Home Buyer Guide

NEAL & NEAL TEAM

Ray & Corinne

eXp REALTY

About

Ray & Corinne

Ray and Corinne are a dedicated husband-and-wife real estate duo with the Neal & Neal Team at EXP Realty, serving San Antonio and its surrounding areas with pride and expertise. As part of one of the region's most respected real estate teams, we combine local market knowledge, proven strategies, and cutting-edge technology to deliver exceptional service and results to our clients.

With years of experience helping clients from all walks of life, we understand that no two situations are the same. We take the time to listen, plan strategically, and deliver a seamless, stress-free experience that's built around your needs. Our goal isn't just to close deals—it's to build lasting relationships founded on trust, transparency, and a genuine commitment to your success.

Get in touch today and let's start your journey home together.

We are so excited to work with you!

Why WorkWith **eXp Realty?**

eXp Realty is the fastest growing independent real estate brokerage in the world and the #1 growth leader across transactions, volume, and agent count, breaking down boundaries with a cloud-based model that gives our agents the tools, tech, coaching, and training to be the most productive in the industry.

Through our state-of-the-art technology, cutting edge lead generation engine, and global reach, we are putting agents at the core of our company. our resources allow agents to dedicate more time to understanding your needs, providing exceptional customer service, and tapping into a worldwide network to discover the perfect property for you. Our approach ensures that you have a personalized and comprehensive home buying experience.

About
THE NEAL & NEAL TEAM

The Neal & Neal Team was founded in 2010 by twin brothers Clint and Shane Neal with a focus on residential real estate in San Antonio and the surrounding areas. As our name suggests, we take a team approach to provide knowledgeable advice, cutting edge technology, and the ultimate level of customer service for our clients. We have a keen understanding of the markets that exist and our success is evident in the loyalty of our clients and in our business growth of 50%-200% year over year. In a few short years, our dedication to our clients has catapulted us to the #1 Residential Real Estate Team as named by the San Antonio Business Journal.

With a reputation built on professionalism, honesty, and a straightforward approach, our Team's philosophy is to make lifelong relationships, not just random real estate deals. We understand how valuable your time is and our objective is to work behind the scenes to make your goals happen with as little of your time and effort as possible.

We are so excited to work with you!

AWARDS

Dave Ramsey's Endorsed Local Providers

TOP AGENT ON ZILLOW

America's Fastest-Growing Private Companies Inc. 5000

PLATINUM TOP 50 REALTORS

FastExpert 2024 #1 Agent National

#1 KELLER WILLIAMS TEAM IN SAN ANTONIO
2024

#3 KELLER WILLIAMS TEAM WORLDWIDE
2024

#1 REAL ESTATE TEAM IN SAN ANTONIO
San Antonio Business Journal

PLATINUM TOP 50 REALTOR WINNER
2015-2024

#1 AGENT NATIONALLY - FAST EXPERT
2024

INC. 5000 FASTEST GROWING COMPANY
Most Successful Companies in America

#35 TOP LARGE TEAM OF REALTRENDS + TOM FERRY, THE THOUSAND LIST
The Wall Street Journal

Why Choose **Buyer Representation**

Ray & Corinne

with *The Neal & Neal Team*

MARKET EXPERTISE

With over 10 years of real estate experience in the greater San Antonio area, we pride ourselves in being experts in this market, offering customized strategies to assure you achieve your home ownership goals.

ADVOCACY AND NEGOTIATION

When we exclusively represent you as a home buyer, we are able to negotiate skillfully on your behalf from purchase price, seller concessions, repairs, contingencies, and other factors important to you.

ACCESS TO RESOURCES

We have a wealth of resources at our disposal, including market data, industry contacts, skilled vendors, and legal expertise, all of which streamline the home buying process and help our clients make informed decisions.

COMMUNICATION

There can be over 10 parties involved in a real estate transaction. When working with a NNT buyers agent, we are at the center of it all facilitating a smooth transaction for you!

CLIENT FIRST MENTALITY

Our goals are driven by your wants and needs. We always put our clients needs first. Your motivation and "why" drives our entire process.

THE HOME BUYER *Roadmap*

Buying your dream home is an exciting experience! Understanding the whole process up front helps to make it as stress-free as possible. Here is a roadmap to better equip you on this journey!

