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# BUYER Guide

A Homebuyer's  
Handbook

HYBID HOMES  
GROUP

LRE Realty LLC

405-315-7261

[sellbuyokchomes.com](http://sellbuyokchomes.com)



*Hello!*

## HYBRID HOMES GROUP

*Nice to meet you!*

As a team of dedicated real estate professionals, we are passionate about helping clients find their ideal homes. With a deep understanding of the local market and a strong commitment to truly understanding each client's unique needs and preferences, our mission is to match every buyer with the right property.

We take pride in offering exceptional customer service, guiding clients through every step of the buying process with honesty, transparency, and open communication. By combining our expertise with a personalized approach, we are confident in our ability to help clients achieve their real estate goals..



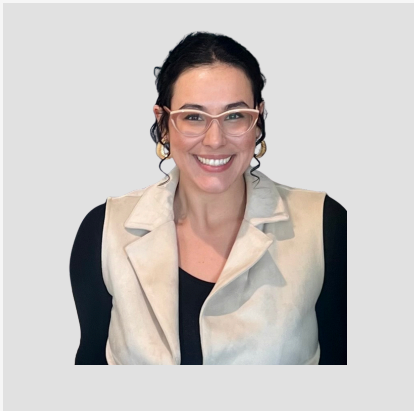
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# Team

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## ALYXUS NERIO



### REAL ESTATE AGENT

I am dedicated to helping buyers make confident, informed decisions. With strong market knowledge, honest guidance, and clear communication, I help simplify the home-buying process from start to finish.

## ALYSSA GARZA



### TRANSACTION COORDINATOR

Alyssa is the behind-the-scenes expert who keeps every transaction running smoothly. From contract execution to closing day, she stays on top of deadlines, documents, and communication so nothing falls through the cracks.

# HOME BUYER'S *Roadmap*

1

## GET PRE-APPROVED

- Meet with a lender
- Prepare your credit
- Set a budget

2

## MEET WITH YOUR AGENT

- Discuss budget
- Research area neighborhoods
- Set wants & needs

3

## FIND YOUR HOME

- Tour homes
- Adjust criteria if necessary

4

## MAKE AN OFFER

- Research comps in the area
- Work with your realtor to write the best offer
- Negotiations may arise

8

## TITLE COMMITMENT

- The title company will send you a title insurance policy for the property

7

## INSPECTIONS

- Professional home inspection takes place
- Some necessary repairs may be discovered.
- Negotiate repairs

6

## TRR SIGNED

- Initial negotiations are completed. Both parties have signed the Treatment, Replace & Repair Contract

5

## APPRAISAL

- Professional appraisal ensures the property is worth the loan and purchase price you agreed to pay

9

## DOCUMENTS TO LENDER

- Make sure all requested docs are sent to your lender prior to closing

10

## CLOSING

- Final walk-through
- Sign closing documents
- Receive your key

*Alyssa*  
NERIO

- REAL ESTATE AGENT -  
405-315-7261

# 10 STEPS TO *Buying a home*

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1

FIND THE RIGHT AGENT (ME)

2

PREPARE FINANCES

3

GET PRE-APPROVED

4

START HOME SHOPPING

5

MAKE AN OFFER

6

ORDER AN INSPECTION

7

NEGOTIATE TREATMENTS, REPAIRS, REPLACEMENTS

8

APPRAISAL ORDERED

9

SCHEDULE THE MOVE

10

CLOSING DAY

# 01 FINDING THE *Right agent*

## GETTING YOU IN THE DOOR

Finding the right real estate agent is crucial to ensuring a smooth and successful home-buying experience.

## STAYING ON TOP OF THE PAPERWORK

As a real estate buyer agent, I know that staying on top of the paperwork is essential to ensure a smooth and timely transaction. That's why I rely on our transaction coordinator, Tasha, who is incredibly organized and professional. She makes sure that all necessary documents are provided on time and guarantees a smooth transaction all the way through to closing.

## ON YOUR SIDE

I am committed to representing your best interests throughout the entire home buying process. From the property search to negotiations and closing, my goal is to ensure a smooth and successful experience while helping you find the perfect home.

