

# TEN STEPS TO BUYING A HOME

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# Meet Your Trusted Advisor

Available twenty-four-seven, Daniel a realtor ® who believes in servicing clients' needs above all else. To this end, he is devoted to delivering the "Five Star" service in every situation. This means working devotedly to his clients with honesty, integrity, and enthusiasm. Daniel does not rest until he has either secured the perfect property for a client or sold a listing at the highest possible price. For Daniel, no transaction is complete unless his clients walk away from the experience feeling satisfied. His success in embodying these principles is evidenced by both his repeat clients and the volume of referrals he receives.

Service is a fundamental element of success in his business. Providing and maintaining the highest level of service to his clients is a commitment he takes great pride in offering. He recognizes that buying or selling a home is a very important financial decision and he handles every transaction with complete honesty and integrity. He is not only a realtor but an educator, advisor, problem solver, and negotiator. He believes with each client he represents, a relationship of trust is formed, one which should be cultivated and treated as a long-term partnership, not just a one-time transaction.

Understanding the Bay Area marketplace is one thing; providing the kind of service that lasts a lifetime is Daniel's goal with every client... every day.



# FIND THE RIGHT AGENT

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A listing agent has an allegiance to their sellers - their goal is to get top dollar for the home. A buyer agent's fiduciary responsibility is to represent the buyer and to ensure that your interests are protected. We provide information relating to the value, market/neighborhood conditions, and obvious defects or red flags with the home. We negotiate repairs and pricing on your behalf and we use our knowledge and experience to navigate you through all the real estate paperwork.



# PREPARE YOUR FINANCES



#### **Check Your Credit**

A mortgage requires a good credit score. Request your credit report from all three bureaus (Equifax, Experian, and TransUnion).

# Fix any errors or work on improving your score by;

- · Paying down credit card balances.
- · Regularly pay your bills on time.
- · Do not apply for a new credit card or car loan until you have been approved.
- · Don't close unused credit cards until you have been approved.

## **Compile Your Documentation**

When looking for mortgages, you will need to show documentation such as your pay stubs, bank statements, and prior-year tax returns. Start compiling these documents.





#### How Much House Can You Afford

Mortgage lenders recommend you do not stretch yourself beyond buying a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by a mortgage lender. Being pre-approved, unlike being pre-qualified, means you have actually been approved by a lender for a specific loan amount Your financial information has already been approved and verified by the lender.

Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure their monthly payments never increase. Find out if you qualify for a special loan and get quotes from multiple lenders.

# **Down Payment & Other Expenses**

The down payment is your contribution toward the purchase and represents your initial ownership stake in the home. The lender provides the rest of the money to buy the property.

Down payments are typically between 3.5% and 20% of the purchase price. Other costs include closing costs (usually 2% to 5% of the house purchase price), insurance, inspection, appraisal, and homeowner's association dues.





# START HOME SHOPPING

Start looking at homes in your preferred neighborhoods that are in your approved price range. While this may not always be your dream neighborhood, you don't want to fall in love with homes that are in areas out of your price range. Ask your agent about the neighborhoods within your budget - are the areas in an upswing or downward trend? What are the zoning laws in the area? Is the street a popular rush-hour shortcut? Can you picture yourself living there?

While it is important to be realistic in your search and you should be willing to compromise on some items, it is important you have your list of must-have or non-negotiables and do not overlook important flaws in the home. For example, don't buy a two-bedroom house if you know you will be having children and need a third (or fourth) bedroom, or don't take on a fixer-upper that is already at the top of your budget.







When you find the right home, be prepared to work with your agent to submit an offer as quickly as possible. The offer will include your pre-approval letter, contingencies. earnest money, down payment, closing date, offer expiration, and offer price. You may also optionally submit a biography letter to the sellers. This is where our expertise working in multiple offer environments will help you submit a competitive offer.

#### The seller can:

# ACCEPT THE OFFER MAKE A COUNTER-OFFER DECLINE THE OFFER

If the offer is accepted, you are officially under contract to buy the house! If you receive a counter-offer, you can either accept the counter-offer, go back with your own counter-offer, or walk away. If the seller declines your offer, you could try to make a more appealing offer (if your budget allows), or move on to look for a different house.





# **OPEN ESCROW**

ESCROW is the period of time between your offer being accepted and closing. Escrow provides the assurance that funds are not transferred and the property owner is not granted until all the instructions have been followed. Usually, the seller chooses the escrow company and the principals to the escrow - buyer, seller, lender, and agents - create the transactional instructions. Each transaction is different, but generally, escrow takes 30 - 40 days.

# Here are the steps of a typical escrow:

- 1. You put down a refundable deposit of 1-3% of the purchase price, which is held by the title company.
- 2. Your lender processes your loan and will ask for any additional information needed for approval.
- 3. You will review and sign disclosures for the real estate transaction.
- 4. You complete your due diligence on the property and remove contingencies by the deadline in your offer.
- 5. Inspections are completed.
- 6. The lender orders an appraisal for the property, usually paid for by you, the buyer.
- 7. You sign all loan and title documents when they are ready.
- 8. Closing occurs a couple of days after you sign the documents.