MEET AGENT
We meet to discuss your needs and my responsibilities for your home search

GET PRE-APPROVED
APPROVED

You will talk with a lender and provide them info so we are prepared to make an offer

HOME TOUR
We will tour homes, give feedback, and adjust criteria if necessary

MAKE AN OFFER
OFFER

We will research comps and strategize the best offer terms for your situation and that property

UNDER CONTRACT
Once all terms are settled on and all parties have signed off, you'll be under contract

OPTION PERIOD
The first 5-10 days are for inspections and negotiating repairs of big ticket items

APPRASIAL
After option, the lender will order an appraisal to ensure you are not over paying

FINALIZE LOAN
Get all requested documents delivered to your lender in a timely manner

FINAL WALK THROUGH
Our last tour of the home to make sure everything is as it should be before closing

almost home!

CLOSING DAY
You'll wire funds, all parties will sign documents, and you'll get your keys!

Congratulations!

PREPARE YOUR FINANCES

GET PREAPPROVED

A PREAPPROVAL IS REQUIRED TO BE SUBMITTED WITH AN OFFER ON MOST HOMES.

WHY IS IT IMPORTANT?

- So you are ready to make an offer when you find “the one”
- To know your purchasing power before looking for a home
- Ability to customize your offer to your financial needs
- Assure you are not spending money flippantly once under contract
- It saves you time and allows your agent to act quickly on your behalf

WHAT NOT TO DO

- BUY OR LEASE A CAR
- CHANGE JOBS
- MISS A BILL PAYMENT
- OPEN A LINE OF CREDIT
- MOVE MONEY AROUND
- MAKE A MAJOR PURCHASE

Any of these types of changes could jeopardize your loan approval. It's standard procedure for lenders to also do a final credit check before closing.

YOUR MORTGAGE GUIDE

COMMON LOAN TYPES

CONVENTIONAL LOAN

The most common type of home loan, which is offered through private lenders.

FHA LOAN

Loans designed for those with high debt-to-income ratios and low credit scores, and most commonly issued to first-time homebuyers. Offered by FHA-approved lenders only and backed by the Federal Housing Administration.

VA LOAN

Loans designated for veterans, spouses, and reservists, offered through private lenders and guaranteed by the U.S. Department of Veteran Affairs.

USDA LOAN

Loans for homebuyers in designated rural areas, backed by the U.S. Department of Agriculture.

TYPE OF LOAN	DOWN PAYMENT	TERMS	MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
CONVENTIONAL	0 - 20%	15-30 Years	On down payments under 20%	620
FHA	3.5 - 20%	15-30 Years	For 11 years or life of the loan	580
VA	None	15-30 Years	None	640
USDA	None	15-30 Years	None	640

PREPARE YOUR FINANCES

COST OF BUYING

OUT OF POCKET

Up front costs are those that have to be paid out of pocket once you go under contract. Some of them will show as a credit for you as prepaid at closing.

Option Fee: ~$100-200, due within 3 days of contracting
Earnest Money: ~1% of sales price, due within 3 days of contracting
Inspection Cost: ~$450-600, due at the time of inspection
Appraisal: ~$600-700, due at the time appraisal is ordered

DUE AT CLOSING

Closing costs are those that are paid together in one lump sum at closing. The buyer and seller each have their portion of closing costs specific to their role in the transaction. Below are some closing costs you can prepare for:

Down Payment: 3-20% of the sales price, depending on loan type
Taxes: ~3-4 months for escrow account
Insurance: ~3-4 months for escrow account
Title Fees: ~Typically a $500 charge
Lender Fees: ~Range from $1,300 - $1,900 depending on the lender
Transaction Fee: $595 processing and handing fee paid at closing

A good rule of thumb is to account for paying approximately 3.5% of the sales price of the home in closing costs.

Numbers above are general estimates and may vary from situation to situation.

WRITING A WINNING OFFER

COMPETITIVE OFFERING

*Writing the offer and negotiating the deal on your behalf is where **great agents** set themselves apart from the rest!*

OUR BUYING CLIENTS RECEIVE AN AVERAGE OF 6% IN SAVINGS!

Average 3% off list price!
Average $7,700 in seller concessions!
Average $600 in home warranty!

FACTORS TO TAKE INTO ACCOUNT WHEN WRITING AN OFFER:

Recent Comparable Sales in the Area
Days on Market
List Price to Sold Price Ratios
Price Adjustments
Closing Costs Paid
Your Purchasing Power & Special Situations

CONTRACT TO CLOSE

1

INSPECTION & OPTION PERIOD

The option period provides a critical safeguard for you, allowing time to conduct due diligence and make an informed decision to move forward. It ensures that you have the opportunity to thoroughly inspect the property and negotiate any necessary repairs or adjustments before fully committing to the purchase. During this time we are focused on big ticket items and major defects, not normal maintenance items that come with homeownership.

