

Joanna Dieter

Your Local Real Estate Professional

JD
joanna dieter
REALTOR



TABLE OF contents

1/ Nice to meet you.

2/ The home buying process.

3/ Find a real estate agent.

4/ Buyer agent responsibilities.

5/ Financing your home.

6/ Mortgage overview.

7/ Home shopping.

8/ Steps to making an offer.

9/ Submitting an offer.

10/ Post-offer acceptance.

11/ Closing the purchase.

12/ Customer testimonials.



nice to meet you!

Joanna Dieter

Realtor®
VYBE of LPT Realty

contact

cell - 410-949-6855

email - Joanna@JHomesTeam.com

web - www.JHomesTeam.com

facebook.com/JoannaDieter Realtor

@JoannaDieterRealtor

youtube.com/@JoannaDieter Realtor

VYBE of LPTRealty
phone - 410-220-4648
502 Washington Ave, Ste 101
Towson, MD 21204



profile

Joanna Dieter was born and raised in Baltimore County, then moved to Harford County once starting her own family. She knows the markets well and has a good sense of what the benefits of each different neighborhood have to offer. She was prompted to get her license after working in another field she is passionate about and another form of high-client care – nursing for Johns Hopkins. Prior to becoming a clinical employee, she worked in an administrative role for the local Hospitals demonstrating exemplary organizational skills with an eye for detail. Joanna is accustomed to working under pressure, and as a team, in the most fast-paced settings. Her excellence in customer service, communication, technology, and simply putting people at ease are invaluable to her real estate clients.

Promise to you: Joanna promises to deliver unmatched customer service with a genuine desire to see your property goals come true!



THE HOME buying process

Whether you are purchasing your first home or your next home, there are certain steps that all home buyers will walk through in their journey to purchasing a property. Below are the steps you will likely follow in your home buying journey.

01 | Find A Real Estate Agent

Most buyers find real estate agents helpful to guide and defend them during the home buying process. With the real estate agent's commission typically being paid for by the buyer, using an agent can be a cost-effective option for buyers.

02 | Sort Out Your Finances

Review your credit score and look into any areas that need improvement. Furthermore, speak to a lender or mortgage broker to find out how much you're able to borrow and set a budget. Lastly, get pre-approved by the lender.

03 | Begin The Home Search

Browsing online for homes on the market is a great way to begin searching for homes. I will also send you listings as they launch on the market that meet your criteria. Once you're interested in a home, we will schedule a showing tour.

04 | Make An Offer

Once you have found a home you like, I will prepare a customized Comparative Market Analysis (CMA) to estimate its market price based on comparable recent sales. This will help determine a fair offer price and terms to include.

05 | Inspections & Appraisals

Usually, buyers include home inspection and appraisal conditions in their offer. If this is the case, you will have a determined amount of time to complete and waive these contingencies before the offer becomes legally binding.

06 | Negotiate Final Offer

If any serious issues arise in the home inspection, or if the home's appraised value has resulted in being too undervalued, you may have to or want to try negotiating with the sellers for a lower purchase price or getting repairs done.

07 | Preparing To Close

While waiting for closing day, you will have time to prepare for your move, purchase homeowners insurance, and transfer utilities. At the same time, your lawyer will ensure the home title is clear and ready for the transfer of ownership.

08 | Closing Day!

It's closing day! After signing the final documents at your lawyer's office and giving you the house keys, you will officially have possession of your new home and be able to start moving in. Congratulations!

FIND A real estate agent

Why Hire Us As A Buyer's Agent?

Reason 1: buyer representation

When a buyer and a real estate agent enter into a client representation agreement, real estate agents are legally required to have their buyers' best interests in mind during negotiations. As buying a home is likely your most significant financial transaction, having an experienced real estate professional by your side can help advise and guide you through the home buying journey.

Reason 2: market knowledge

Real estate markets change, and prices fluctuate according to the market an area experiences. Therefore, as real estate agents work in the field every day, during home shopping, we can advise buyers whether a property has been listed too low or too high based on data from the current market state to offer a reasonable yet competitive home purchase price.