Look for an agent with experience, knowledge, strong communication skills, and a professional demeanor. They should have a deep understanding of the local market and be able to provide you with personalized guidance and support tailored to your unique needs and preferences.

It's also important to find an agent you feel comfortable working with and who is committed to providing exceptional customer service.



## PROBLEM SOLVER

As a real estate buyer agent, I am a skilled problem solver, able to anticipate and address any challenges that may arise during the buying process. I work tirelessly to find creative solutions that meet my clients' needs and achieve their real estate goals.

## NEIGHBORHOOD EXPERT

As a real estate buyer agent, I am a neighborhood expert, knowledgeable about the local community, schools, amenities, and property values. I use this expertise to help my clients find the right neighborhood that meets their lifestyle and investment needs, while ensuring they get the best possible value for their money.

# 02 PREPARE *Financing*



## HOW MUCH HOUSE CAN YOU AFFORD?

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Mortgage lenders suggest buying a home priced at 3 to 5 times your annual household income.

If you're not paying cash, you'll need a mortgage pre-approval.

*Your lender will help find a loan that fits your needs, whether you prioritize low monthly payments or stable payments that won't increase.*

## SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

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In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

- ✓ A Down Payment is typically between 3.5% & 20% of the purchase price
- ✓ Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.
- ✓ Closing Costs for the buyer run between 2% & 5% of the loan amount
- ✓ A Home Inspection costs \$300 to \$500

## CHECK YOUR CREDIT

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A mortgage requires a good credit score. You can improve your score by:

- ✓ Paying down credit card balances
- ✓ Continuing to make payments on time
- ✓ Avoid applying for a new credit card or car loan until you have been approved
- ✓ Avoid making big purchases until you have been approved
- ✓ If possible, avoid job changes until you have been approved



# GET *Pre-approved*



## SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

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Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount.

You will need to provide documented financial information:

- ✓ Income Amount
- ✓ Bank Statements
- ✓ Assets
- ✓ Debt

## Prepare to Answer Questions

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- ✓ Be prepared to explain any irregularities in your financial history, like large deposits or job changes, as lenders may need clarification to assess your risk.

## Know the Difference Between Pre-Approval and Pre-Qualification:

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- ✓ Pre-qualification provides an estimate of what you may borrow, while pre-approval involves a detailed review of your finances, giving you a more accurate loan amount and making your offers stronger.

## Request a Pre-Approval Letter:

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- ✓ After getting pre-approved, ask for a pre-approval letter to show sellers you're a serious buyer with the financial backing to purchase their property.

# GET *qualified*

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TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
VA LOAN	620	NO DOWN PAYMENT
USDA LOAN	620	NO DOWN PAYMENT
FHA LOAN	580+	3.5%
	500-579	10%
203K LOAN	640	3.5%
CONVENTIONAL 97	620	3%
CONVENTIONAL LOAN	640	5-20%

## *Income* QUALIFICATIONS

### QUALIFYING INCOME

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- ✓ W-2 Income/Salary
- ✓ Income from part-time jobs
- ✓ Income from a second Job
- ✓ Overtime & Bonuses
- ✓ Seasonal jobs
- ✓ Self-employed Income
- ✓ Alimony & child support (Documentation required)
- ✓

### NON-QUALIFYING INCOME

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- ✓ Income from the lottery
- ✓ Gambling
- ✓ Unemployment pay
- ✓ Single bonuses
- ✓ Non-occupying co-signer income Unverifiable income
- ✓ Income from rental properties



### NEEDED DOCUMENTS

- ✓ W2'S FROM THE PAST 2 YEARS
- ✓ 3 MONTHS WORTH OF PAY-STUBS
- ✓ BANK STATEMENTS (PAST 3 MONTHS)
- ✓ PREVIOUS 2 YEARS OF TAX RETURNS
- ✓ LIST OF YOUR DEBTS & ASSETS
- ✓ DIVORCE DECREE
- ✓ ADDITIONAL INCOME DOCUMENTS

