HOME

Buying

MADE SIMPLE

YOUR ROADMAP HOME





My Promise

I strive to provide a simplified experience through my proven process, smart negotiation skills, and deep industry relationships.



01

I promise to tell you the truth about the homes we view and valuation using market data.

02

I promise to respect your confidences.

03

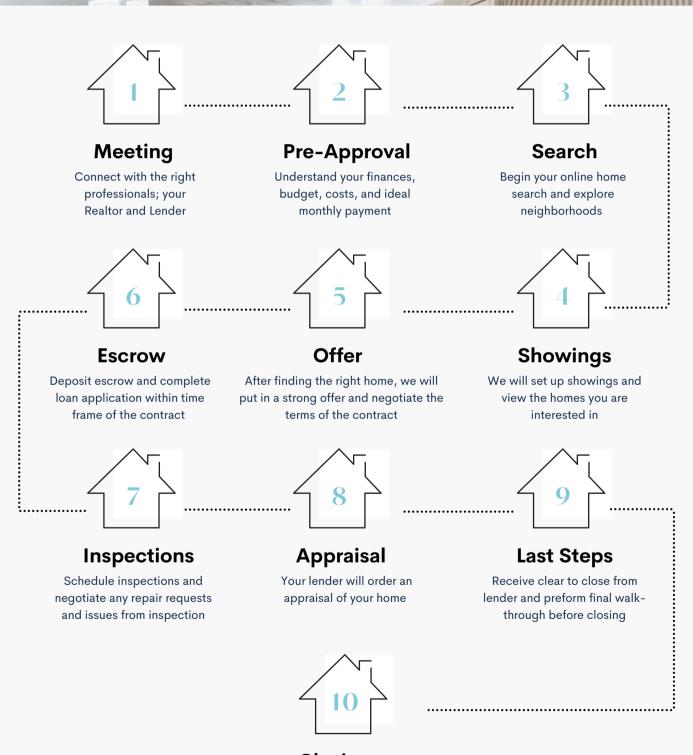
I promise to give you all of your options, so you can make informed decisions.

I promise that you will understand what you're signing.

05

I promise to follow through and follow up.

THE BUYER ROADMAP



Closing

Hooray! Time to get your keys and celebrate buying your home



Before You Buy

EXAMINE YOUR FINANCIAL HEALTH

An important first step on your journey to success is to be fully aware of your personal financial situation. This will guarantee your long term success in this process. It will ultimately confirm your financial eligibility, readiness for the purchase, and long term maintenance costs that come with purchasing a home.

QUESTIONS TO ASK A



- Do I qualify for any special programs?
- What interest rates can you offer?
 - What fees are associated with buying a home?
 - When can you lock an interest rate for me?
- What can I afford, keeping a specific monthly budget in mind?

How Much Does a Home Actually

EARNEST MONEY DEPOSIT

DUE 3-7 DAYS AFTER CONTRACT ACCEPTANCE

Typically the EMD amount is based on a portion of the purchase price or it can be a flat dollar amount. In our market, it is common for 1-3% of the sales price. This is delivered or wired and held in Escrow during the contract. At settlement, it is credited back to you towards your overall cash-to-close amount needed.

DOWN PAYMENT

DUE AT CLOSING

The amount needed is determined by the type of loan you are use for your purchase. The required minimum can range from 3.5% - 20%. Ask your preferred lender for options.

INSPECTION(S)

DUE AT TIME OF INSPECTION

Various inspections of the home are always recommended. Inspection costs are typically based on the size of the home. This expense is due at the time of service and not refundable if the contract is voided.

APPRAISAL

DUE AT CLOSING

Your Lender will order an independent Appraisal of your home to ensure value. The charge for this service typically depends on the size of the home. Most appraisals are paid at closing and will be a part of your overall closing cost estimates that your lender provides to you.

CLOSING COSTS

DUE AT CLOSING

Closing costs cover the fees included in establishing an escrow as well as title and lender services. They are typically 2.5% - 3.5% of the sales price of the home.



Your Home



The Search

Your Criteria

After speaking with your Lender and understanding your financing, I will set you up on a search to view homes online. We will cast a wide net and use the MLS (Multiple Listing Service), Office Exclusive, Private Network Groups, new construction, and For Sale By Owners.

We will discuss your ideal home criteria and focus on any deal-breaker preferences. We can help you see the hidden beauty of a home and point you in the direction of homes with hidden potential. I will also point out potential problems with homes.

