

940.395.3474
WWW.PEFORMREALTY.COM

BUYER'S GUIDE



welcome to your home buying journey



real
Brokered by: Real Broker, LLC

TABLE OF CONTENTS

03
About Shawna.

04
About the team.

05
Before your start.

06
Your checklist.

13
Glossary.





SHAWNA MARTINEZ

Real estate is in my DNA! As a second generation Realtor born and raised in North Texas, I know that no two clients are the same.

My team's goal is to offer concierge, next level customer service. Do you need movers? We can help with that! Do you need your yard maintained? We can take care of that too! Maybe you need accommodations for your fur babies... or real babies??? we understand your needs are unique.

We pride ourselves in building a relationship over a transaction, so whatever your needs are, we can help! Whether you are buying for your primary residence, second home, or investment property our team of experts will provide you with the most phenomenal customer service! Don't get trapped in the 'one size fits all' Ferris Wheel of real estate.

It truly matters who you choose to work with!

Shawna Martinez

ABOUT US

Performance Team represents the region's finest properties with exceptional skill using the most innovative technologies currently available. We are the best real estate team in DFW! Whether you are a first time home buyer or buying or selling your 10th home, we can help with all your real estate needs. We are a dynamic team that excels in making your needs and wants a reality while possessing the utmost integrity and providing the highest customer service along with consistent communication.

We specialize in YOU! If you are in the market for a pre-owned home or new construction, our experience and knowledge can help you achieve success! We get excited at making our client's dreams come true! If you are looking for someone to help you every step of the way from pre-approval to closing, we are it!

Performance Team

WHAT DOES AN AGENT DO FOR YOU?

1.Initial Consultation and Needs Assessment

- Understand your budget, timeline, and specific needs.
- Explain the home-buying process and set expectations.

2.Mortgage Pre-Approval Assistance

- Provide recommendations for trusted lenders.
- Assist in gathering necessary financial documents for pre-approval.

3.Market Education

- Educate you on the current real estate market.
- Share insights on local neighborhoods, school districts, and amenities.

4.Property Search

- Use MLS and other tools to identify homes that meet your criteria.
- Set up personalized alerts for new listings and price changes.

5.Scheduling Showings

- Arrange property tours that fit your schedule.
- Coordinate access to homes with sellers and their agents.

6. Evaluating Properties

- Provide Insights on a home's condition, potential, and resale value.
- Highlight both the benefits and drawbacks of each property.

7. Making an Offer

- Advise on offer price based on market analysis and property condition
- Draft and present the purchase offer with contingencies to protect you.

8. Negotiation

- Negotiate on your behalf for the best price and terms.
- Advocate for your interests during counteroffers.

9. Managing Inspections

- Recommend qualified home inspectors.
- Help Schedule/Coordinate the home inspection
- Help interpret the inspection report and negotiate repairs or credits.

10. Handling Paperwork

- Ensure all contracts and disclosures are properly completed.
- Keep track of deadlines and important contingencies.

11. Coordinating with Other Professionals

- Communicate with lenders, appraisers, inspectors and title companies.
- Resolve any issues that arise during the transaction.

12. Navigating the Closing Process

- Review the closing disclosure with you for accuracy.
- Ensure all closing documents are signed and filled correctly.
- Coordinate the final walkthrough of the property.

13. Ongoing Support

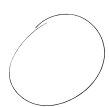
- Answer any post-closing questions about your new home.
- Provide resources for home maintenance and improvement professionals
- Stay in touch for future real estate needs.

14. Emotional Support

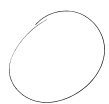
- Offer encouragement and keep you informed during stressful moments.
- Act as a sounding board for any concerns or questions you may have.



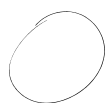
BEFORE SHOPPING FOR A HOME YOU SHOULD:



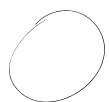
SUBMIT BUYER INTAKE FORM



SCHEDULE BUYER CONSULT MEETING



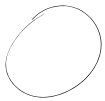
ACTIVATE HOME SEARCH



PROVIDE PRE-APPROVAL AND/OR PROOF OF FUNDS



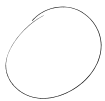
YOUR CHECKLIST



MEET WITH YOUR REAL ESTATE AGENT.