# TYPES OF *mortgage loans*

TYPES OF LOANS	WHO QUALIFIES	DOWN PAYMENT	UPFRONT MORTGAGE INSURANCE	MONTHLY MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
<b>VA Department of Veteran Affairs</b>	Veterans  Personnel with honorable discharge  Reservists & National Guard  Surviving Spouses	NONE	NONE	NONE	580
<b>USDA Department of Agriculture</b>	Someone who is buying a home in a USDA -designated rural area.	NONE	2% of the loan amount. Can be rolled into loan amount.	REQUIRED	640
<b>FHA Federal Housing Administration</b>	Anyone who meets the minimum credit and income levels.	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
<b>203K Federal Housing Administration</b>	Anyone who plans to purchase a fixer-upper or needs to renovate their home and meets credit & income requirements	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
<b>CONVENTIONAL 97</b>	Depending on the program, available first time home buyers (a buyer who hasn't owned in the last three years) can put 3% down with a Conventional 97 program.	Varies from 3%-20% of purchase price	NONE	REQUIRED	620
<b>SELECT SMART PLUS</b>	Anyone who meets lenders credit, income & debt level requirements	Varies from 3% -20%, but typically ranges from 5-20%	NONE	REQUIRED	620

# 04

START

# Home shopping

## NEW BUILDS

An agent with strong relationships with local builders can offer valuable insights and potentially even negotiate better deals.

**Your agent** will represent your interests, not the builder's. They can help you navigate the purchase contract, negotiate upgrades, and ensure that you're getting a fair deal.

**No Extra Cost:**

Typically, the builder pays the agent's commission, so there's no additional cost to you for having representation.

**Builder Reputation:**

Research the builder's reputation. Your agent can provide feedback from previous clients and help you assess the quality of construction and customer service.

**Comparative Market Analysis:** Have your agent perform a comparative market analysis (CMA) to ensure the pricing of the new build is in line with similar homes in the area.

**Register with the Agent:** When visiting model homes, always register with your agent present or inform the builder that you are working with an agent. This ensures that your agent can negotiate on your behalf.

**Price vs. Incentives:** Builders might be less flexible on price, but your agent can negotiate for additional incentives, such as upgraded finishes, closing cost contributions, or extended warranties.

**Upgrade Wisely:** Consult your agent to identify upgrades that add value. Some builder options may not be worth the cost, and you might save by making certain upgrades after purchase.

**Stick to Budget:** Avoid overspending on customizations. Your agent can help you stay within budget while ensuring the home meets your needs.

**Builder's Contract:** Builder contracts are different from standard real estate contracts. Your agent will help you understand the terms, timelines, and what to expect during the construction process.

**Contingencies:** Ensure there are contingencies in place, such as financing and inspection contingencies, even if the home is newly constructed.

**RegStay Connected:**

Keep in touch with your agent during the construction process. They can help arrange site visits and address any concerns with the builder.

**Schedule Inspections:**

Even with a new build, it's wise to schedule independent inspections at key stages to ensure the work meets quality standards & agreed-upon specs.

**Final Walkthrough:** Schedule a final walkthrough with your agent before closing to ensure that all work has been completed to your satisfaction and that any agreed-upon repairs or adjustments have been made.

**Closing Costs:** Be aware of potential closing costs associated with new builds, which might differ from those in resale transactions. Your agent can help you understand and possibly negotiate these fees.

**Warranty:** Most new builds come with a builder's warranty. Your agent can help you understand what's covered and assist if issues arise after you move in.

**Resale Considerations:** Even if you plan to stay in the home long-term, discuss resale value with your agent. They can advise on choices that will enhance the property's value in the future.

### WORK WITH AN AGENT DURING YOUR NEW BUILD PURCHASE

- ✓ Advocates for you
- ✓ Negotiates with the builder for you
- ✓ Regular updates, schedule inspections and more!



# For Sale By Owner

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My **buyer's and I** have a great understanding of our roles when it comes to looking at FSBO properties.

