

Home Buyer Masterclass

The 4 Phases to Buying a Home in North Texas



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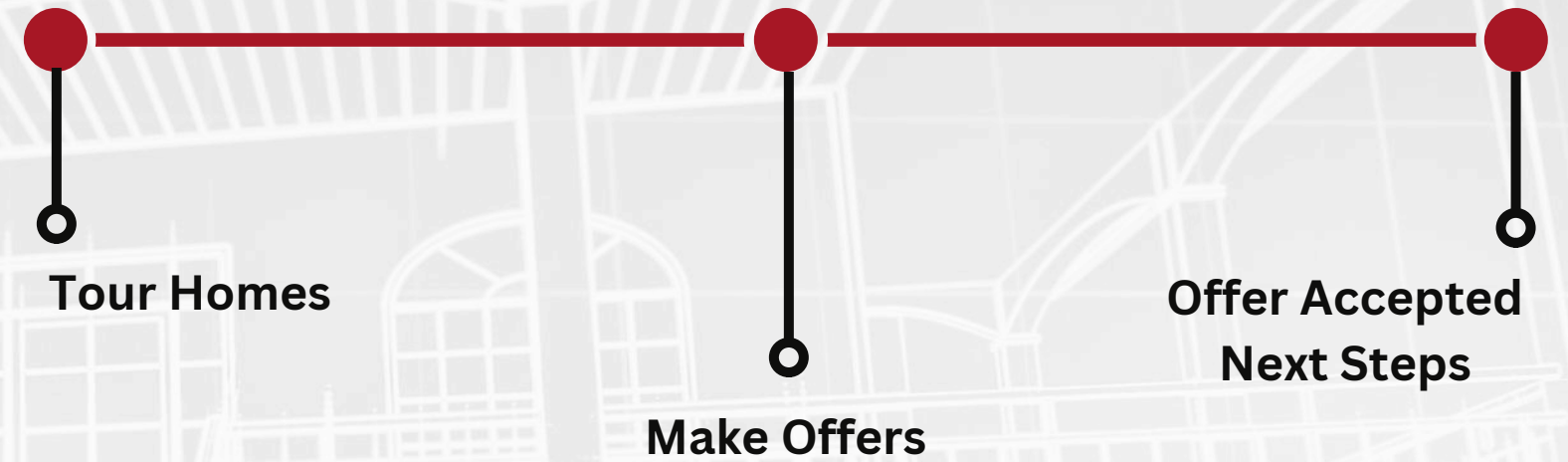
Strategy

