BUYERS GUIDE







BROKERED BY: LPT REALTY KASEYLAYNEHOMEGROUP.COM 210-387-8002

A date to remember... SPECIAL DATES SECTION

New Home Address:		
Initial Walk-through Date:		
Contract Date:	Contract Amount: \$	
Option Period:	Option Fee: \$	
Earnest Money Date:	Earnest Amount: \$	
Inspection Date:	Inspection Time:	am/pm
Appraisal Date:	Appraisal Time:	am/pm
Final Walk-through Date:		
Closing Date:	Closing Time:	am/pm
-		
Facus Officers		
Total amount you need to bring to closing: \$		(Cashiers Check
HOA Resale Certificate - For Sellers	Resale Certificate Amount: \$	
HOA Management:		_
Contact Information:		_
HOA Application and Fees - For Buyers	Current Dues or Fees Owed: \$_	
HOA Management:		_
Contact Information:		_

_____ Mthly / Qtrly / Yrly

HOA Fees: \$

CONTACT INFORMATION







KASEY CHENAULT

REALTOR® & REAL ESTATE CONSULTANT

AGENT CONTACT:

Kasey Chenault, REALTOR®

License #: 780902 NRDS #: 824084677

Real Estate Consultant | Kasey Layne Home Group at LPT Realty

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San Antonio, Texas and surrounding areas

FIND ME ON SOCIAL MEDIA: LET'S BE FRIENDS!







LinkedIn



Instagram



Website









INTRODUCTION & "THANK YOU"

Hi! I'm Kasey and I am a mom to one amazing young man and one bulldog fur child named Izzy. We have a house full of love and endless snores from Izzy and we wouldn't have it any other way.

San Antonio is our home. It is where we eat, sleep, and play. My son is in baseball and soccer, so three (sometimes four) days of the week I am "soccer/baseball mom". I am pretty sure he hides his head when mom is cheering him on from the sidelines. Isn't that what mom's are for?

My passions are in real estate, interior decorating, singing in the car (even if I'm not good at it) and I love horses. I also come from a long line of veterans in my family and I proudly support our U.S. Military, Veterans, and First Responders. A huge **THANK YOU** to them!

I have held many roles in my life but being a Mom is the most important and fulfilling role of my life. My previous career involved being Director of Development for several area non-profits. While that is a respectable and rewarding career, my passion has always been in real estate and interior decorating. When an opportunity came to where I could focus on obtaining my wishful role of working in real estate - I took it. So here I am! Watch out world!

I especially want to <u>THANK YOU</u> for choosing me to be your real estate agent. Out of the thousands of wonderful agents, you have chosen me and I am humbly honored. Thank you for placing your trust in me. It is my duty to serve you in the best way possible and help guide you through your real estate journey. I look forward to getting to know you and to building a lifetime relationship.



I have created this Buyers Guide so that you may revert back to these pages or use them as a guide on your journey.

The guide may not contain every portion of the process but it is a helpful tool to get you thinking of what to possibly do next.

This guide is for you to keep. Feel free to use it and mark it up as much as you want.

I look forward to working with you!

Kasey Chenault REALTOR® and Real Estate Consultant

Fill out this page, take a picture and text or email it to me. I would love to know more about you!

The app "Genius Scan" is an easy way to scan and email documents right from your phone for free.

Printed Name:			
Significant Others Name: <i>(if you have one of course)</i>			
Any Children? If so, what are their name's and ages?			
Favorite Sport and Team:			
Favorite Food:			
Coffee or Tea (or something in between):			
Beer, Wine or Favorite Spirits:			
Hobbies & Interests:			
How can I help to better serve you?			
Your Birthday(s):			
Anniversary:			



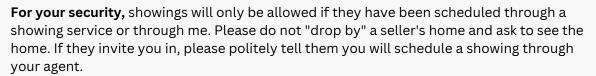


ATTENTION Buyers



What I need from **YOU**

As your REALTOR®, here are some things I will need from YOU!



For showings, If you have certain times that don't ever work well, let me know so that I can make sure to schedule for showings for when it is most appropriate for you.

