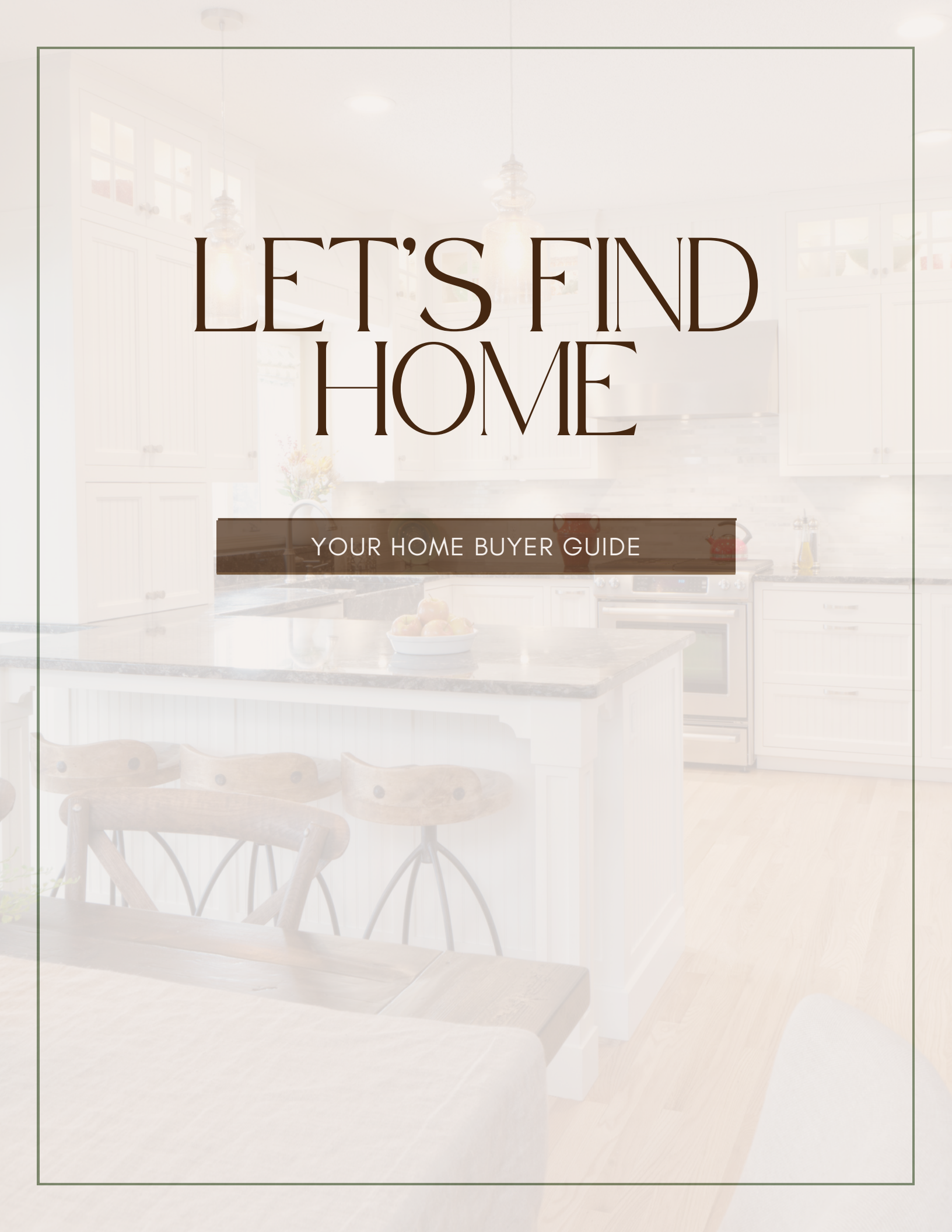




LET'S FIND HOME

YOUR HOME BUYER GUIDE

Hello! A LITTLE ABOUT US

MY EXPERIENCE

- 10+ YEARS IN BUSINESS
- \$100M+ VOLUME SOLD
- HAR.COM'S TOP 20 UNDER 40
- BACKGROUND IN FAMILY LAW & CHILD WELFARE
- CERTIFIED INTERIOR DESIGNER
- CERTIFIED REAL ESTATE COACH & INSTRUCTOR

CORE VALUES

- PROFESSIONALISM & TRANSPARENCY
- HONESTY & INTEGRITY
- CLIENT FOCUS
- GROWTH MINDSET & CONTINUOUS LEARNING
- EMPATHY & UNDERSTANDING
- UPHOLD HIGHEST ETHICAL STANDARDS



TO ME, EXCEPTIONAL SERVICE AND A PERSON'S CORE VALUES ARE INSEPARABLE. THEY GO HAND IN HAND, SHAPING THE WAY I APPROACH EVERY CLIENT AND EVERY TRANSACTION

The Home Buying Timeline

Our Signature Process

Step One

Meet with a Professional

Before you even begin the home buying process, I suggest that you sit down with a lender and get pre-approved. Together, you will determine the best mortgage type for your situation, as well as how much house you will be able to afford. Be sure to get a pre-approval letter before leaving.

