



Realogics

Sotheby's

INTERNATIONAL REALTY

HOW I HELP YOU

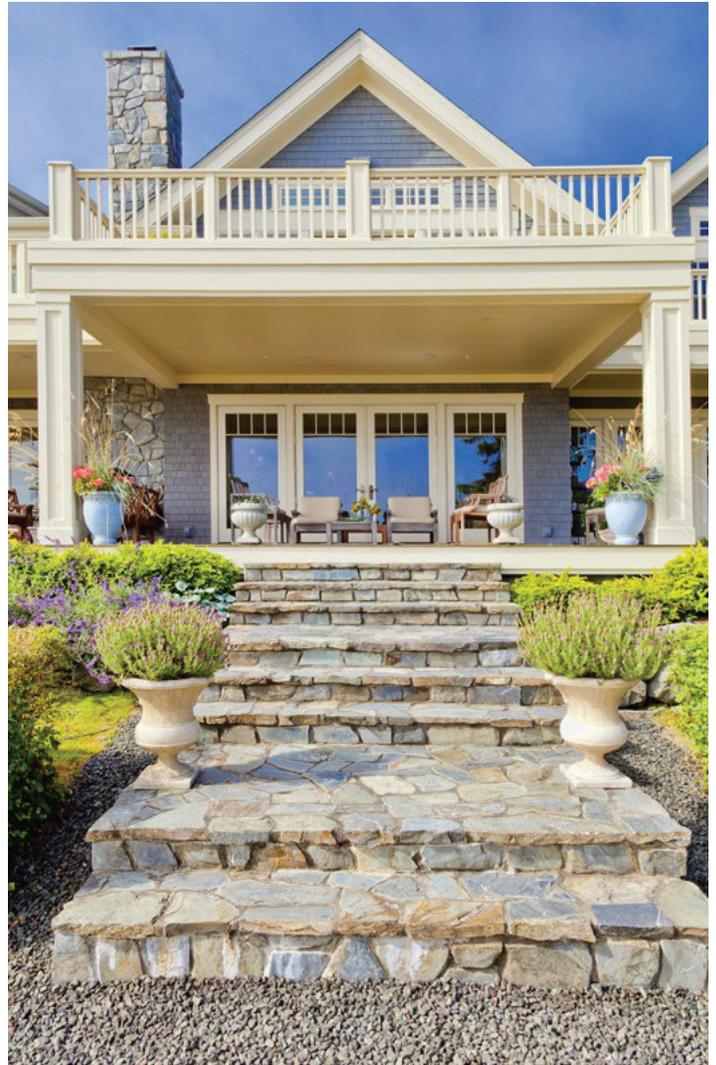
BUY YOUR HOME

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Helping you find and purchase a home is only one facet of my job;

IN ADDITION, I WILL:

- Explain real estate principles, contracts and documents
- Refer you to a reputable lender that can help you assess your financial situation and pre-approve you for a loan
- Help you determine the types of homes and neighborhoods that most fit your needs
- Arrange tours of homes that meet your criteria
- Provide you with detailed information about homes you're interested in
- Determine the market value of homes you're interested in
- Assist you in writing and negotiating a mutually-accepted purchase and sale agreement
- Accompany you to the inspection
- Coordinate necessary steps after inspection
- Work with the escrow company to ensure all needed documents are in order and completed in a timely manner



SO BY WORKING WITH ME, YOU WILL:

- Be more likely to find the home that meets all your criteria
- Decrease the amount of time it takes to find your home
- Understand all the terms, processes and documents involved
- Have current market information to make informed decisions
- Have a skilled negotiator on your side
- Have peace of mind that all the details are being handled

HOW MUCH YOU CAN AFFORD?

Determining how much you can afford before you begin your home search will save you valuable time.

I can help you locate a lender who will assist you in finding a financing package that will best meet your needs. But there are a few steps you should consider beforehand to make the process as smooth as possible:

CREDIT REPORT

It's important to check your credit report before you see your lender because:

- Lenders check this to determine the amount of loan you qualify for
- It allows you to correct any mistakes in the report before lenders see it
- If there are any blemishes in your report that are not errors, you should be prepared to explain them to your lender

You are entitled to one free request each year from each of the three credit bureaus. The best way to do this is to go online to [AnnualCreditReport.com](https://www.annualcreditreport.com).

CREDIT SCORE

You may want to check your credit score at the same time you check your credit report (usually for a fee). This score influences how much lenders are willing to loan to you and at what interest rate.

DOWN PAYMENT

Most lenders will give better financing terms to borrowers that can put a 20 percent down payment on the purchase. If you are unable to do so, you will likely be required to purchase Private Mortgage Insurance (PMI) and perhaps pay a higher interest rate.