First and foremost, you will need to receive a pre-approval letter from a qualified lender who requires work history, income verification, credit check, etc. You can receive a pre-approval letter from any preferred lender. You can use any lender of your choosing or I can recommend my preferred lender to you. You can also go straight to my website, kaseylaynehomegroup.com, go to the menu/pre-approval, and click to be redirected to my preferred lender to start your process. Please feel free to use whichever lender you are most comfortable with but a pre-approval from a qualified lender is the very first thing I will need from you.

Be very transparent with your lender. From marital status, who is financing, any past financial struggles. Do not hide or omit any debts or liabilities to your lender.

Be sure of what you want. Knowing the type of home you want is important. Also to keep in mind are things like location, school districts, distance to work (if that is a requirement) neighborhood, type of home, size of home, new-build or resale? What are your needs vs. what are your wants? Most importantly what is your budget? Your pre-approval will help decide your budget.

Be sure to have your finances together. When buying a home, there will be upfront costs that you will have to pay such as earnest money (which can be up to 1% of the purchase price) and option fee which you will have to <u>pay within 3 days</u> of going into a contract. This money will be given to the title company and will go into escrow and the amount will be applied at closing.

Speak with your lender and ask about closing costs, down payment, property taxes, HOA assessments, etc. There are closing cost and down payment assistance programs available that you could possibly be eligible for. Ask your lender on various programs to help with costs.









What to expect from **ME**



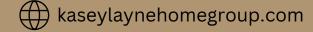


As your REALTOR®, here are some things to expect from ME!

- Always to put your best interests first. A Realtor's fiduciary duty demands that I be competent throughout every part of my work. Real estate requires the development of a very specific skill set, and I must utilize those skills at every available opportunity in order to serve you and advocate for your interests. This can be captured in one word diligence.
- **Negotiations.** To be a strong negotiator on your behalf to buy your home for the best value.
- **Professional.** To always be professional, punctual, responsive to your needs and questions, and communicate on your behalf to the other party.
- Full disclosure and honesty. Agents adhere to a stringent set of documents called the code of ethics and standards of practice.
- Frequent communication with you. I will be in constant contact with you regarding the status on the purchase of your home. You will also get frequent updates and check-ins with me.
- Quality resource and business connections. I have a solid group of business connections available to recommend. From Title to home repairs. You need it and I will find it.
- We are partners and a team in this transaction. We will work closely together to get you your home!
- **During business hours**, I will make every effort to return your calls, texts, or emails as soon as possible. In the event that I cannot, I will communicate that to you.









Contact & Availability

Fill out the information requested below and either scan it or take a clear picture then send to me.

	Phone	Text	Email	Time of day:		
	During the week <u>end</u> , what is the best way and time to contact you?					
	Phone	Text	Email	Time of day:		
	If I don't already have it, please share the best phone numbers and email addresses fall parties to your transaction:					
(-\frac{1}{2})0-0-0						
	_		ork schedule or fle vork hours.	exible schedule that changes weekly? If set, please		
	Days you w	ork:		Hours you work:		
	How often would you like to hear from me? When there's news? Weekly? Other?					
			-	hara will be items that are time consitive. It is		

During the weekday, what is the best way and time to contact you?



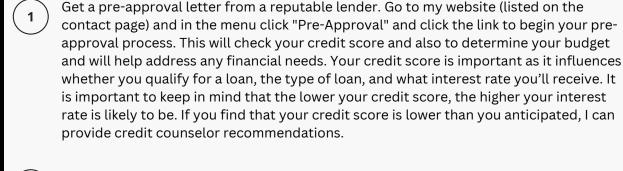
strongly suggested.

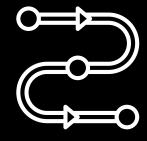
imperative that you are able to return phone calls the same day whenever possible, and that you can sign documents in a timely manner. If for any reason you cannot, please let me know so that we can make arrangements on our end. Most documents can be signed electronically so having a smart phone, computer or WIFI/service tablet available is



Buying Process

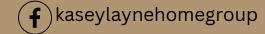
Below are the short version steps on buying a home. Within each step are additional details that I will be working with you on and guiding you through. The process, once contract is submitted, typically takes 30 days.