Step Two

Pre-Approval

After you have met with your lender, we can sit down and discuss the type of home you're looking for. We will discuss style, price, location, and any other features that you find important for your home.

Step Three

Search and Showings

Now the fun part! I will set you up on a custom client search that will send you every available home that meets your criteria for your home. From there, I will schedule showings and we will go view the homes that you are interested in.

Step Four

Make an Offer

After finding the right home, we will discuss important factors and criteria needed to submit in a strong offer. We will discuss offer price, inspection time period, financial contingencies, etc.

Step Five

Negotiate and Contract

The seller will have the opportunity to accept, reject or counter your offer. I will help you understand all the terms of the contract to decide the best course of action for securing your home on terms that work for you.

Step Six

Escrow

You will deposit to agreed upon earnest money. You will schedule any inspections during the time period negotiated in the contract and we will negotiate any repairs requests you would like to make with the seller.

Step Seven

Final Details

The mortgage lender will typically order an appraisal to determine the value of the home. I will educate you on your rights as a buyer and will offer you alternative routes to take if the appraisal should come back low in value.

Step Eight

The Closing

After your loan has been processed you will receive the clear to close from your lender. We will perform the final walk-through before closing. After you sign the documents, it's time to celebrate because your home purchase is now complete!



FINANCES

Hiring a Trusted Lender



Before you officially begin your home search, I always recommend to begin with talking to a lender and getting pre-approved. A lender will be able to answer all of your questions regarding finances and give you a clear understanding of the exact price range you will be pre-approved for and an estimate of the expenses to expect.

QUESTIONS TO ASK WHEN INTERVIEWING LENDERS...

- ✓ What is the best type of loan for me?
- ✓ Any special discounts or programs?
- ✓ What is the best interest rate can you offer?
- ✓ When can you lock in my rate?
- ✓ What fees are charged? (Fee Sheet)
- ✓ What are my estimated closing costs?

THINGS YOU WILL NEED FOR YOUR MEETING

- ✓ Past two years of Tax Returns
- ✓ All W-2 Forms for the past year
- ✓ Bank Statements
- ✓ List of Debts
- ✓ Investment Statements
- ✓ ID and SSN

Finding a trusted Lender is a very important step in the buying process. This step can determine your buying power and the affordability for homes at the top of your budget. This is one reason why I am here to help navigate through the lending process.