Information Needed for Making an

Pre-approval letter

Offer Price

Earnest Money Deposit

Escalation Addendum

Closing Date

Inspections

Seller Rent-back

Contingencies





1) Her Jerms

Offer Price < List Price Settlement Date

Earnest Money Deposit <1% of Sale Price Down Payment Closing Assistance* 2%+ of Sales Price

Financing Type VA, FHA, <3% Down Conv

Financing Contingency Appraisal Contingency >30

Home Inspection Contingency

WDI Request Home Warranty

Post Occupancy by Seller Pre-Occupancy by Buyer**

Well and Septic

Title Company

Lender Letter

Weakest () Her

>30 Days

<20% Down Payment

30+ Days

Fully Contingent on Inspection

Seller Paid Seller Paid

Seller Pays Buyer Per Diem + Deposit

Buyer Occupies and Retains Seller Pays for Each Inspection

Buyer Picks

Pre-Qualification Letter

Medium Strength Offer

At List Price 21 - 30 Days

~1% of Sale Price >20% Down Payment 0 - 2% of Sales Price

5 - 20% Down Conventional

10 - 25 Days 10 - 21 Days

Void Only Inspection

Buyer Paid Buyer Paid

Seller Pays Flat Fee

Buyer Occupies and Waives Buyer Pays for Each Inspection

Split Closing

Pre-Approval Letter

2 - 5% Above List Price And/Or

Escalation Addendum

<14 days, or Seller Preference

Highest Possible (Up to Sales Price)

Cash None

Cash, Not Contingent on Financing

Not Contingent

Not Contingent on Appraisal

No Inspection Contingency

None None

Free Rent Back to Seller

None

Seller Picks

Conditional Approval Letter

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EM Deposit Period

Offer Emotional Appeal***

Within 5 days of Ratification

None

Day of Ratification

Buyer Letter

Before Ratification

Buyer Video

^{*} Dependent on Local Market Factors

^{**} Assuming Vacant Property

^{***} Be Careful of Fair Housing

HOME





An important condition to have in the purchase contract, is to have the sale proceed only after passing a home inspection. An inspection professional will see your new home from a trained set of eyes to see if there are any hidden surprises. If there are findings, then we can help you find a solution with the sellers team.

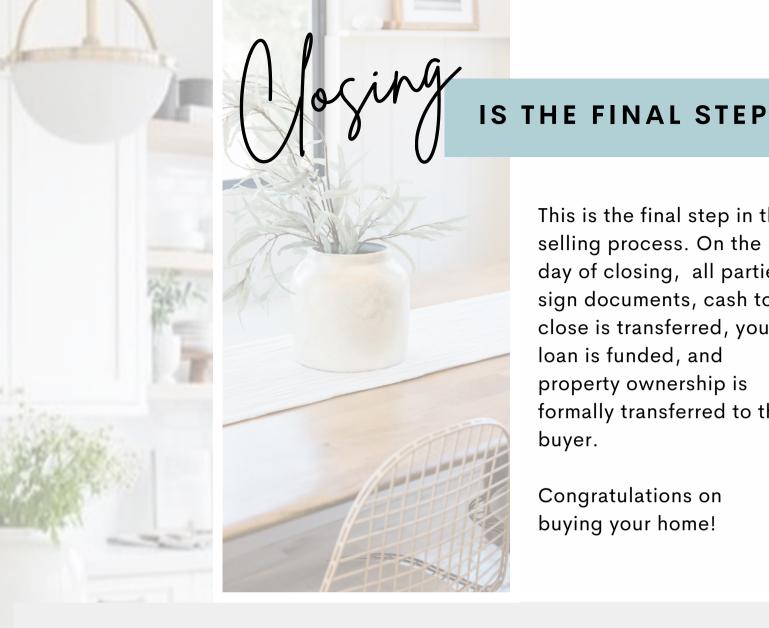
TYPES OF INSPECTIONS

Inspection period is typically 5-10 days.

- Home Inspection
- Radon Testing
- Wood Destroying Insect (WDI) Inspection
- Well and/or Septic
- Pool

RECOMMENDED INSPECTORS

I will recommend several inspectors for you to choose from.



This is the final step in the selling process. On the

day of closing, all parties sign documents, cash to close is transferred, your loan is funded, and property ownership is formally transferred to the

buyer.

Congratulations on buying your home!

EXPENSES FOR BUYERS MAY INCLUDE:



- Title Search
- Obtaining private mortgage insurance
- Completing mortgage paperwork
- Loan-origination fees
- Title insurance
- · Credit report charge

BRING TO CLOSING:

- Government Issued Photo ID
- · Cashier's check or proof of wire transfer
- Proof of property insurance

ADDITIONAL REAL ESTATE



PRE-APPROVAL

This is the first step to obtaining a mortgage to purchase your home. A local lender will perform an analysis of your income, debt, and credit-worthiness. You will need a Pre-Approval letter in order to make an Offer to purchase a home.

TITLE SEARCH

The Settlement or Title company will perform a search of the property's title and history. This will confirm that proper transfer of title has occurred over the years and reveal any financial encumbrances tied to the home.

OFFER

An offer is a preliminary agreement to purchase a home with established terms set between a Purchaser and Seller.

DISCLOSURES

The disclosures related to a property will include everything the sellers know about the property including any latent defects to the home. **Virginia is a Buyer Beware state

CONTINGENCY

A contingency is a condition that needs to be met or mutually agreed upon before proceeding with the purchase of the home.

CLOSING

The closing or settlement occurs when both parties have fulfilled their contract obligations. Funds and keys are exchanged.