I always encourage my buyers to **send me any FSBO listings when they find them.** This way, I can help ensure everything **goes smoothly and that we're fully prepared when it comes time to make an offer.**

## Expert Negotiation

A realtor can handle negotiations with the seller, ensuring you get the best deal possible while avoiding potential pitfalls.

## Legal Protection

Realtors are familiar with the legal aspects of real estate transactions and can help ensure all contracts and paperwork are properly completed, protecting your interests.

## Market Knowledge

Your realtor can provide valuable insights into the local market, helping you determine if the FSBO home is priced fairly and whether it meets your needs.

## Guidance Through the Process

From making an offer to closing, a realtor will guide you through every step of the buying process, ensuring a smooth and successful transaction.

### **WORK WITH AN AGENT WHEN LOOKING AT FOR SALE BY OWNER PROPERTIES**

- ✔ Found a property you want to checkout?
- ✔ Send it to your agent asap to have them get more information and schedule a showing.
- ✔ Allow your agent to run Comparative market analysis to make sure the home is priced fairly.

# 05 MAKE *an offer*



## WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

## HOW MUCH TO OFFER:

We'll review recent sales, current buyer activity, and the home's condition to help determine a strong offer price.

## SUBMITTING AN OFFER

**There are some components to an offer that makes it more appealing to the sellers.**

- ✓ We'll work together to craft your best offer sometimes you only get one chance to make a strong impression.
- ✓ Inspection period between 3-10 days
- ✓ A large earnest money deposit shows the seller you are serious.
- ✓ Many sellers prefer to close within 30 days.
- ✓ Put Down a Healthy Earnest Deposit

## **The sellers options**

✓ ACCEPT THE OFFER

DECLINE THE OFFER

✓ COUNTER-OFFER

■ ACCEPT THE COUNTER-OFFER

■ DECLINE THE COUNTER-OFFER

■ COUNTER THE COUNTER-OFFER

OFFER IS ACCEPTED

CONGRATS!

Once you sign the purchase agreement, you're under contract and in escrow. During this time, contingencies like inspections and the appraisal take place.

✓ This happens when the seller feels your offer isn't close enough to consider negotiating.

## ORDER AN *inspection*

During the inspection period, we'll schedule a licensed home inspector to thoroughly evaluate the property. Their job is to provide a clear picture of the home's condition so you can make informed decisions.

**General Home Inspection** – Covers the overall structure, roof, foundation, plumbing, electrical, HVAC, and safety items.

### **Specialized Inspections (if needed):**

- **Roof Inspection** – Verifies age, condition, and any leaks.
- **HVAC Inspection** – Assesses heating and cooling systems.
- **Plumbing & Sewer Scope** – Checks for leaks, blockages, or outdated pipes.
- **Electrical Inspection** – Ensures safety and code compliance.
- **Pest/Termite Inspection** – Looks for infestations or wood damage.
- **Structural/Foundation Specialist** – Evaluates stability and settlement issues.
- **Other Optional Checks** – Such as pool/spa, well, or septic system (if applicable).

## NEGOTIATE *final offer*

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

- ✓ We can ask for credit for the work that needs to be done.
- ✓ Negotiate major mechanical items that need to be replaced. We do not want to hassle with small issues like a loose toilet seat, or a leaky faucet. Think “Big Picture” What costs the most to fix
- ✓ Take the property in As-Is Condition and deduct it from the purchase price

# 08 APPRAISAL *ordered*

Your lender will schedule an independent appraiser to make sure the home's value matches the purchase price. This protects you and ensures the loan amount is fair. After that, your loan file goes to the underwriter for final review. Once approved, you'll receive a commitment letter confirming your loan terms and interest rate your final green light before closing!



## **PROPERTY TITLE SEARCH**

This confirms the seller owns the property and reveals any liens, loans, or judgments.

## **Meets Zoning Regulations**

Appraisals check zoning to confirm the property's use follows local laws and guidelines.

## **HOME OWNERS INSURANCE**

You'll need home insurance before closing to protect against fire, storms, or flooding.

## **Secure Financing**

Lenders require an appraisal to confirm the home's value and ensure they're not lending more than it's worth.

## **Meets Market Value**

For buyers, the appraisal provides confidence that they are paying a fair price for the home.