Reason 3: neighborhood expertise

If a buyer is unfamiliar with the neighborhoods they're considering moving into, we can provide current information on schools, utilities, traffic, amenities, zoning, and more to help them decide if the property's location would be a good fit.

Reason 4: contacts with experts

In the home buying process, a buyer will most likely require the services of other professionals in the real estate field, including mortgage brokers, lenders, home inspectors, title companies, lawyers, and more. Therefore, we ensure to build lasting relationships with people who work in these various professions to connect you with people we know and trust to help you.

Reason 5: paperwork management

A home buying process often involves paperwork, including real estate terms or legal clauses that buyers may not understand or are unfamiliar with. We always gather, prepare and take all the time necessary to help buyers understand the contracts and documents they are signing for maximum transparency and make them feel at ease.

Reason 6: there is no cost to you!

Since the seller typically pays for all real estate agent commission fees, buyers usually do not pay out of pocket for our quality services!

BUYER *agent* RESPONSIBILITIES

educate clients

- Help buyers understand the home buying process.
- Have guides and brochures ready to explain the buying process in a simple way to the buyer.
- Explain the legal and real estate terms you need to know.
- Walk the buyers through homes and point out good features and red flags (e.g., maintenance issues).
- Refer buyers to any reliable local professionals.

represent the buyer

- Submit and negotiate an offer on the buyer's behalf.
- Advise the buyer on the best offer price to make based on the current home market value.
- Negotiate any counter-offers on the buyer's behalf.

administrative tasks

- Handle all paperwork and documentation.
- Guide buyers into obtaining a mortgage pre-approval.
- Review all contracts before sending them for buyer signature.
- Provide buyers with fiduciary duties to ensure the buyer's best interests are always protected.
- Listen and answer buyer concerns.
- Write and submit offers.

find the right property

- Help buyers find the right property.
- Look through listing websites and narrow down the search to properties that match the buyer's criteria.
- Make inquiries of potential listings.
- Review daily market activity reports.
- Contact the seller or seller's agent to book showings for the buyer.
- Provide you with a listing sheet with all pertinent details of the properties a buyer views.

FINANCING your home

AFFORDABILITY

While you may get pre-approved for a larger amount, lenders typically suggest purchasing a home that costs no more than three to five times your annual household income. Furthermore, although it's not a requirement, it's recommended to put a 20% downpayment and not have too much debt on other types of loans (such as credit cards, student loans, lines of credit, etc.). However, these are guidelines, and we strongly encourage you to speak to your mortgage broker or lender about options available to you and pick one that meets your needs.

what is a credit score and how does it work?

A credit score is a number within a scoring range that shows others how likely you are to repay debts. Therefore, the higher the credit score you maintain, the more likely will a lender be willing to lend you money.

FICO is the most popular credit scoring model, with which scores range from 300-850. The credit scores are made up of the following factors:

- **Payment history (35%):** Paying all your bills on time.
- **Amounts owed (30%):** Using up all or a lot of your available credit. The lower you use, the better.
- **Length of credit history (15%):** The average age of your active credit lines (the longer, the better).
- **New credit (10%):** Opening new lines of credit in a short time span will temporarily hurt your score.
- **Credit mix (10%):** The different kinds of credit you have (e.g., student debt, car loans, credit cards).

checking and improving your credit

Check your credit score.

When applying for a mortgage or another type of loan to finance your home purchase, you will be required to show your credit score and report to the lenders. Checking your credit report ahead of getting a mortgage pre-approval and starting shopping for homes can allow you to identify any areas that can help your credit score increase.

Improve your credit score.