2

APPRAISAL

A home appraisal is a professional assessment of a property's market value, required by mortgage lenders to ensure the loan amount is justified. It typically takes place after the option period. The appraiser inspects the home, compares it to recent sales of similar properties, and provides a detailed report. This process protects both the buyer and the lender.

3

HOMEOWNERS INSURANCE

Homeowners insurance protects your home and possessions against damage and theft. It is required to be in place prior to closing. I recommend starting to shop for homeowners insurance policies after our option period is over.

4

HOME WARRANTY

A home warranty is a service contract that covers the repair or replacement of major home systems and appliances that break down due to normal wear and tear. It typically lasts for one year and can be renewed annually. Home warranties provide financial protection and peace of mind for homeowners.

SPECIAL PROGRAMS FOR UNIQUE SITUATIONS

homeward

CASH BACKED OFFER

This is a guarantee to the seller that Homeward will purchase if your contract falls through, making the seller feel comfortable and confident in selecting your offer.

BUY BEFORE YOU SELL

Buy Before You Sell gives you the power of a cash offer without selling your home first, and helps you avoid the uncertainty of the traditional real estate transaction.

BUY WITH CASH

A Buy With Cash offer helps you buy a new home before you sell, negotiate better terms, or beat the competition by using Homeward's Cash instead of your own.

SELL BEFORE YOU LIST

The SBYL program allows you to quickly sell your home directly to Homeward without going on the market. You get your cash out of the home - fast. What makes this program unique from others is that when Homeward sells the home, you get the profit if sold at a higher price!

WHAT'S NEXT?

OUR NEXT STEPS

I will send over Buyers Representation documents which allow me to show you homes and represent you to the fullest extent.

I will connect you with a few mortgage lenders so you can begin applying and shopping for the best rates, closing costs estimate, and situation for you.

I will set up a customized home search for you where you can view and favorite properties as they come on the market.

I will also send you a MyAgent connection on Zillow so you can easily send me properties you'd like to view via the Zillow app.

We will begin the search to find you the home of your dreams!!

TWO REALTORS, ONE MISSION: DIVIDE AND CONQUER

A STRATEGIC HOME BUYING EXPERIENCE, POWERED BY TEAMWORK

1. First Showings
   - Lead Realtor: Ray – Coordinates and hosts home showings
   - Supporting Realtor: Corinne

2. Buyer Consultation
   - Lead Realtor: Corinne – Schedules Zoom or in-person meetings to walk you through the home buying process
   - Supporting Realtor: Ray

3. Get Pre-Approved
   - Lead Realtor: Corinne – Connects you with a trusted lender for pre-approval
   - Supporting Realtor: Ray

4. Home Search & Showing Schedule
   - Lead Realtor: Corinne – Sets up a personalized home search portal so you can view and favorite listings in real time
   - Supporting Realtor: Ray

5. Showing & Negotiation
   - Lead Realtor: Ray – Walks you through homes and handles the negotiation strategy
   - Supporting Realtor: Corinne

6. Writing & Submitting the Offer
   - Lead Realtor: Corinne – Prepares and sends offer documents for signatures (based on terms discussed with Ray during negotiations)
   - Supporting Realtor: Ray

TWO REALTORS, ONE MISSION: DIVIDE AND CONQUER

A STRATEGIC HOME BUYING EXPERIENCE, POWERED BY TEAMWORK

7. Offer Accepted – Transaction Coordinator Takes Over

- Meet Brenda Marquez – Our Transaction Coordinator
- (224) 659-6922
- Brenda@nealteam.com
- Available: Monday–Friday, 9 AM – 5 PM
- Once your offer is accepted, Brenda ensures a smooth process all the way to the closing table:
- Sends introductory email to all parties
- Adds key contract dates to your calendar: option period, closing date, loan approval, etc.
- Orders the home inspection
- Coordinates earnest money and option fee payments
- Assists with obtaining any missing signatures or initials flagged by compliance
- Helps with simple contract amendments (e.g., date changes)
- Sends executed amendments to all parties
- Coordinates with Title to order survey or HOA documents
- Sends Home Warranty info and places the order when appropriate
- Shares utility transfer instructions before closing
- Schedules closing day logistics
- *If Brenda is unavailable, contact Ray directly for assistance.

8. Welcome Home!

- Congratulations, Homeowner!
- We're honored to have been part of your journey. Our mission was to make this process smooth,
- efficient, and successful — and we couldn't be happier to hand you the keys to your future.
- But remember, our relationship doesn't end at the closing table. We're here whenever you need
- us — whether it's your next move, a referral for a great contractor, or a market update.

Two Realtors. One Mission. Always Here for You!

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eXp REALTY

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