- We will discuss what you are looking for, go over your budget, timelines, needs/wants, location, etc.
- 3 Let the home search begin. By viewing homes on the MLS, Online, Open Houses, etc.
- Found your dream home? Let's make an offer. In understanding how to buy a house, know that you'll likely receive a counter-offer and need to negotiate with the seller. I will help you through the negotiation process. Once all parties agree, a contract is submitted.
- One of the most important steps to buying a house is a home inspection, which identifies existing structural, electrical, or plumbing issues with the home. You'll want to hire a licensed professional home inspector to conduct a thorough inspection of the home's condition.
- You've reached the final steps to buy a house. On your closing date the money has been exchanged and the title of the home is now in your name. A title company or real estate attorney will close the transaction and give you the keys to your new home.
- 7 WELCOME HOME!







Buyer Document Checklist

These forms will be provided to you upon or directly after first substantial meeting with me as required by law. These forms will also be sent to you for electronic signature.



Multiple Listing Service (MLS) Print Out

Comparative Market Analysis (CMA) of Home

Lead-based Paint Information (if applicable)

1-4 Family Residential Contract

Residential Buyers' Agreement

Wire Fraud Disclaimer

Inspection Recommendation

Information on Brokerage Services (IABS)

Consumer Protection Notice (CN)

Residential Service Company Disclosure

Affiliated Business Arrangement Disclosure (ABA)

General Information and Notice to a Buyer & Seller

America's Preferred Home Warranty (APHW) Waiver/Agreement

Current Tax Report on Home

Information on Homestead Exemption

Third Party Finance Addendum

Addendum for Property Subject to Mandatory Membership (HOA documents)

Municipal Utility District or Public Improvement District Disclosure (if applicable

Additional documents may be sent over the transaction period. If you have any questions on the documents, please ask!

I am here to help you.







<u>Lender Required</u> <u>Documents</u>

Your lender will require many different documents from you. It is imperative that you provide your lender the requested documents within a reasonable amount of time. Here are some standard documents to get you started. Please speak with your lender on what they will need from you.





- **Mortgage Loan Application**
- **Asset Verification:**
 - 60 days of bank statements all accounts, all pages
- **Income Verification:**

 - W2 Employees 30 days of pay stubs and 2 years W-2 Self Employed 30 days of pay stubs PLUS 2 years of W-2 PLUS 2 years of SIGNED tax returns – both personal and corporate
- **Employment Verification**
- Work history over the last two years
- Photo ID, Social Security Number or Proof of Residency
- List of all properties owned and proof of tax and insurance costs
- Child Support Documentation (if applicable)
- Divorce Decree (if applicable)
- **History of Rent or Mortgage Payments**
- Loan specific required forms (Conv., USDA, VA, FHA, or BSL)
- Letters of explanation for:
 - large deposits or monetary gifts (over \$500 that are not primary income related)
 - change in employment
 - any new credit obtained or credit applied for.
 - reason for significant increase or decrease in size or cost of home
 - bankruptcy, foreclosure, short-sale or any derogatory credit











Tips for Buying

Get a Pre-Approval statement

IMPORTANT! This is a MUST! Before you start shopping, it's important to get an idea of how much a lender will give you to purchase your first home. You may think you can afford a \$300,000 home, but lenders may think you're only good for \$200,000 based on factors like how much other debt you have, your monthly income, and how long you've been at your current job. Suggestions on various lenders are provided in the Helpful Home Guide and also on the Preferred Lenders page on my website (kaseylayne.com). Click the Pre-Approval tab at the top of the home page and get pre-approved now.

Set your budget

Let your pre-approval help guide you to a budget that you can realistically afford and stick to it! Don't go over your budget for a home, even if it seems perfect for you, and be sure you budget in enough money for repairs or renovations if needed. The right home is out there for you, so keep searching until you find a home that fits your budget and your list of must-haves.

Lending and mortgage financing

Speak with your lender about the different financing and loan options available and what would be best for you. Be sure to ask about down payments, closing costs, various fees, how much the principal on the mortgage will be, then factor in the amount of interest costs, home insurance costs, property tax costs and if you will have a PMI – how much additional will the PMI cost? Other closing costs can include loan origination fees, title insurance, surveys, taxes, and credit report charges. This will give you a rough estimate on how much your monthly mortgage payments will be.

WARNING: VERY SERIOUS! SERIOUSLY, I'M NOT KIDDING!