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# **ORDER AN INSPECTION**

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of findings. You can take the home as-is or request the seller to address some or all of the findings. We will be cognizant of not being too nit-picky on small items while being very careful of potentially significant issues.



# NEGOTIATE FINAL OFFER

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

We walk you through this process and have tough conversations on your behalf with the seller's agent. You may:

- · Ask the seller to make repairs.
- · Ask for credit for the work that needs to be done.
- · Don't sweat the "small stuff".
- · Or a combination of any or all of the above.





# SCHEDULE YOUR MOVE

#### 4 Weeks Before Your Move:

- Contract with a reputable moving company.
- Give 30 days' notice if you are currently renting.
- · Have school records transferred.
- Prepare to transfer your homeowners and auto insurance.
- Buy/find packing materials and start packing!
- Keep track of moving-related expenses (they may be tax-deductible).

## 3 Weeks Before Your Move:

- Arrange appraisal.
- · Complete title search (title company will do this).
- Let housekeeper, landscaper, and pool maintenance. know of your impending move.
- · Trans fer prescriptions.
- · Request time off work.
- Look for and purchase new furniture and decor to be delivered to the new home.

#### 2 Weeks Before Your Move:

- Secure home warranty.
- · Get quotes for Homeowners Insurance.
- · Schedule closing appointment.
- Contact utility companies (water, electric. cable).
- Change address with a post office and with your service providers, subscriptions, etc.
- · Order checks with a new address.
- · Minimize grocery shopping.
- · Keep packing!

#### 1 Week Before Your Move:

- Schedule and attend the final walk-through.
- · Finish packing.
- · Clean house.
- Pack essentials for a few nights in the new home.
- Confirm delivery date with moving company. Write directions to the new home along with your cell phone number.



**CLOSING DAY** 

Closing is the final step in the home buying process. While your closing date is outlined in your offer, you will work with your lender and the title agency on a timeline that allows them enough time to correctly execute their end of the deal. The average closing is 30 - 40 days.

# Final Walkthrough:

Not to be confused with a home inspection, the final walk through-which we will schedule-typically happens 24 hours before closing. At this point, all the seller's belongings should be completely cleared out, except for anything you agreed to keep. We will review our contract to make sure the condition of the home matches the original agreed-upon state and we will review receipts or invoices from vendors who performed work to fix items in the Request for Repair. We recommend taking your time and testing all major appliances, light fixtures, toilets, windows, doors, etc.



## **Closing Costs:**

Closing costs are the fees third parties charge when you finalize buying your home; these costs usually are 3% of the purchase price and include items such as the home inspection, escrow/title fees. The premium for homeowners' insurance, appraisal fee, credit report charges. etc. At least three business days before closing, your lender must send you a Closing Disclosure. This form lists all final terms of your loan such as closing costs and the details of who pays and receives money at closing. You can compare this to your original Loan Estimate to make sure everything is correct.

## **Bring To Closing:**

Your escrow officer usually provides a checklist of everything you'll need. This list includes your driver's license or photo ID, outstanding documents, and a cashier's check payable to the title or closing company for closing costs. After you pay your closing costs, you will sign the necessary documents, and the seller will sign documents to transfer property ownership. The title company will record the deed in your name and the mortgage company will release the funds to complete the sale.

## Final Step:

Meet with your agent to receive the keys to your new home.





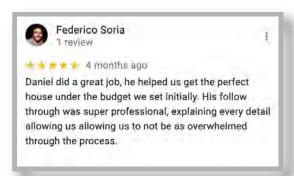
# **Exclusive Buyer's Agent**

## Reasons to have an exclusive relationship with a buyer's agent:

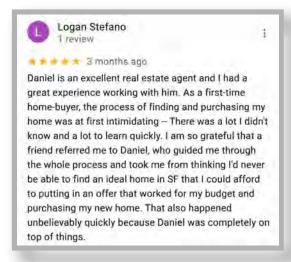
- · You don't pay us, the seller does.
- · We work for you exclusively.
- It's difficult to find a home simply by searching on the internet. I have access to homes that are "Off-Market".
- · We negotiate for a living.
- We understand home values in each neighborhood. We see when the market is changing and we make recommendations to each of our home-buying clients.
- We have strong relationships with local mortgage lenders, attorneys, home inspectors, and home insurance representatives. This ensures you a smooth transaction.
- If you work with more than one realtor, you risk being misaligned with your goals. Building a strong bond with a local expert ensures your goals are met.
- · We write the contract and put your needs first.
- · We will be there for the home inspection, appraisal, walk-through, and closing.
- We will always be a phone call away. You will have unlimited access to your real estate expert 24/7 to ensure you get the service you deserve.
- We do this every day- we know what's going on in the market, will help set expectations, and prepare you to win a potential bidding war on your dream home.



# **Client Reviews**















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