Goal: Get ready to search



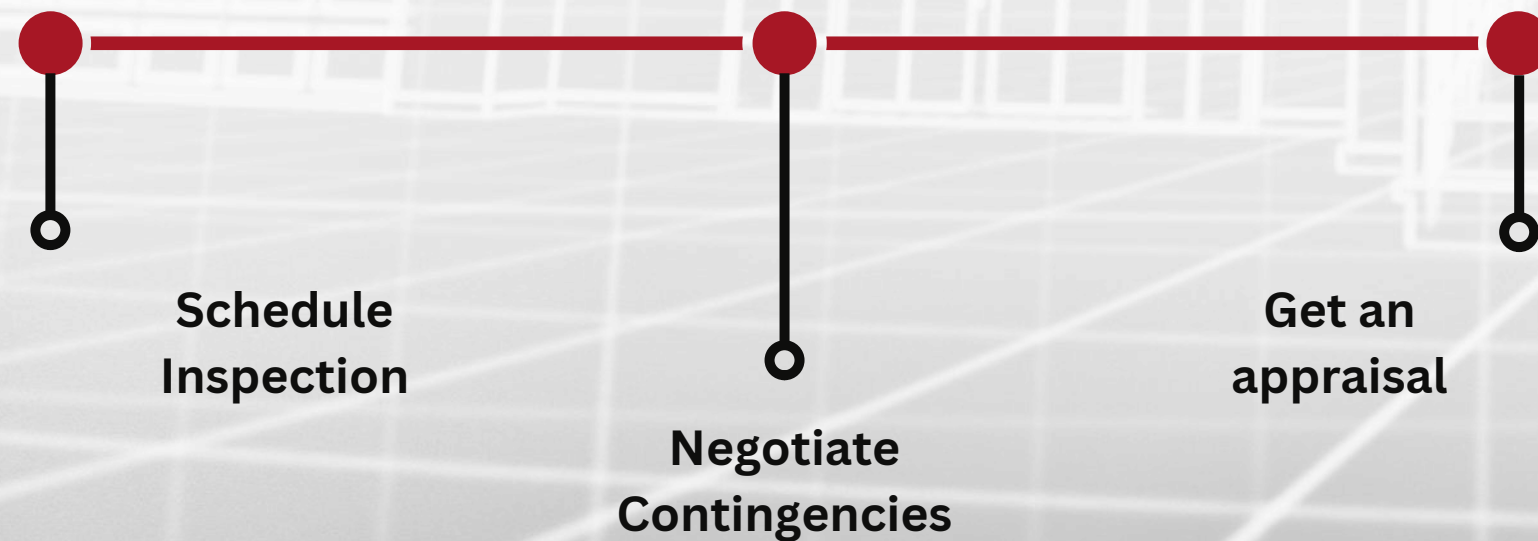
Search

Goal: Find your home



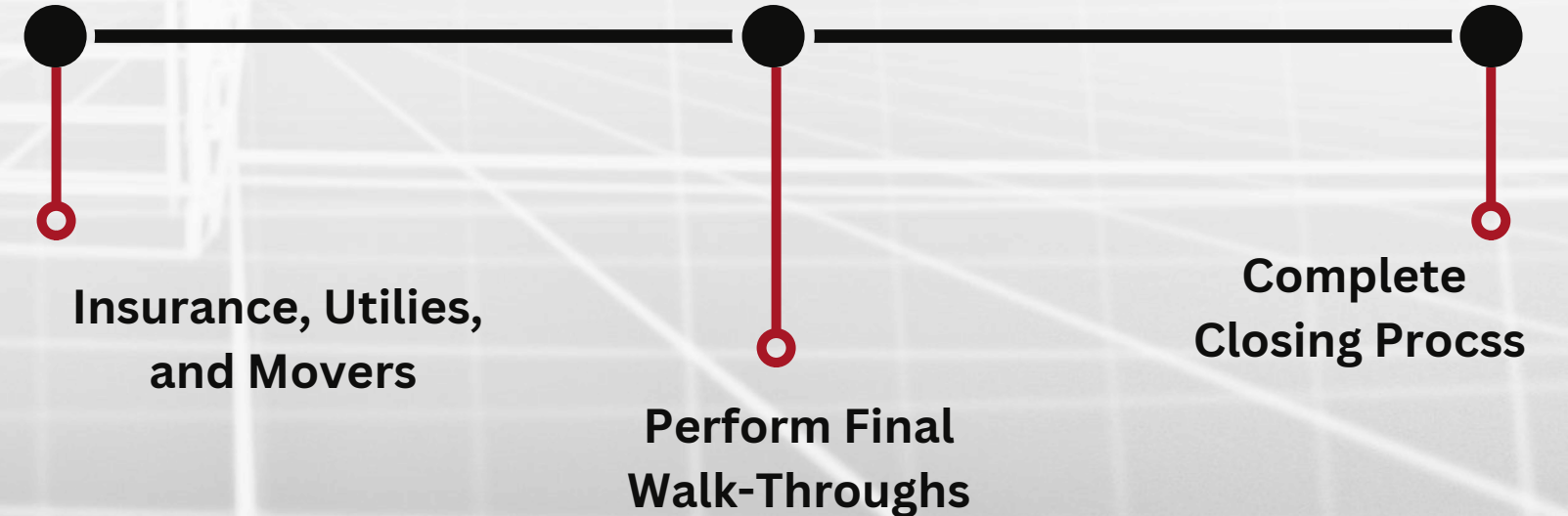
Contract

Goal: Negotiate & finalize purchase



Closing

Goal: Move into your home



Strategy

Goal: Get Ready to Search

Establish Gameplan

- **Non-Negotiables:** Your dream home is out there.... but we have to define it first. What are you looking for? Where are you looking? What is most important? What features are you looking for? HOA, amenities, etc.
- **Timeline:** Defining an ideal timeline is the most important part of the home buying process. Are you in a lease? When does it end? Can you go month to month? Do you have a current home to sell? This is important so our team can ensure you don't go homeless.



Arrange Financing

Put aside the cash needed to cover down-payment and closing costs

Create a mortgage strategy and have a great mortgage loan officer in your corner.

There cannot be any credit fluctuations in the process, so follow the guidance of the loan officer.

Here are some things to avoid while applying for a mortgage and buying a home.

Do Not's

- Don't change bank accounts.
- Don't apply for new credit cards or close any credit accounts.
- Don't make any large purchases like a new car, furniture, appliances, etc.
- Don't co-sign on any loans for anyone.
- Don't deposit cash into your bank accounts before speaking with your mortgage loan officer.



Start Search for potential homes

As your agent we will narrow your search and schedule house viewings.

This is where we will take your non negotiables and price range that you strategized with your loan officer, to start sending you homes from our home portal. When you see a home that you like, send a text to our team so we can do our due diligence and schedule for a showing.

