



DANIEL FLORES

A background image of a family (father, mother, and two young girls) sitting together and looking at a tablet. The image is dimmed and serves as the background for the text.

# THE *Road* TO HOME

## A Home Buyer's Guide

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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.





## TEN STEPS TO BUYING A HOME

# 01

### 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.



# 02

## 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.





# 03

## GET PRE-APPROVED

### 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.





# 04

## 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.





# 05

## MAKE AN OFFER

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.





# 06

## 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.



# 07

## 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.



# 08

## 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.





## 09

## 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.
- Transfer 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.



# 10

## 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

**Federico Soria**

1 review

★★★★★ 4 months ago

Daniel did a great job, he helped us get the perfect house under the budget we set initially. His follow through was super professional, explaining every detail allowing us allowing us to not be as overwhelmed through the process.

**Guadalupe Carreno**

2 reviews

★★★★★ 3 months ago

Daniel is an amazing realtor. When my parents decided to sell our house in San Francisco we had no idea what we were doing or where to start. My parents speak Spanish and he patiently explained and guided them throughout the stressful process, which was extremely helpful. Once the sale of the house was complete, Daniel helped my parents find their new home in the East Bay and closed the sale in a week!

I am beyond thankful for all his help and efficiency. I would definitely work with him again in the future.

**Jeffrey Lu**

5 reviews

★★★★★ 5 months ago

Daniel is a great realtor and is knowledgeable, transparent, and helpful, throughout the process of finding a new home. I highly recommend him for new home buyers since he takes the time to with with his clients to guide them, step-by-step, while making very reasonable suggestions. I never felt pressured to offer on a property or to offer beyond my budget. I am extremely satisfied with all the effort he put in and would use his services again.

**Eleni Metaxas**

1 review

★★★★★ 4 months ago

I highly recommend Daniel for all your real estate needs.

He is knowledgeable, trustworthy and an exceptional human being. He knows and understands the real estate market well. Daniel sold our family home during a very difficult time for our family. He was there for us exhibiting compassion, professionalism understanding and guidance. I'm happy we went with Daniel and now we have a realtor and a friend. Thank you Daniel!

**Logan Stefano**

1 review

★★★★★ 3 months ago

Daniel is an excellent real estate agent and I had a great experience working with him. As a first-time home-buyer, the process of finding and purchasing my home was at first intimidating – There was a lot I didn't know and a lot to learn quickly. I am so grateful that a friend referred me to Daniel, who guided me through the whole process and took me from thinking I'd never be able to find an ideal home in SF that I could afford to putting in an offer that worked for my budget and purchasing my new home. That also happened unbelievably quickly because Daniel was completely on top of things.

**Shawn Shojaie**

1 review

★★★★★ 4 months ago

Daniel helped me purchase a home in early 2021, I found him through a personal referral.

I had been looking for homes on my own and with other agents for 2 months before I found Daniel. Throughout the search he was patient, helpful, and we set up a an efficient process to see dozens of homes throughout the Bay Area as quickly as possible. I never felt pressured to make any offers and he was willing to help me negotiate offers at any price I was comfortable with. And when I finally closed on my home he gave me a nice bottle of champagne. I would happily work with him again.



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