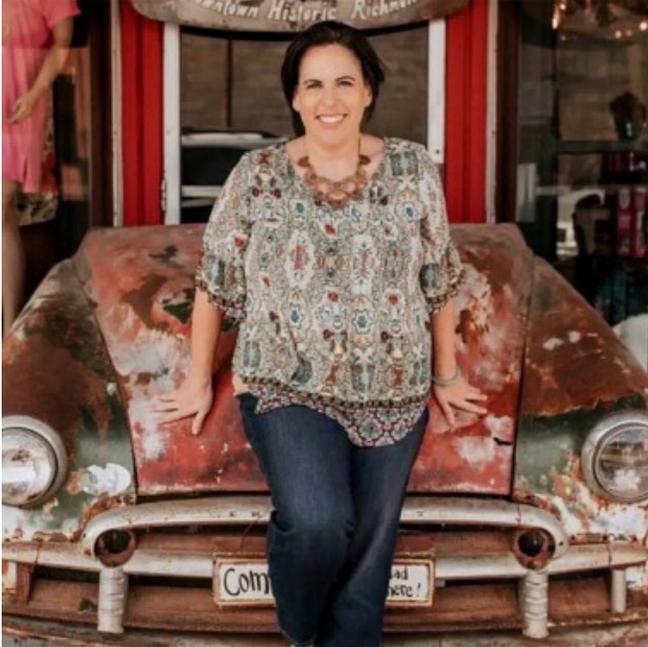


WORKBOOK

# HOME BUYING



# Thank You



Thank you for choosing to put your trust in me for the process of buying and/or selling your home. Every member of my team is committed to ensuring that ALL of your real estate needs are not just met, but exceeded! I've created this book for your convenience and we hope that it will be a valuable resource. While the entire process is outlined for you here, please know that I will be staying in constant contact with you throughout the process. Your experience will be unique and I will adjust our service according to your wants and needs. My focus is on your complete satisfaction.



Ali Palacios

[ali@happyclientrealtygroup.com](mailto:ali@happyclientrealtygroup.com)

832-418-0670

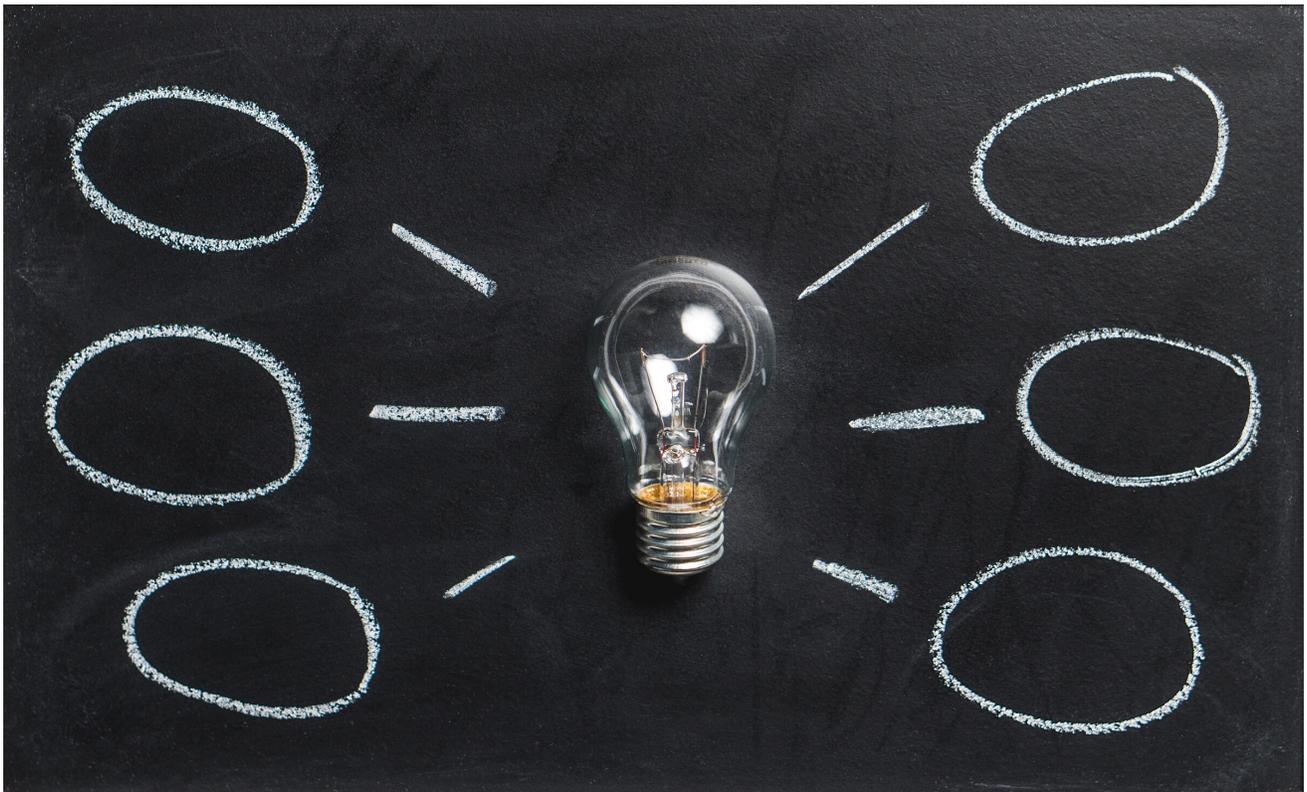
[www.ilovehappyclients.com](http://www.ilovehappyclients.com)

Good service speaks for itself. We're looking forward to the opportunity to earn your referrals too!