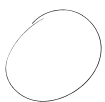
Discuss the type of home you're looking for, including style, price, and location.

The Buyer's Advantage: As the home buyer, your agent's commission is paid by the seller of the home in almost all circumstances. This means your representation costs you nothing!



GET PRE-APPROVED

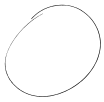
Your agent will supply you with a list of preferred lenders who can get you pre-approved. You will need pay stubs, W2s, and bank statements. Knowing what you can afford is critical to a successful home shopping experience. You will determine what you are comfortable spending on your monthly payments, which will set the price range we will be searching for you.



SEARCH FOR HOMES

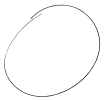
The fun part! Your agent will schedule showings and help find the perfect home.

Advanced Search: Not all real estate websites are the same. Your real estate professional has tools and systems to ensure you see every available home that meets your criteria.



MAKE AN OFFER

You've found the perfect home and you're ready to buy. Performance Team will be by your side, helping you determine an offer price that is fair. Once the price is determined, your agent will draw up an offer, or purchase agreement, to submit to the seller's real estate agent. This offer will include the purchase price and terms and conditions of the purchase.



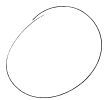
NEGOTIATING THE OFFER

Oftentimes, the seller will counter the offer, typically asking for a higher purchase price or adjusting the closing date. The seller's agent will submit a counteroffer to Performance Team. Then you can either accept the offer or counter again. The contract is considered final when both parties sign the written offer.





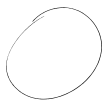
WHAT TO DO WHEN YOUR OFFER IS PENDING



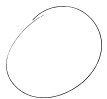
GET A LENDER/TITLE ORDERS SURVEY (IF NEEDED).



LENDER MAY REQUEST ADDITIONAL DOCUMENTATION - THIS SHOULD BE DONE PROMPTLY!



SELLER WORKS ON THE REPAIRS AND PROVIDING DOCUMENTATION.



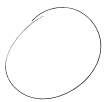
CONTACT YOUR INSURANCE COMPANY FOR HOMEOWNERS AN INSURANCE QUOTE

AGENT RECOMMENDATIONS:

Rollo Insurance Group Inc
LC 0425
Justin Jackson
940-441-4222 Main Office
817-223-9989 Cell



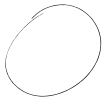
WHAT TO DO WHEN YOUR OFFER IS ACCEPTED!



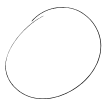
SCHEDULE YOUR INSPECTION WITHIN 24 HRS OF GETTING YOUR OFFER ACCEPTED.

RECOMMENDED INSPECTORS

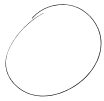
Super Inspectors - (940) 367-1708



DELIVER YOUR EARNEST AND OPTION TO THE TITLE COMPANY WITHIN 3 DAYS OF ACCEPT OFFER.



REVIEW YOUR INSPECTION REPORT.



REQUEST REPAIRS:

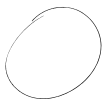
The things we are looking for to request are safety related items and large ticket items such as: Roof, plumbing, water heater, foundation, appliances. (We are **NOT** looking to ask for maintenance or cosmetic items such as paint chipping, caulking, and normal wear and tear).

When requesting repairs you have the following options:

1. Request the items you want fixed prior to closing.
2. Request a combination of items and concession (credit at closing in lieu of the item being requested)
3. Request only a concession vs the item being fixed prior to closing
4. Credits will be taken care of at the closing table, and will offset your cash to close.

Seller has the right to **ACCEPT**, **COUNTER**, or **REJECT** your repair request.

If both **SELLER** and **BUYER** come to an agreement on these repairs, the transaction moves to **PENDING**. If parties cannot come to an agreement on repairs, buyer can terminate and get their **EARNEST** deposit back, option fee is given to seller for consideration of taking their home off the market while the buyer decided to move forward or not.