PREAPPROVAL

A letter of preapproval from a lender shows that they have checked all your documentation and are prepared to make you a loan. Getting preapproved prior to starting your home search saves you time by:

- Keeping you focused on viewing only the homes that are within your budget
- Helping you obtain your financing more quickly once you find a house you want to buy



IDENTIFYING YOUR PRIORITIES

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PERSONAL PROFILE

Name(s): _____

Address: _____

Phone: (home): _____ (cell): _____ (work): _____

Own ____ Rent ____ Years in this home ____

Children: (names/ages) _____

MOTIVATION

Reason for move: _____

When do you want to move in? _____

Is that date flexible? If not, why not? _____

How long have you been looking for a home? _____

Have you seen any homes you like? ____ Yes ____ No

If yes, why didn't you buy? _____

Are you looking at homes with any other sales associate? ____ Yes ____ No

Where do you work? (location) _____

When is the best time to look at homes? _____

When we find the right home for you, will there be anything that could keep you from buying it? Will anyone else be involved in the buying decision? _____

HOUSING INFORMATION

What's most important to you in a home? _____

Do you have (or anticipate) any hobbies, interests or lifestyle factors that would affect your housing needs? _____

Are schools important? ____ Yes ____ No If yes, what aspects? _____

Where do you want to live? _____

What style of home do you prefer? ____ Rambler ____ Two-Story ____ Condo ____ Traditional ____ Contemporary ____ Modern

How many Bedrooms? _____ Baths _____ Living Areas _____

Yard Size _____ Garage Size _____

WHAT IF I NEED TO SELL MY HOME BEFORE I BUY A NEW ONE?

To put yourself in the best negotiating position before you find the new home you want, hire a qualified real estate agent to help you put your home on the market. Once you write an offer on a new home, your offer will be “contingent” upon the sale of your home. A buyer in this position may not have the same negotiating power as one whose home has already sold (or at least has an accepted offer). The seller may be hesitant to accept your offer because there are too many things that must happen before the sale can close.

HOW DOES MY OFFER GET PRESENTED TO THE SELLER?

I will call the agent who is the listing agent for the home you have chosen. We will make arrangements with the seller to present your offer. I will be there to explain the details of your offer and negotiate on your behalf.

WHAT HAPPENS IF I OFFER LESS THAN THE ASKING PRICE?

If you offer less money, the seller has three options. They can accept the lower offer, counter your offer, or reject it completely. Remember that there could be another buyer who is also interested in the home you've chosen. If they happen to write an offer at the same time you do, the seller will have two offers to compare.

There are usually many aspects of each offer to consider, but ultimately the seller will want to accept the best and most complete offer. In active real estate markets, homes often sell for their listed price. In hot markets, there may be many buyers competing for the same house, which sometimes drives the final sale price above the original listing price. As a real estate professional, I can help you plan your strategy, based on the current real estate market in our area.

DOES IT COST ME MONEY TO MAKE AN OFFER?

When you write the offer on the home you've chosen, you will be expected to include an earnest money deposit. The deposit is a sign of your good faith that you are seriously interested in buying the home.

WHERE DOES MY EARNEST MONEY GO?

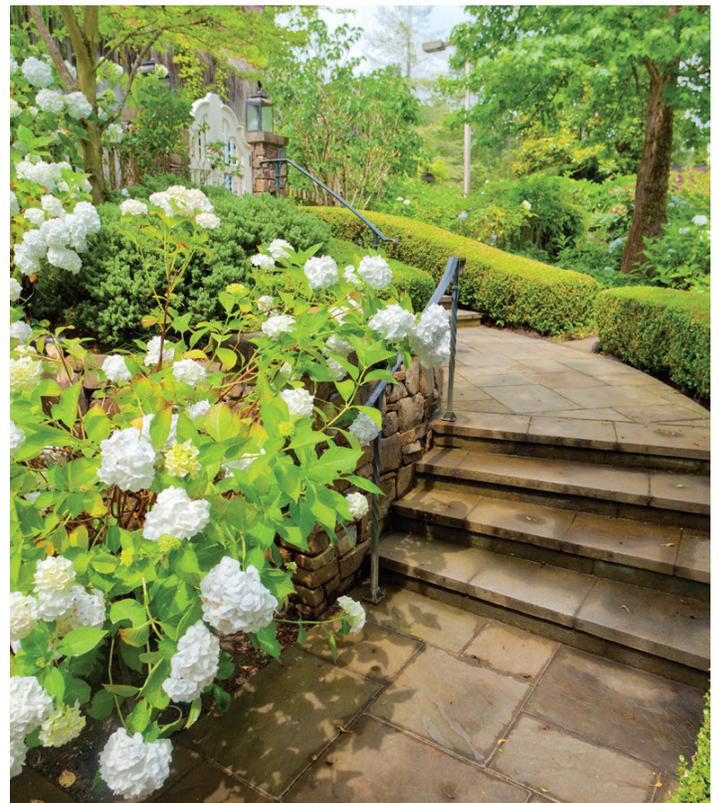
Once the buyer and seller have a mutually accepted offer, the earnest money is deposited into a trust account. That deposit becomes a credit to the buyer and becomes part of the purchase expense.

CAN I LOSE MY EARNEST MONEY?