# Today's Goals

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





# The Home Buying Process



Decide to Buy



Pick a Real Estate Agent



Get Pre-Approved



Find the Right Home



Make an Offer



Negotiating Offer



Inspections



Appraisal



Final Loan Approval



CLOSING!

Even if you have bought or sold a home in the past, the real estate process can be confusing. This chart will help you better understand the steps involved in your real estate sale. My job is to tie the steps together as smoothly as possible and to keep you informed along the way.

# 1

## Gather Financials and Figure Out How Much You Can Afford

Before you start looking at homes for sale, get your financial house in order. First, request your credit report from all three bureaus (Equifax, Experian, and TransUnion). Comb through each report to ensure it's accurate — and fix any errors you spot!

Next, compile all the documents you may need to provide to a loan officer, including pay stubs, bank statements, and previous years' tax returns.

### Financials and Mortgage Payment

- Request your credit report from all 3 credit bureaus (Equifax, Experian, and TransUnion). Fix any errors you spot!
- Compile necessary documents, including pay stubs, bank statements, and past tax returns.
- Determine how much of a payment you are comfortable with. Don't forget you will have taxes and insurance on top of your base mortgage payment!

### To Rent or Buy: Weighing the Benefits

#### Pros of Renting

*May be easier on your budget*

*More flexibility for sudden moves*

*No hassle of home maintenance*

#### Pros of Buying

*May include tax benefits*

*It can be an equity-building investment*

*Total control over your living space*

Remember that you don't always have to put down 20 percent as your parents once did. There are loans available with little to no down payment. An experienced home loan expert can help you understand all your loan options, closing costs and other fees. Need a list of amazing lenders? Just ask!

2

Mortgage Calculator

Monthly Payment by Interest  
\$2,251

## Research Mortgages and Lenders

Credit score and financial documents in hand, you're ready to start researching options for your home loan. Consider credit unions. Would you like a list of lenders? Just Ask!

Make sure you get that mortgage preapproval letter — it'll make you a more competitive buyer.



### Research Mortgages and Lenders

- Find out if you qualify for a special loan, such as a VA, FHA, or HUD home buying program.
- Get preapproved for a mortgage and receive your letter

3



## Find the Right House

Make a list of the things you'll need to have in the house. Ask yourself how many bedrooms and bathrooms you'll need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your kids and/or pets to play in?

### Find the Right House

- Get a head start by compiling your home wish list.
- Spend time in each area, imagining yourself living there.
- Find properties in your price range in your preferred neighborhoods.
- Visit open houses and have one of our team members schedule private showings.

Once you've made a list of your must-haves, don't forget to think about the kind of neighborhood you want, types of schools in the area, the length of your commute to and from work, and the convenience of local shopping. Take into account your safety concerns as well as how good the rate of home appreciation is in the area.

**Use the form on the next page to help you evaluate and track every home you visit.**



## Make copies to use while house hunting.

### HOUSE HUNTING CHECK LIST

#### EXTERIOR FEATURES

#### SYSTEM/EXTRA FEATURES

	EXCELLENT	GOOD	FAIR	POOR		YES	NO	DESCRIPTION
Construction Type					Sprinkler System			
Landscaping					Security System			
Foundation					Swimming Pool			
Sidewalk					Hot Tub			
Paint					Pool Cleaning System			
Windows/Doors					Outdoor Living Space			
Porches/Patio					Home Warranty			
Roof/Gutters					Heating/Cooling			
Lighting					Intercom			
Fencing					Energy Saving Features			
Overall Appearance					Water System Type			

#### INTERIOR FEATURES

	EXCELLENT	GOOD	FAIR	POOR	DESCRIPTION
Bedroom # & Size					
Bath # & Size					
Plumbing					
Lighting Fixtures					
Livingroom					
Dinning Room					
Kitchen: Size					
Appliances					
Cabinetry					
Flooring					
Fixtures					
Walls/Trim/Ceilings					
Flooring					
Fireplace(s)					
Ceiling Fans					
Layout					
Garage(s)/Storage					

#### COMMUNITY FEATURES

Distance to:					
Workplace					
Schools					
Shopping					
Quality of:	EXCELLENT	GOOD	FAIR	POOR	DESCRIPTION
Schools					
Entertainment					
Transportation					
Parks					

## 4

# Make an Offer on the Home

Now that you've 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 haggling 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's 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 much. Somewhere, you have to meet in the middle. Once you've agreed on a price, you'll make an earnest money deposit, which is money that goes in escrow to give the seller a sign of good faith.

### Making an Offer

- Receive your comparable market analysis.
- Decide what price you're comfortable with.
- Submit offer

# Close on Your Home

## 5

### Closing on Your Home

- Home inspection completed.
- Closing date set.
- Transfer utilities and get homeowners insurance
- Closing money saved.

Make sure you get a home inspection within your option period. It will be well-worth the money spent since it ensures the property's structural soundness and good condition.

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

Be sure you talk to your mortgage banker 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 points you may have bought to buy down your interest rate.

**The steps of closing are listed out on the next page.**



# HOMES TOURED

Address

Price

How Much did you like this house?

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10

1 2 3 4 5 6 7 8 9 10