## **Identify Potential Issues**

An appraisal can uncover issues, like structural or zoning problems, that may affect value and should be addressed before closing.

# CLOSING

*Day*

## CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks.

## CLOSING DISCLOSURE

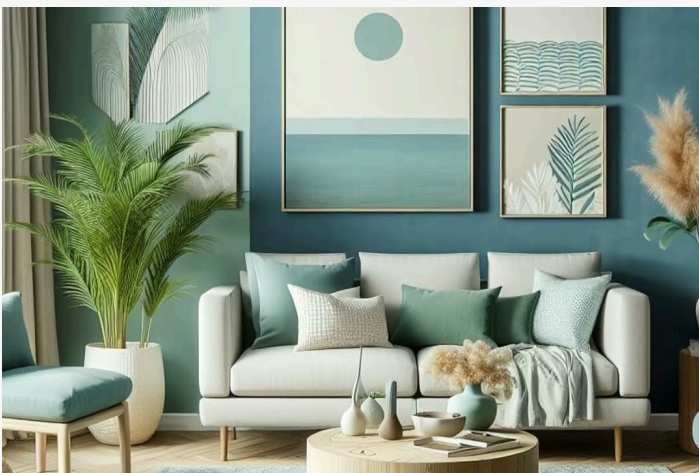
Your lender must give you a Closing Disclosure at least 3 days before closing. It lists your final loan terms and costs, giving you time to review and flag any discrepancies.

## FINAL WALKTHROUGH

Within 24 hours of closing, we'll do a final walkthrough to check the home's condition and confirm agreed repairs are complete.

We will be sure to:

- Flush Toilets
- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Run the garbage disposal and exhaust fans



# CLOSING TABLE

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## What you will need

- ✓ Drivers Licenses
- ✓ All Parties signing
- ✓ Funds to close

Make Sure all funds have been wired 24-48 hours before closing!



# CLOSING COSTS

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Closing costs can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 3% to 4% of the home's purchase price. These closing costs can sometimes be shared with the seller.

# RECEIVE YOUR KEYS

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Congratulations! It was a journey but you are now officially a homeowner!! Time to celebrate!



# Resources



## LANDSCAPING & OUTDOOR

- Chris Shea 405-308-7605
- Don's Lawn & Weed Control 405-336-3368

## Handyman/Maintenance Man

- OK Property Painters 405-746-5127
- CPR LLC 572-208-6119

## HOME INSPECTOR

- Judd Tate 405-415-5500
- Inside Out Home Inspection Services 405-315-5224
- Home Run Inspections 405-905-9175

## PROFESSIONAL MOVERS

- Convenient Movers (405) 863-2378
- High Quality Moving (405) 595-9589
- Thunder Moving 405-757-5354



# *What to* EXPECT

GREAT COMMUNICATION

HONESTY & TRANSPARENCY

INTEGRITY & RESPECT

LOCAL MARKET KNOWLEDGE

REACH YOUR REAL ESTATE GOALS

WEEK:

MONTH:

YEAR:

NOTES & OBSERVATIONS:



MONDAY

TUESDAY

FRIDAY

SATURDAY

*Alyxus Nerio*

REAL ESTATE AGENT

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# BUDGET TO BUY A HOUSE

CATEGORY	WHAT ITS FOR	HOW MUCH	NOTES
Down Payment	<b>Downpayment depends on the type of loan</b>	<b>0% Va 3.5%+ FHA 20% Conventional</b>	
Earnest	<b>Earnest is 1% of the purchase price</b>	<b>Example: \$150,000 = \$1500 \$300,000=\$3000</b>	
Inspections	<b>Cost depends on the services you want Home, Sewer &amp; Termite</b>	<b>\$700-\$900</b>	
Appraisal	<b>Appraisal is to make sure the purchase price meets the value of the property</b>	<b>\$500-\$900 Depending on the size of the home (The bigger the more)</b>	
Closing costs	<b>Typically around 3%-4% of the purchase price</b>	<b>We try to get most if not all of your closing costs paid for by the seller</b>	