The credit score you need to buy a home widely varies from lender to lender and your financial circumstances. Therefore, we recommend you speak to your mortgage broker or lender to learn what score you will need to secure a home loan. In the meantime, here are some tips on how to improve your credit score:

- Don't miss any bills, loans, or credit card payments.
- Pay off and catch up on any past-due accounts.
- Avoid applying to open multiple new accounts.
- Start or keep paying off excessive debt.
- Avoid making major purchases (such as buying a new car or furniture) until after closing day.
- Don't close credit card accounts (doing so may bring you to using a higher percentage of your overall credit limit, which impacts your overall FICO score).
- If you avoid using credit cards, use them to buy everyday essentials, but pay off the balance in full right after your purchases.

mortgage overview

Various types of mortgages are available on the market, and you may qualify for certain ones. Below is a chart that briefly outlines what types of mortgage loans exist and the minimum credit scores they typically require to get qualified:



Type Of Loan	Credit Score Minimum
Conventional Loan	620+
FHA Loan	580+
VA Loan*	620+ or 580+
USDA Loan	640+
FHA 203K Loan	620+

*Some lenders require a credit score of 580+

TYPICAL DOCUMENTS NEEDED TO APPLY FOR A MORTGAGE LOAN

- Mortgage Application Forms
- Government-Issued Photo ID
- Income Verification
  - W-2s (2 years' worth)
  - Pay Stubs (3 months' worth)
  - Income Tax Returns (2-3 years' worth)
  - Profit-And-Loss Statements (if self-employed)
  - Child Support Income, etc.
- List Of Your Assets & Debts
  - Bank Statements
  - Retirement And Investment Accounts
  - Gift Letters
  - List Of Monthly Debt Payments, etc.
- Credit History Report
- Other Documents (if applicable)
  - Foreclosure or Bankruptcy Records
  - Divorce Decree
  - Rental History
  - Any Additional Income Documents

THE DOWN PAYMENT

The minimum amount you will be required to pay for the down payment for a conventional loan is around 3-5%, while the minimum down payment for an FHA loan is 3.5%. Some special loan programs even allow for 0% down payments.

However, if possible, we recommend saving up for at least a 20% down payment, as this can offer home buyers some significant financial benefits:

First, you will avoid paying the Private Mortgage Insurance (PMI), which can cost anywhere between 0.5-5% of the original mortgage loan amount per year. Therefore, if your total amount borrowed is $150,000 and the PMI costs 1%, you will have to pay an additional $125/month (or $1,500 per year) in mortgage insurance.

Second, you will have a smaller monthly mortgage payment, as you will have advanced a large sum at the very beginning of your purchase.

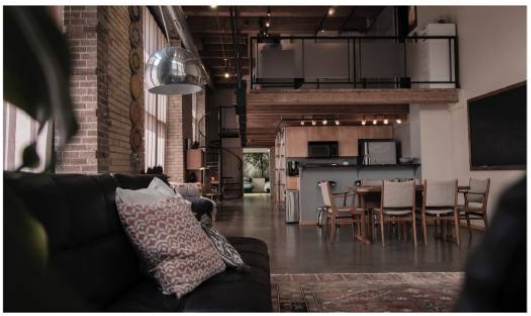


home shopping

Before you begin searching for homes, give us an idea of what type of home you're looking for so that we can browse with you and keep you posted on any internal listings that become available. We recommend you make a list of all the things you need and want in a new home (e.g., how many bedrooms, how many bathrooms, location, new construction, townhouse, detached house, condo, pool, air conditioning, finished basement, garage, etc.).

To begin your house-hunting process, we recommend you take time to search for available homes on the market. Start on an online platform such as Realtor.com, where you can narrow down your search to your desired location and filter the results by asking price, number of bedrooms/bathrooms, and any other must-haves. If you ever find any homes you would like to see, send us the listing, and we will schedule a visit to tour the home at your convenience.