<u>Do not</u> make any significant purchases, finance anything, purchase large items, etc. while going through the closing and financial process. Only make purchases that are for your day-to-day items such as bills, groceries, gas, etc. Any large purchases or any additional financing, can be dinged against you at closing and can hinder or deny a final approval. Do not make any large purchases until the process is closed and you have the keys in hand!

Closing Costs vs. Down Payment

Down payment and closing costs are two different things. Knowing the difference between closing costs and down payment is essential. They are two different forms of funds that you will potentially need to bring with you to the closing table. Make sure that you ask your lender to break down the difference and know exactly how much you will need to bring for closing costs (depending on financing or incentives) or you may have to have the funds for both. Know the difference! Make sure you ask your lender about the two.

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Be available to your Real Estate Agent

Be available. During a transaction, there will be items that are time sensitive. It is imperative that you are able to return phone calls the same day whenever possible, and that you can sign documents in a timely manner. If for any reason you cannot, please let me know so that we can make arrangements on our end. Most documents can be signed electronically so having your smart phone, computer or WIFI tablet available is strongly suggested.

Home Owners Association (HOA)

If moving into a Home Owners Association (HOA) community, find out how much per month, quarter or year those dues will be. You may have to pay a fee upfront during closing for the current dues.

Type of home or property you are looking for

- Single Family Home example: a home in a standard neighborhood.
- Multi-Family Home example: a property with two or more units.
- Condominium example: a large property complex comprised of individual units, and each unit is owned separately.
- Townhouse example: home that shares one to two walls with adjacent properties but have their own entrances.

Note: When purchasing a mobile or manufactured home, condo or a townhouse, ask your lender about lending restrictions on those particular types of properties. Lenders have strict guidelines for financing on a mobile or manufactured home, townhouse or condo. Some lenders will not finance mobile or manufactured homes.

Your wants and needs in a home

Location, specific school district, size of home, number of bedrooms and bathrooms, single story vs. two story, open floor plan or traditional style, new construction vs. previously owned, large yard, community amenities, etc.

Note: Keep in mind to be open and flexible in some desires and stay firm in others. This is a large purchase and you want to purchase a home that fits both your needs and wants as closely as possible. Though understand if you cant get everything you want on your wish list. Set realistic expectations when finding your new home.

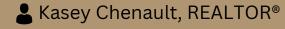
Have the home inspected

Even if the home that you plan to purchase appears to be flawless, there's no substitute for having a trained professional do a home inspection of the property for the quality, safety, and overall condition of your potential new home. You don't want to get stuck with a money pit or with the headache of performing a lot of unexpected repairs. Yes, even in new construction homes.

Note: If the home inspection reveals serious defects that the seller did not disclose, then you'll generally be able to rescind your offer and get your deposit back. Alternatively, you can negotiate to have the seller make the repairs or discount the selling price.

Cont. to next page







Save all of your paperwork

Now days it seems all documents go to the Cloud but be sure to save all of your documents, scans, correspondence on a personal computer, device or thumb drive. Do not save any of your information on work electronics or files. You will be required to send copies or scans of very important and confidential information and you want to make sure that only you, and those required, have access to that information.

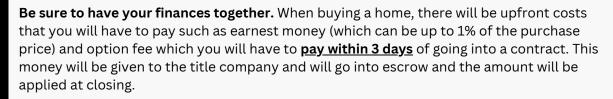
Ask Questions!!!

Ask questions and voice concerns so that your real estate agent can help answer those questions or concerns so that you can make an informed decision. Do not be afraid to ask as many questions as you have. I am here to help you and guide you through this process.



Upfront Costs

Consider the upfront costs of buying a home in order to determine if you have the appropriate cash reserves to get started. Some of these costs can be rolled into your closing costs but some will have to be paid upfront.



Speak with your lender and ask about closing costs, down payment, property taxes, HOA assessments, etc. There are closing cost and down payment assistance programs available that you could possibly be eligible for. Ask your lender on various programs to help with costs.



