

# HOME BUYER'S GUIDE



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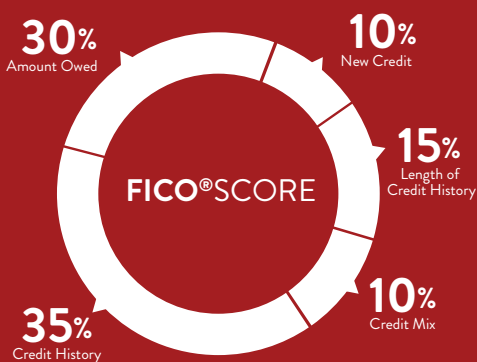


# THE PROCESS OF FINDING YOUR DREAM HOME!

*Throughout the journey to home ownership, you will be faced with many steps. This guide will help you navigate the home buying process while providing a clear overview of what to expect, ensuring we can create a rewarding and positive home buying experience for you.*

## How is a FICO score determined?

*Your FICO score is compiled from the five below categories. This score helps lenders determine your credit worthiness. By having a higher FICO score, you can expect to receive a better interest rate. Speak with your lender to determine what loan option best suits your needs.*



## 1 GET PRE-QUALIFIED

Visit a trusted loan officer before beginning your home search. By getting pre-qualified, you will know exactly how much home you can afford. Oftentimes, home buyers are surprised that buying a home can be considerably less expensive than renting. Your loan officer will go over the best type of loan for your needs. It is important to know the maximum home price you can be approved for, but more importantly you should know the estimated monthly mortgage payment that allows you to enjoy your current lifestyle. Remember, you may be able to buy for as little as 0% down.

### ITEMS TO BRING AT TIME OF LOAN APPLICATION:

- ☐ 2 Years Recent W2s
- ☐ 2 Months Recent Paystubs
- ☐ 2 Months Bank Statements, All Pages
- ☐ 2 Years Federal Tax Returns

### If Applicable:

- ☐ If Veteran, DD-214-M4
- ☐ Bankruptcy Papers, Discharge
- ☐ Divorce Decree, Final
- ☐ Child Support Order

## 2 WHAT DOES YOUR DREAM HOME LOOK LIKE & WHERE IS IT LOCATED?

Sit down and take time to reflect on your wants and needs. This is a good time for each decision maker to fill out a list of what is important to them in a home. As you discuss your needs, we suggest picking the top 3 "needs" from each list that you cannot live without. Do you need a 4 bedroom home for a growing family? Do you want a pool with a rock waterfall? It's rare to find a home with all of your wants and needs, but being prepared and having a clear vision will help the home buying process move along smoothly. Be sure to share your completed list with me, as oftentimes our network of over 350 London Properties associates will know of secret homes long before they are available to other brokers.

### TYPES OF THINGS TO CONSIDER WHILE MAKING YOUR LIST:



LOCATION



TYPE OF PROPERTY



BEDROOMS



BATHS



POOL



GROWING FAMILY



LIFESTYLE



SCHOOLS

"Purchasing your first home is one of the most exciting times of your life. Throughout this journey, I will help guide you through all different facets of the process to help ensure the best experience possible. From getting pre-qualified to closing escrow, I am here to be your trusted advisor. My goal is to find you the right home, in the right neighborhood, and to make sure you get the best deal possible."



### 3 YOU'VE FOUND THE ONE — NOW MAKE AN OFFER!

Congratulations, you found the right home and now it's time for me to negotiate on your behalf. As your agent, I will provide you with an analysis of listings and solds in the neighborhood, and review our current Real Estate market conditions. In a slow buyer's market, you may be able to offer less than asking price on a home. However, in a hot seller's market you may need to offer asking price or higher. By not doing so you run the risk of being outbid very quickly. I will help you take all of this information into account and make the **right** offer.

### 4 YOUR OFFER WAS ACCEPTED — WHAT NOW?

It's time to review, inspect, appraise, and close!

**Review** — Within a specified time from contract acceptance, the seller is required to provide you with a set of disclosures stating known material facts of the property.

**Inspect** — Also, during specified dates in the contract, I will make a visual inspection to help identify any obvious defects or problems. It is strongly advised that you also order a professional home inspection, pest inspection, roof inspection, etc. to assist you in investigating the property prior to proceeding with your purchase. (ie. Well/Septic).

**Appraise** — Your loan officer will now order a professional home appraisal. This process assures you and the bank that the property is valued at the price you have offered.

**Close** — Once all of the conditions of the sales contract have been met and satisfied, all parties will sign what seems like an endless amount of closing documents, but get ready — you're about to be a proud home owner. **CONGRATULATIONS!**

## SUCCESSFUL HOME BUYING OVERVIEW



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# TIPS FOR YOUR MOVE

*Following the recording of the close of escrow,  
the home is now yours... What's next?*

*Here are a few tips to make your move as easy and pain-free as possible.*

## **1 DO REPAIRS AND PAINTING FIRST**

Before moving in, go through your home looking for any improvements you would like to make. Does a wall need to be repainted? Do the hardwood floors need to be resurfaced? Making these repairs now while the home is free of any furniture or décor can save you a great amount of time and headache.

## **2 HIRE A CLEANER!**

The best gift to yourself could be to hire a professional cleaner. Let's face it, you've already dealt with the task of buying the home and possibly selling your other one, last thing you want to do is clean. Moving into a spotless home can make your transition much more enjoyable.

## **3 CHANGE THE LOCKS!**

Call a locksmith to change all the locks on your property. While you can be almost certain the sellers are very trustworthy, the peace of mind of having the only set of keys is invaluable. It's also smart to change the code on any remote control devices such as garage door openers.

Buyers who share a community mailbox should remember to stop by your local post office to request for your mailbox to be rekeyed as well.

## **4 DON'T FORGET THE UTILITIES!**

Oftentimes buyers are so focused on their move, they forget the basics like utilities. By the time you move in, make sure you contact all of your utility providers to start the services in your name.

## **5 LANDSCAPING**

Get familiar with any automatic sprinkler controls. Many communities have strict watering regulations that impose fines for watering during non-specified times and/or days.

## **6 LABEL YOUR MOVING BOXES!**

Boxing and moving your items can oftentimes be a messy situation. Take the time to box each item with careful packaging and label each box with the contents to make unpacking much easier.

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