Remember, We can't read your minds. Be clear about what you want, so we can help you find it. Every nuance matters.

If you change your criteria (price, location, features) please let our team know so we can adjust our search and send you the right list of homes. When search on other websites like redfin, realtor.com, zillow, homes.com, send it to us that we can do our initial diligence on it to ensure it's availability.



Search - Goal: Find Your Home

Tour Homes

When you see a home from our list or online, text us the address(es) of the homes along with your availability so we can do our diligence and schedule a in-person or virtual showing for you.





Make a smart offer

Different people value different things. We must find out what they are and use them to negotiate to our advantage.

Prices Get Noticed

Price is not everything but it is the one thing that gets us noticed.

Terms Get the Deal

Offering convenient terms can often get us a deal even if the price is not the highest.

Timing & Convenience

Timing and convenience are key components for all parties, solving for this can be extremely strategic.

Offer Accepted, Next Steps:

Once the offer is accepted - you are officially under contract to buy this home. Our team will help you make arrangements to drop off the earnest and option monies to the title company which must be done withing 72 hours.



Contract - Goal: Negotiate and Finalize Purchase



Schedule Inspection:

You will schedule the home inspection as soon as possible so that we are able to review and negotiate if needed during our option period stated in the contract

Our team will give you some recommendation that our previous buyers have used or you can find your own.

Negotiate

Once you have received the inspection report, reviewed, and identified anything in need of replacement or repair that is important to you (roof, HVAC, foundation, electrical, plumbing), we will do our best to negotiate the seller addressing these items.

Options:

The options for negotiating based off inspection are:

- Have seller replace or repair
- Request a credit (involves getting estimates from licensed contractors) so that you can address after closing
- Terminate and continue searching for another home.





Order the Appraisal

The mortgage lender will order an appraisal (if needed). This is a report highlighting the estimated value of the property that is completed by a qualified and licensed 3rd party (Appraiser). Lenders rely on appraisal to validate a home's value and ensure they're not lending more than the home is worth.

- If the appraisal comes back meeting value (the sales price) then we can move forward.
- If it comes back valued at more, then you are buying a home with instant equity, congrats!
- Should the appraisal come back less than the sales price, our team will try to negotiate on your behalf to bring the sales price down to the value.

Buyer and Seller options?

- Negotiate with seller to come down difference
- Buyer can pay the difference
- Terminate and continue looking for another home