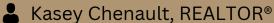
Things to keep in mind:

- Down payment and closing costs are two different things. Make sure you ask your lender about the two.
- Earnest money typically 1% of sales price earnest money may be negotiable and it varies with the value of the property.
- Option Fee typically ranging from \$50-\$300 negotiable
- Inspection Fees \$400 \$1,000+ (varies by type of home, sqft., etc.)
- Appraisal \$825 (varies per sq. ft.)
- · Credit Report \$75 (varies by lender)
- Miscellaneous Fees

WE SAID YES TO THE ADDRESS

**** Amounts may vary



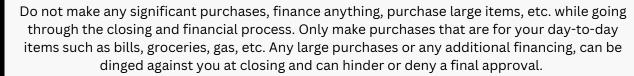




When Applying for a Loan

Always Ask First! If you are unsure about what to do and what NOT to do, always ask your agent or lender!

WARNING: VERY SERIOUS! SERIOUSLY, I'M NOT KIDDING!



Do not make any large purchases until the process is closed and you have the keys in hand!

10 NO-NO'S WHEN APPLYING FOR A LOAN

1.

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

2.

Do not buy a car, truck, van or any vehicle. If it is urgent, talk to your lender.

3

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

4.

Do not spend the money that you have set aside or any part of your closing funds.

5

Do not omit or hide any debts or liabilities from your loan application.

6.

Do not buy furniture, either with your closing funds or using credit. Only window shop!

7.

Do not originate any inquiries into your credit.

8.

Do not make any large deposits without first checking with your lender.

9

Do not switch banks or move your money to another institution.

10.

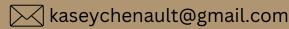
Do not co-sign a loan for anyone.











MOVING TIPS

1. The Great Purge

Before you pack a single box, do a merciless purge of unused or unnecessary items. You'll have less to pack, less to move, and less to unpack—and you'll start life in your new space with a clean slate.

2. Make a moving folder

Start collecting new addresses, rental or purchase papers, moving contracts, and more in one folder. If any questions come up during the planning process or the move itself, you'll have the answer (and records of agreements, payments, and more) on hand.

3. Pack as far in advance as possible

Start by packing off-season items and the items you won't miss. If you're moving in summer, you can pack winter coats in advance—and likely books and other once-in-a-while items. When it's finally time to move, many items will already be ready to go, giving you less to stress about.

4. Book early

If you're hiring moving services, renting supplies, or hiring professionals such as painters or cleaners to work on the house, book early. Waiting to do so could mean paying a higher price, or not being able to get a truck or movers at all, particularly if it's peak moving season.

5. Schedule utilities for your new place

Once the dates are finalized, contact your utility providers to schedule service at your new home. Schedule it ahead of time, and keep records of your requests in your moving folder. At the same time, request service stops for your move-out date at your current home.

6. Keep the essentials with you

On the night before the move, tuck everyday essentials—a change of clothes, a toothbrush, must-have stuffed animals or toys for the kids, medications, paperwork, etc.—into a suitcase or bag you'll keep with you in the car, the truck cab, or on the plane. If catastrophe strikes and the moving truck gets lost, at least you'll have some essentials with you.

7. Invest in Supplies & Equipment

A few days before the big move, stock up on supplies. Order or purchase box cutters, adhesive bandages, permanent markers, packing tape, paper towels, and garbage bags. (If they aren't all used during the move, they'll still be useful afterward!)

For larger moving equipment, considering renting moving tools from a moving company. (If you hire a moving service, they'll likely have their own.) If you move very frequently, you may be better off purchasing these tools. Either by buying, renting, or borrowing, make sure you have a furniture dolly, furniture pads or covers, and tie-down straps or rope at your disposal during the move.

8. Get a truck with a loading ramp

If you're a DIY mover, you absolutely need a truck with a ramp. It may be cheaper to rent a truck without one, but the hassle (and struggle) of lifting every box and piece of furniture high enough to get it into the truck will add hours—plus sore muscles—to your move.



PACKING TIPS

1. Use the right size boxes

When you pack books for moving, pack them or other heavy items in small boxes; light items, like linens and pillows, can be packed in bigger ones. (Large boxes packed with heavy items are a common complaint of professional movers. They not only make the job harder but also have a better chance of breaking.)

2. Put heavier items on the bottoms of boxes, lighter items on top

And if you're loading the truck yourself, pack your heaviest boxes first, toward the front of the truck, for balance.

3. Don't leave empty spaces in the boxes

Fill in gaps with clothing, towels, or packing paper. Movers often won't move boxes that feel loosely packed or unbalanced.

4. Avoid mixing items from different rooms in the same box.

It will make your packing quicker and your unpacking a lot easier, too.