Try to stay flexible throughout the home shopping process, as you may have to adjust your criteria depending on the market's property inventory. For example, you may find a home you love within your budget but located outside your desired neighborhood(s).



where to search for homes online

- Realtor.com
- Our Website (www.JHomesTeam.com)
- Trulia
- Zillow
- HomeFinder
- Homes.com
- Facebook Marketplace

what to look for when visiting a home

- Structural Defects And Cracking
- Number And Size Of Bedrooms
- Number Of Bathrooms
- Plumbing And Water Pressure
- Garage And/Or Parking Capacity
- General Floorplan Layout
- Age And Overall Home Condition
- Amount Of Natural Light
- Noise Levels Inside And Outside The Home
- Number Of Floors
- Storage Space
- Roof And Exterior Quality
- Electrical Issues (turn on light switches if not already)
- Remodeling/Home Addition Opportunities
- Architectural Style

STEPS TO *making an offer*

Once you have found the right home and want to make an offer, we will schedule a time to meet and go over all the terms and contingencies you will want to include in the proposal.

Upon making an offer, the seller will have to make a decision, and negotiations may have to be involved. Below are how offers and negotiations typically play out in a real estate transaction.

Step 1: *the offer is submitted*

I will send the seller or the seller's representative the offer on your behalf.

Step 2: *seller decides*

The seller and their agent will go over all the offer elements. Then, after everything has been reviewed, they will decide whether to:

- **Accept the offer**
  - If they accept the offer, you will move towards binding the contract or being "Under Contract."
- **Decline the offer**
  - If they decline the offer, it means that a factor (or multiple factors) of the contract doesn't work for them, and they are not worth trying to negotiate with you any further. The offer ends here.
- **Counter-offer**
  - If they counter-offer, their agent will modify a factor (or multiple factors) of your proposal and send it back to try negotiating with you on an element (or multiple elements) that they are unwilling to accept in your original offer.

Step 3: *you decide*

If, at Step 2, the seller decided to counter-offer, here YOU get to determine what you want to do. As with the seller at Step 2, you now have to decide what to do among these three options:

- **Accept the counter-offer**
  - If you accept the counter-offer, you will move towards binding the contract or being "Under Contract."
- **Decline the counter-offer**
  - If you decline the offer, it means that a factor (or multiple factors) of the contract doesn't work for you, and these factors are not worth trying to negotiate with the seller any further.
- **Counter-offer**
  - If you counter-offer, you will modify a factor (or multiple factors) of the seller's counter-proposal and send it back to the sellers to try negotiating with them on an element (or multiple elements) that you are unwilling to accept in the seller's counter-offer. Steps 2 and 3 can go back and forth numerous times before both parties agree to a final agreement.

SUBMITTING an offer

Once you decide to put an offer on a home, we will sit down and review all aspects of the document. Including the offer price, there are many factors in an offer that you will have to consider.



Offer Price.

I will prepare a customized Comparative Market Analysis (CMA) for the property you want to buy to calculate the approximate home market value based on comparable recent sales in the home's area. This will help you in determining the purchase price you would like to offer.

First Impressions.

Especially in a hot market, you will want to make sure you impress the seller to increase your chances of them selling their home to you. Therefore, depending on market conditions and the demand of the property you're offering on, we will work together and discuss how to make your offer positively stand out from the rest.

Earnest Deposit.

If you plan to make a sizeable down payment and have money saved up for the purchase of your home, it may be worth offering a larger earnest deposit to show sellers that you are serious about wanting to close the transaction.

Writing A Letter.

Writing a personal letter to the seller expressing your intent to care for the home as they have for the years and highlighting all your favorite home features that have made you fall in love with it can make your offer stand out.

Closing Day.

