meeting.
5. **Pre Approval Letter:** Know your budget before shopping.
6. **Home Shopping:** Work with a buyer's agent.
7. **Make an Offer:** Submit a competitive offer.
8. **Inspections:** Assess the home's condition and negotiate repairs.
9. **Quiet Period:** Loan processing and appraisal. Avoid major financial changes.
10. **Closing Day:** Pay closing costs, then get your keys!

## 7 Buyer's Market in Northern California



Take advantage of the current buyer's market in areas like the Sacramento Valley:

- Negotiate seller credits.
- Secure down payment assistance.
- Lock in flexible terms before the market shifts.



# 8

## Take the First Step Today!

Buying your first home doesn't have to be overwhelming. With the right guidance and resources, you can confidently achieve your dream of homeownership.

**Schedule Your FREE Discovery Call Today**



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FREE DISCOVERY CALL