Closing - Goal: Move Into Your Home

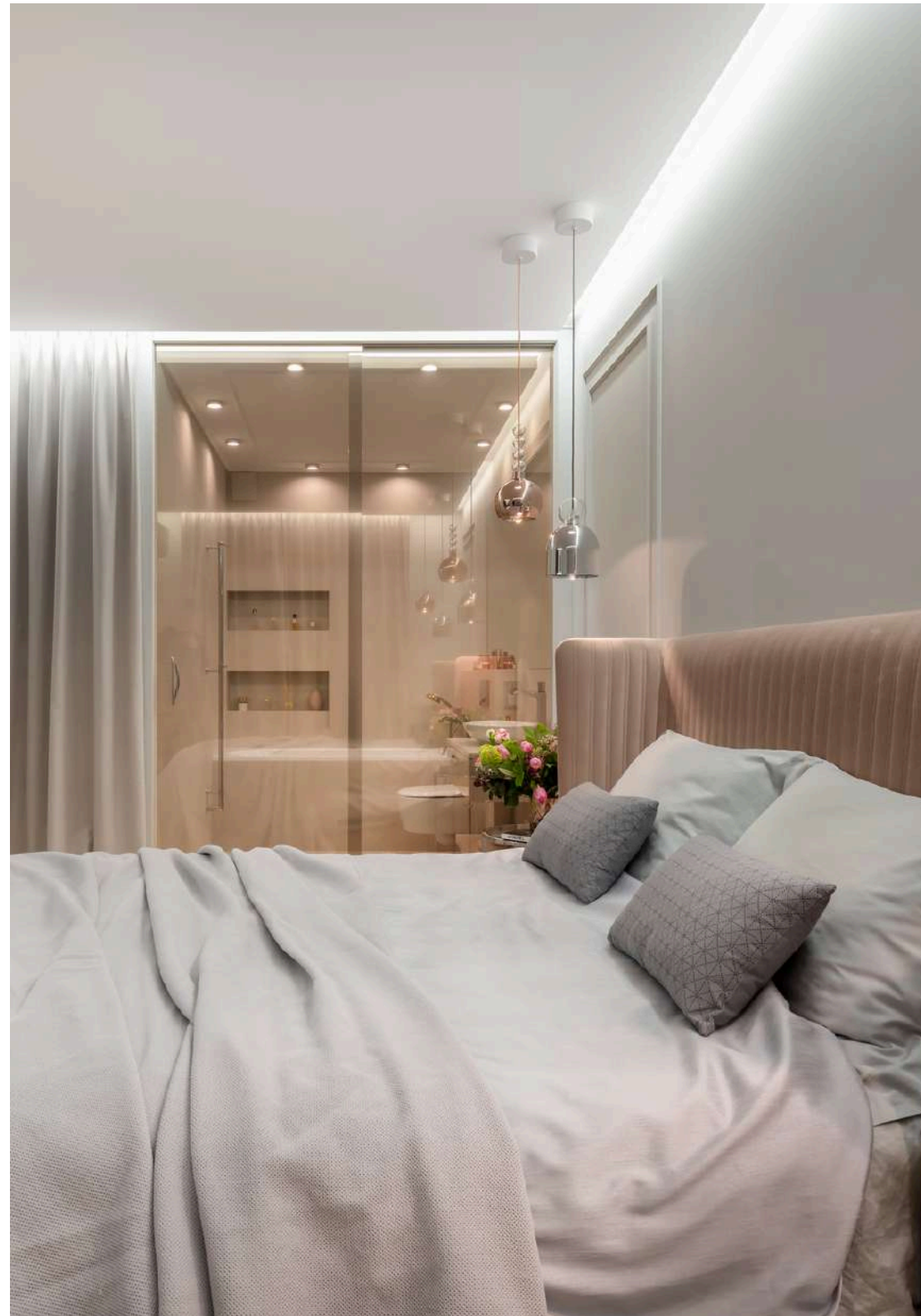
Insurance, Utilities, and Movers

If you are escrowing your homeowners insurance and property taxes, the mortgage lender will need the insurance policy. We will give you some recommendation but you are also able to use any company.

Now that you are close to moving into your new home, it's time to set up any utilities. Our concierge team will reach out to help set up your electric, water, gas, internet, cable, and home security.

This is also a good time to schedule any movers.





Perform Final Walk

Finalize the deal after one last walk-through of your future home.

This is where you and I will schedule one last time to walk the property before you go to closing. During the walk-through we can determine that any repairs negotiated are completed and that the home is in the same or better condition when we initially went under contract. You are welcome to hire the inspector again to check that repairs are completed properly but not required.

Complete Closing Process

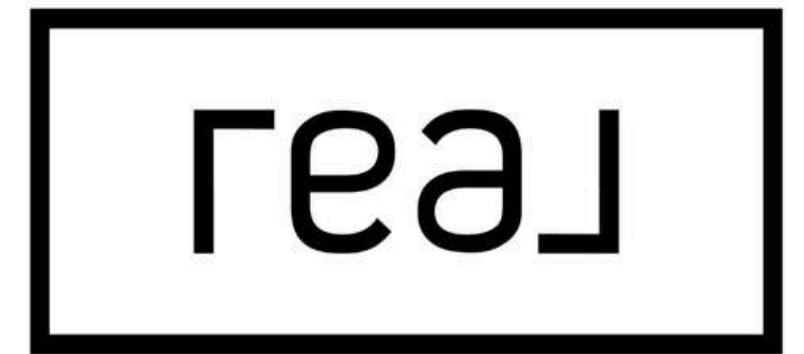
- It's now closing day, where you will sign off on the closing paperwork at the title company or via a mobile notary. Closing takes around 30 min to a hour.
- Once you finish signing and the sellers have also signed, the paperwork will get submitted to your mortgage lender for final approval.
- Once they have approved and sent their funds to the title company (this is called funding). You are Officially the New Homeowner. This is when you are given the keys to start moving in (if no seller lease-back).



We will not find your dream home by accident, which is why we focus on a proven process with our clients.

We have helped hundreds of clients and all of that experiences has helped us build a robust process for you.

We work utilizing a team based approach with specialists in each area of the transaction, giving you the ultimate unfair advantage.



How Everyone Gets Paid

When hiring us to represent you, you are ensured to get the right representation to guide you through every step of the home buying journey.



Buyers Agent

The Buyers Agent Represents the Home Buyer



Listing Agent

The listing agent represents the home owner (seller)



Neutral 3rd Party

The neutral 3rd party represents the contract - title company and escrow officer.

So what does this cost and how does everyone get paid?

There are two ways as your agent can get compensated.

- Prior to going under contract on a home, we will try to negotiate with the seller or seller's agent (listing agent) our compensation.
- Should the seller or their agent not offer compensation, then you as the buyer will be responsible for compensation at closing which we will discuss as we onboard you as a client and sign our initial paperwork.

Ready to get onboarded as our client? Let's get talk and get our paperwork signed so we can start your home search.