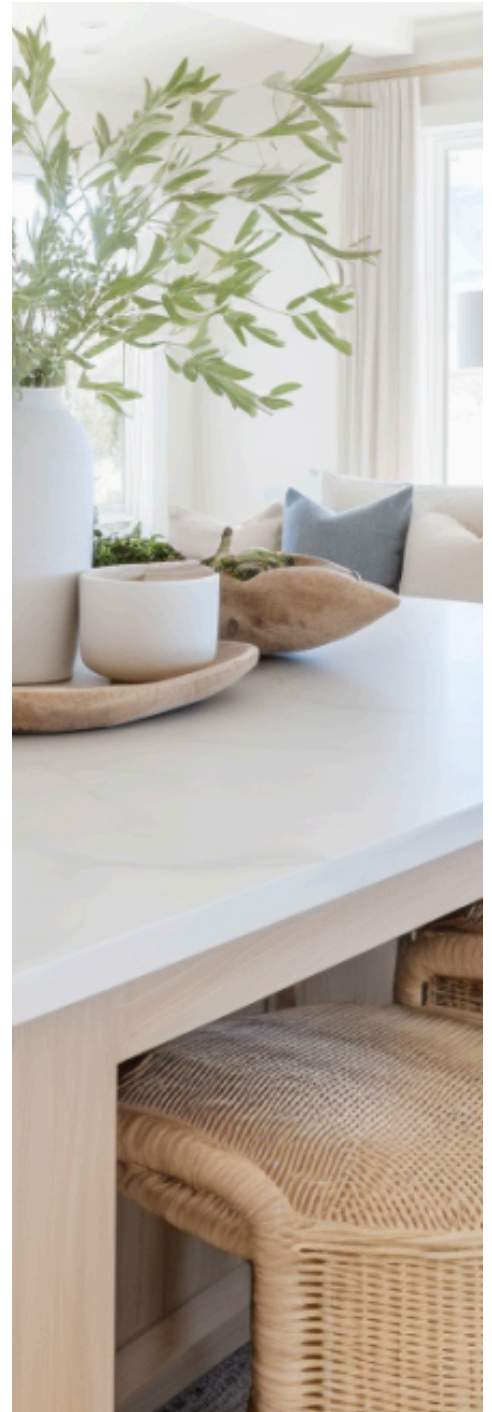
OFFERS & NEGOTIATIONS

Presenting a Strong offer

Information to Discuss Before offer

Before we begin writing an offer, we will need to gather some documents and discuss some important details...

- ✓ Financing (contingencies, terms ect.)
- ✓ Price base on market analysis
- ✓ Terms that will make offer stand out
- ✓ Offer Strategy
- ✓ Timeline
- ✓ Upfront out of pocket expenses
- ✓ Closing Costs



UNDER CONTRACT!

BUYER'S OUT OF POCKET EXPENSES

Many buyers expect that they won't need to pay anything until closing, but there are several expenses that can arise before that final day, which can be a financial shock if they're not anticipated. Here are the common out-of-pocket expenses and why they can be surprising:

Earnest Money

- Advance payment to bind a contract
 - Due upon acceptance of offer
 - Typically 1% of the sales price
 - Can be a personal check, cashiers check, or wired to title

Option Money

- An amount paid to the seller for the buyers right to perform and option period (inspections)
 - Due upon acceptance of offer
 - Typically \$150 - \$250 for 10 days

Inspections

- *You may not need all of these Inspections*
 - Home Inspection: \$450 - \$700
 - Termite Inspection: \$75 - \$125
 - Plumbing Inspection: \$200 - \$500
 - Stucco Inspection: \$600

Property Survey

- Required by your lender. If the seller had an existing survey, this could save you money.
 - Typically \$400-550

Property Appraisal

- Required by your lender
 - Typically \$500 - \$600



INSPECTIONS



WHAT IS INCLUDED:

- ✓ HEATING & COOLING
- ✓ PLUMBING
- ✓ WATER PENETRATION
- ✓ FOUNDATION
- ✓ CRAWLSPACE
- ✓ STRUCTURE
- ✓ ROOF & COMPONENTS
- ✓ EXTERIOR & SIDING
- ✓ ELECTRICAL
- ✓ ATTACHED GARAGES
- ✓ WALLS
- ✓ ATTIC & INSULATION
- ✓ DOORS
- ✓ DRAINAGE
- ✓ WINDOWS & LIGHTING
- ✓ APPLIANCES (LIMITED)
- ✓ GRADING
- ✓ ALL STAIRS
- ✓ GARAGE DOORS

FAQ

TIME FRAME

Typically, inspections will need to be scheduled ASAP to stay within the usual 14 day inspection period. There may be some lag time in obtaining the actual report.

POSSIBLE OUTCOMES

A home inspection may reveal potential and necessary repairs. If a lender is involved in the transaction, this may affect funding.

COSTS

There is usually no cost to the seller with a general home inspection. The buyer will hire a home inspection company of their choice.

COMMON PROBLEMS

Outdated electrical, leaky plumbing, mold, structural cracks, foundation issues, heating/cooling system defects, roof problems, and more.





PREPARING FOR CLOSING

01.

Loan Application & Appraisal

You will typically have 3-5 days after the contract has been executed to establish a loan with your lender. The appraisal will be ordered by your lender after we have made our way through the inspection period. If your contract is contingent on the appraisal, this means that if the appraisal comes back lower than the offer you made, we will have an opportunity to negotiate the price once again.

02.

Home Insurance

You will need to obtain a Homeowner's Insurance Policy that will begin on the day of closing on your home. If you don't already have an insurance company you plan to work with, please feel free to reach out to me and I will be more than happy to provide you with a list of recommendations.

03.

Important Reminder

As excited as you may be to begin shopping around for furniture and all of the things that help make a house a home, don't! Be very careful during this period not to make any major purchases, open new lines of credit, or change jobs. If in doubt, be sure to call your Real Estate Agent or Lender.

04.

Clear To Close

These words are music to my ears, and yours too! This means that that mortgage underwriter has approved your loan documents and we can confirm your closing date with the title company or attorney.

Get your keys and *celebrate* buying your home



Thank you for choosing us to help you in the task of purchasing your home. I look forward to working with you to help you achieve all of your real estate goals.

Erin Dominy
REALTOR®



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