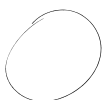


PREPARING FOR CLOSING

Perform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

You will be finalizing your loan, reviewing documents and discussing the findings from the inspection. Your agent will be managing this entire process for you.

Final Walkthrough: A few days before closing. Your agent will schedule with you the final walkthrough. This is a great time for you to measure, if needed.



CLOSING & FUNDING

This is the big day! Your agent will accompany you to closing, answer any questions, and verify the closing paperwork matches the purchase contract. Be sure to bring your identification. Everyone who is purchasing the property must be present. You will also bring certified checks or wire funds from your bank. After closing paperwork is signed and funded, you will receive the keys to your new home!

CONGRATULATIONS

YOU'RE A HOME OWNER!!!



GLOSSARY

broker:

A person who, for a commission or a fee, brings parties together and assists in negotiating contracts between them.

certificate of eligibility:

A document issued by the federal government certifying a veteran's eligibility for a Department of Veterans Affairs (VA) mortgage.

contingency:

A condition that must be met before a contract is legally binding. For example, home purchasers often include a contingency that specifies that the contract is not binding until the purchaser obtains a satisfactory home inspection report from a qualified home inspector.

commission:

How the buyer's agent (your agent) gets compensated. Buyer's agent commission is paid out of the **SELLER'S** proceeds at closing.

earnest money deposit:

A deposit made by the potential home buyer to show that he or she is serious about buying the house. Seller's typically are looking for 1% of the purchase price. Due within 3 days of an accepted offer.

fair market value:

The highest price that a buyer, willing but not compelled to buy, would pay, and the lowest a seller, willing but not compelled to sell, would accept.

GLOSSARY

FHA mortgage:

A mortgage that is insured by the Federal Housing Administration (FHA). Also known as a government mortgage.

flood insurance:

Insurance that compensates for physical property damage resulting from flooding. It is required for properties located in federally designated flood areas.

home equity line of credit:

a credit line that is secured by a second deed of trust on a house. Equity lines of credit are revolving accounts that work like a credit card, which can be paid down or charged up for the term of the loan. The minimum payment due each month is interest only.

good faith estimate:

An estimate of charges which a borrower is likely to incur in connection with a settlement.

jumbo mortgage:

The current loan limit for a conforming loan is \$417,000. Loan amounts of \$359,651 and above are considered non-conforming or jumbo mortgages and are usually subject to higher pricing.

lender:

The bank, mortgage company, or mortgage broker offering the loan.

GLOSSARY

mortgage:

A legal document that pledges a property to the lender as security for payment of a debt.

mortgage insurance (MI):

Insurance written by an independent mortgage insurance company protecting the mortgage lender against loss incurred by a mortgage default. Usually required for loans with an LTV of 80.01% or higher.

Option Period:

Period of time that is negotiated between the parties for a FEE (generally \$150-500) to allow buyer time to decide if they will move forward with the purchase or not. This is also the time frame the buyer would schedule inspections and negotiate the repairs. Deadline for option period is 5pm of the last day of option. This fee is due within 3 days of an accepted offer.

origination fee:

A fee imposed by a lender to cover certain processing expenses in connection with making a real estate loan. Usually a percentage of the amount loaned, such as one percent.

owner financing:

A property purchase transaction in which the property seller provides all or part of the financing.

PITI:

Principal, interest, taxes and insurance—the components of a monthly mortgage payment.

GLOSSARY

rate:

The annual rate of interest on a loan, expressed as a percentage of 100.

refinancing:

The process of paying off one loan with the proceeds from a new loan using the same property as security.

Survey:

A print showing the measurements of the boundaries of a parcel of land, together with the location of all improvements on the land and sometimes its area and topography.

title insurance:

Insurance against loss resulting from defects of title to a specifically described parcel of real property.

title search:

An investigation into the history of ownership of a property to check for liens, unpaid claims, restrictions or problems, to prove that the seller can transfer free and clear ownership.