5. Label each box with the room it's destined for and a description of its contents

This will help you and your movers know where every box belongs in your new place. Numbering each box and keeping an inventory list in a small notebook is a good way to keep track of what you've packed—and to make sure you still have everything when you unpack.

6. Tape your moving boxes well

Use a couple of pieces of tape to close the bottom and top seams, then use one of the movers' techniques—making a couple of wraps all the way around the box's top and bottom edges, where stress is concentrated.

7. If you're moving expensive art, ask your mover about special crating

Understand exactly how to pack artwork for moving to help keep it safe. You should never wrap oil paintings in regular paper; it will stick. When you pack pictures for moving, make an X with masking tape across the glass to strengthen it and to hold it together if it shatters. Then wrap the pictures in paper or bubble wrap and put them in a frame box, with a piece of cardboard between each framed piece for protection.

8. Take special care packing the kitchen for moving

Packing the kitchen involves a lot of different types of items. Learn how pack dishes for moving: Put packing paper around each dish, then wrap bundles of five or six together with more paper. Pack dishes on their sides, never flat. And use plenty of bunched-up paper as padding above and below. Cups and bowls can be packed inside one another, with paper in between, and wrapped three or four in a bundle. Pack them all in dish-barrel boxes.

When you pack glasses for moving, use a box with cardboard dividers to help protect the glasses, and wrap them in plenty of layers of paper to protect them.







PACKING TIPS

9. Get your wardrobe in order

There are a few different options to pack clothes for moving—you can pack folded clothes in cardboard boxes, suitcases, or even leave them in the dresser (if it doesn't make the dresser too heavy to move!). For hanging clothes, use a special wardrobe box, so you can hang your clothes right in it. (Bonus: you won't have to worry about figuring out how to pack your hangers for moving!)

You need to protect your shoes from each other when you pack shoes for moving. Wrap shoes individually to keep sharp heels or buckles from damaging other shoes, and to keep dirt from one pair of shoes from messing up the rest of your shoes. You can pack socks into shoes to help them hold their shape.

When you pack jewelry, you can recycle some items to help you—you can string necklaces through straws or toilet paper rolls to keep them from being tangled.

10. Learn how to pack a TV for moving

Some movers treat TVs like any other piece of furniture, wrapping them in quilted furniture pads. Plasma TVs, though, require special wooden crates for shipping if you don't have the original box and can be ruined if you lay them flat. If you're packing yourself, double-box your TV, setting the box containing the TV into another box that you've padded with packing paper.

Source: https://www.realsimple.com/home-organizing/organizing/moving/moving-packing-tips 18 Moving and Packing Tips for Your Smoothest Move Yet By Lauren Phillips and Lisa Milbrand

PLEASE READ: When using moving companies, ask about their upfront cost and their hourly rate. Typically they will have a two-hour minimum rate to start. Ask how many movers come on a crew. If you only have two (2) people on a crew it will take longer to load and unload which then goes against the hourly rate and will cost you extra money. Also, ask about their damage policy and their claims process in case anything gets damaged by the movers or along the route.

The cost of using movers can add up very quickly and can be quite costly. Ask a lot of questions. Have all of your belongings pre-packed and ready to haul. The easier you make it for the movers, the quicker it will go, saving time and money.







HOUSE SERVICES CHECKLIST

TRANSFER, CANCEL OR SETUP

List the companies, your account numbers and their contact information

Electric / Gas:
Water / Sewer:
Internet / Landline Phone:
Cable / DISH / DirecTV:
Alarm System:
Security Cameras:
Trash / Recycling:
Home Owners Association (HOA):
Pest Control:
Lawn Maintenance:
Pool Maintenance:
HVAC Maintenance:
U.S. Postal Service (USPS) / Change of Address Form:
Homeowners Insurance Policies:
Home Warranty:
Homestead Exemption:
(Be sure to file for your homestead exemption if this is your primary residence. There are possibly additional exemptions available as well.)
Other – water softener rental systems, solar panel contracts, foundation warranty, appliance insurance, prescription deliveries, various subscriptions, pre-set scheduled deliveries, (ex: Hello Fresh, etc.), driver license information, vehicle registration, any type of licensures or registrations that need current address, etc.
Other(s):





Your Notes







Your Notes