Real estate contracts are complicated legal transactions. This is another area where having a knowledgeable and professional agent is a necessity. Rarely does the buyer lose the earnest money. Most often, if the transactions falls apart, there are circumstances beyond the buyer's control that cause it to happen. If the buyer willfully decides, however, that they no longer want to buy the house and has no legal reason for rescinding their offer, then the seller has the right to retain the earnest money.

IS THAT ALL THE MONEY THAT'S INVOLVED?

Some lenders require the cost of the appraisal and credit report at the time of the loan application.



BUYER'S TERMS

LOAN AMOUNT

The amount of the mortgage based on the purchase price, minus the down payment.

DOWN PAYMENT

Cash that the buyer provides the lender as their portion of the purchase price. The down payment is considered the buyer's equity (or cash investment) in their home.

POINTS

Fees charged by the lender to offset their interest rate, if it's below the prevailing market rate. One point equals one percentage point – so one point on a \$100,000 loan would be \$1,000.

APPRAISAL FEE

The amount paid for the lender's appraisal of the property.

CREDIT REPORT FEE

The fee charged by the lender to obtain a credit report on the buyer.

TITLE INSURANCE FEE

A one-time premium that a buyer pays for protection against loss or damage in the event of an incorrect search of public records or misinterpretation of title.

The title insurance policy also shows what the property is subject to in terms of liens, taxes, encumbrances, deed restrictions, and easements.

ESCROW FEE

The amount a buyer pays the escrow company or closing agent for preparing papers, accounting for all funds, and coordinating the information between all parties involved in the transaction.

CLOSING COSTS

A general term for all the estimated charges associated with the transfer of ownership of the property.

PREPAID INTEREST

The amount of interest due on the loan during the time period between the closing of escrow and the first mortgage payment, due at the time of closing.

PITI

The estimated house payment, including principal, interest, taxes, and insurance.

PRINCIPAL AND INTEREST

The loan payment, consisting of the amount to be applied against the balance of the loan, and the interest payment, which is charged for interest on the loan.

TOTAL CASH REQUIRED

The total amount of cash the buyer will need, including down payment and closing costs.

PREMIUM MORTGAGE INSURANCE (PMI)

Insurance for the lender, to cover potential losses if the borrower defaults on the loan.



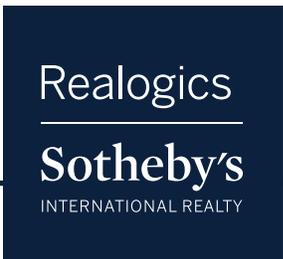
WORKSHEET FOR
HOME COMPARISON



FEATURES	PROPERTY 1	PROPERTY 2	PROPERTY 3	PROPERTY 4	PROPERTY 5
ADDRESS					
PRICE					
LIVING ROOM					
DINING ROOM					
FAMILY ROOM					
KITCHEN					
BEDROOMS					
BATHS					
FLOOR PLAN					
YARD					
GARAGE					
FEATURES					
LOT					
LOCATION					
DOES IT MEET YOUR NEEDS?					

ADDITIONAL COMMENTS: _____

ESTIMATE OF
BUYER'S EXPENSE



PREPARED FOR _____

PREPARED BY _____

DATE _____

PROPERTY ADDRESS _____

ADD ITEMS FOR TOTAL BUYER'S EXPENSE

Based on sales price of	_____	
Loan amount	_____	
Real estate taxes	_____	
Hazard insurance	_____	+
Mortgage insurance	_____	+
Interest insurance	_____	+
Title insurance	_____	+
Loan service fee (____%)	_____	+
Discount points	_____	+
Document recording	_____	+
Appraisal fee	_____	+
Half of the escrow fee	_____	+
Credit report	_____	+
Tax registration fee	_____	+
Septic/water inspections	_____	+
Miscellaneous	_____	=
Subtotal	_____	
Down payment	_____	+
Total buyer's expense	_____	

REQUEST FOR LOAN INFORMATION



LENDER

Attention _____
Phone _____
Address _____

REFERENCE

Loan Number _____
Property Address _____
Address _____

You are hereby authorized and directed to provide the following information to our agent,

_____ at Realogics Sotheby's International Realty _____
Agent Name Seller Signature

Please return to Realogics Sotheby's International Realty _____
Office Address

Type of loan _____	Original Amount _____	Current Interest _____
Origination date _____	Present Balance _____	Next Payment Due _____
Original term _____	Payment penalty, if any _____	
Has loan been sold? _____	To Whom? _____	
Type of loan _____	Original Amount _____	Current Interest _____

PAYMENT INFORMATION

Principal and interest	\$ _____	Reserve for taxes	\$ _____
Reserve for insurance	\$ _____	Reserve for M.I.P.	\$ _____
Other	\$ _____	Total Monthly Payment	\$ _____

ASSUMPTION INFORMATION

Is Loan assumable? ___ Yes ___ No Assumption fee? (amount) _____
Credit package required? ___ Yes ___ No Adjusted rate, if applicable _____

Once the property is sold, the sale will be subject to an existing loan on a real estate contract or Note and Deed of Trust.

Signature of Lender Title/Position Date

CLOSING ACTIVITIES