Sometimes, sellers will request a particular closing day ideal to them. If this is the case, try your best to be flexible around the seller's preferred closing day as they may not be able to change it, which might cause your offer to be rejected.



post-offer acceptance

After you submit an earnest deposit, any contingencies will have to be addressed before the sale goes through to closing day. During this "Under Contract" period, some things will typically occur before binding the contract and reaching closing day.

home inspection

Home inspections typically occur within 5-10 days of offer acceptance. This service is selected and paid for by the buyer. The home inspector will inform you about any potential repairs and maintenance tips your home will need should you decide to go through with purchasing it. The most common problems found in a home include foundation, electrical, plumbing, pests, structural, mold, or radon. Once the final report is delivered to you, you will choose whether to:

- Accept the home as-is
- Offer to renegotiate the contract (such as ask the sellers to lower the purchase price, ask them to repair any issues found before closing day, or ask them for repair credit)
- Cancel the contract

appraisal

If you require financing and the lender needs an appraisal before finalizing their approval, an appraiser will have to schedule an appointment to view the home you're purchasing. The appraisal could come in low, high, or at the offer price. If the appraisal comes low and you do not have the funds to cover the difference, you may be required to cancel the transaction and lose the home.

property title search

A title search will also be ordered to ensure the property you're purchasing is under the ownership of the correct individual(s) and that any existing liens, judgments, or loans are disclosed.

homeowner's insurance

Shopping for homeowner's insurance early will ensure you find the best rates, as prices tend to fluctuate. Homeowner's insurance protects your home against fires, storms, flooding, and more.

CLOSING THE *purchase*

After the contract has been firmed up and has become legally binding, you will move towards closing. Closing day is when the purchase of your new home becomes finalized (meaning the ownership gets transferred to you), and you will receive your home keys. Before closing, you should transfer utilities to your name and begin packing/preparing to move in!

final walkthrough

About 24 hours before closing day, together, we will tour the home for a final walkthrough. We will ensure the sellers are leaving the property in good condition and that any agreed-upon repairs have been completed.

WHAT TYPICALLY HAPPENS ON CLOSING DAY

Step 1: the buyer pays all remaining closing costs.

Step 2: the home gets transferred from the seller to the buyer.

Step 3: the new deed gets legally registered, making the buyer the official property owner.

Step 4: the seller receives any proceeds from the sale (after deducting closing costs and any remaining mortgage balances).

YOUR COSTS

Totaling around 2-5% of the purchase price, typical closing costs that buyers incur include:

- Appraisal fee
- Lawyer/Attorney fees
- Escrow fees
- HOA transfer fees (if applicable)
- Property taxes
- Mortgage insurance premiums
- Title search and title insurance policy
- Recording and notary fees (if applicable)
- Application and underwriting fees from lender
- Homeowner's insurance

what to bring

- Bring a valid government-issued photo ID
- Copy of the Purchase & Sale Agreement
- Homeowner's Insurance Certificate
- Prepare the certified funds for closing
  - Ask for the final amount and what type of payment it needs to be
- Discuss any final terms with your mortgage broker and attorney

Congratulations! You're officially a new homeowner!

CUSTOMER testimonials

SEE WHAT OUR CLIENTS ARE SAYING ABOUT OUR SERVICES!



Matt & Kelly

"Joanna was nothing short of extraordinary! It's easy to say an agent is good when it's a standard home purchase but she was my buyers' agent for an absolute nightmare of a purchase. The lender kept making mistakes, the sellers were tyrants, the sellers' agent was a bully, and the process required 2 additional transactions which all were required to be completed in 30 days. It's situations like these where the best agents rise to the top and earn the title of "The Best." Joanna is The Best! She guided us through the offer process to provide a competitive and complete offer, which the sellers accepted. She continually battled with the lender's loan officers, questioning their assertions which often led to them dropping unreasonable demands. Joanna would react within minutes to any issue that came up and was able to link us with an exemplary mortgage broker and real estate lawyers to help us. Her skills, relationships, and reputation helped build a team who eventually defeated the sellers, made the lender do their job, kept the sellers' agent in check, and we closed in time with a very, very lovely gift basket. Without Joanna, there is absolutely no way we could've closed on time. She saved us and the deal. This is all to say when you choose Joanna, you're not just choosing 1 agent, she's bringing an entire network with her to make sure you're taken care of and protected. Joanna is, The Best!"

NOTES


JD
joanna dieter
REALTOR