



RE/MAX
Property
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Homebuyer

WORKBOOK



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Thank you

for choosing to put your trust in me for the process of buying your home. My team and I are committed to ensuring that all of your real estate needs are not just met, but exceeded! I have carefully created this book for your convenience and hope that it will be a valuable resource.

While the entire process is outlined for you here in this workbook, please also know that I will be staying in constant contact with you throughout the process. I am dedicated to providing personalized service and an exceptional buying experience. My focus is on your complete satisfaction!



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buying your new home

today's goals

1. Get to know you better
2. Answer all of your questions
3. Ask you important information
4. Determine if I am the agent for you



buying your new home

the **10** step home buying process



Even if you have bought or sold a home in the past, the real estate process is constantly changing and can be confusing. This chart will help you better understand the steps involved in your real estate transaction.

My job is to tie these steps together as smoothly as possible, keep you informed along the way and to provide you with a referable experience.



buying your new home



figure out how much you can afford



Before you start looking at homes for sale, you must first get your financial house in order. First, request your credit report from all three credit bureaus: Equifax, Experian and TransUnion. Review your reports to ensure it is accurate and get any errors you spot corrected.

Next, compile all the documents you may need to provide a loan officer, including 30-day pay stubs, 60-day bank statements and 2 years tax returns.

To determine how much you can afford there are online mortgage payment calculators that will calculate the monthly mortgage payment. Don't forget to factor in money you will need for a down-payment, closing costs, fees (such as attorney, appraisal, inspection) and the costs of remodeling or furniture.

An experienced home loan expert can help you understand all your loan options, closing costs and other fees.

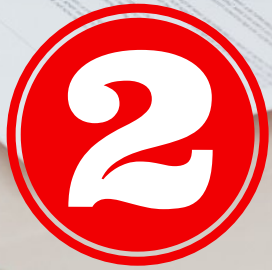


- request credit reports
- compile documents
- determine comfortable payment



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research mortgages and lenders

Credit score and financial documents in hand, you are ready to start researching options for your home loan.

When you buy a home, you're in it for the long haul. You'll have a mortgage payment for 15, 20 or 30 years, so it's smart to shop around to find the best mortgage lenders out there.

Finding a mortgage lender involves more than just getting a good interest rate; you want to work with the best mortgage companies, staffed by professionals who will guide you through the process. I have many referral resources available.

Once you find the right lender for you, make sure you get that loan pre-approval letter - it will make you a more competitive buyer.



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find the right house

Make a list of the things you will need to have in the house to get an idea of how much space you desire. Ask yourself:

- How many bedrooms and bathrooms do I need?
- How big do I want the kitchen to be?
- Do you I need lots of closet and cabinet space?
- Do I need a garage?
- Do I need a big yard for my kids and/or pets to play?

Once you have made a list of your must haves, do not forget to also think about:

- the kind of neighborhood you want to live
- the types of schools in the area
- the length of the commute to and from work
- local shopping conveniences
- safety concerns
- home appreciation

- Compile home wish list
- find properties in price range and preferred neighborhood
- visit open houses and let me schedule private showings



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make an offer on the home



Now that you have found the home you want, you have to make an offer. Most sellers price their homes a bit high, expecting that there will be some negotiating involved.

I will provide you with a report of comparable homes in the area and what they have sold for. Once you've made your offer don't think it is final. The seller may make a counter offer to which you can also counter offer. But, you don't want to go back and forth too many times. Both parties will need to meet in the middle.

Once you've agreed on a price, you will make an earnest money deposit- which is money that goes in escrow to give the seller a sign of good faith.



buying your new home



close on your new home



Make sure you get a home inspection before you close. It will be well worth the money spent since it ensures the property's structural soundness and good condition.

Setting a closing date that is convenient to both parties may be tricky, but certainly can be done. Remember, you may have to wait until your rental agreement expires and the seller may have to wait until they close on their new home.

Be sure you talk to your loan officer to understand all the costs that will be involved with the closing so there are no surprises. Closing costs will likely include (but are not limited to) your down payment, title fees, appraisal fees, attorney fees, inspection fees and any points that may have been bought to bring down your interest rate.

- home inspection
- set closing date
- transfer utilities
- get homeowners insurance
- closing money saved



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WELCOME
Home



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