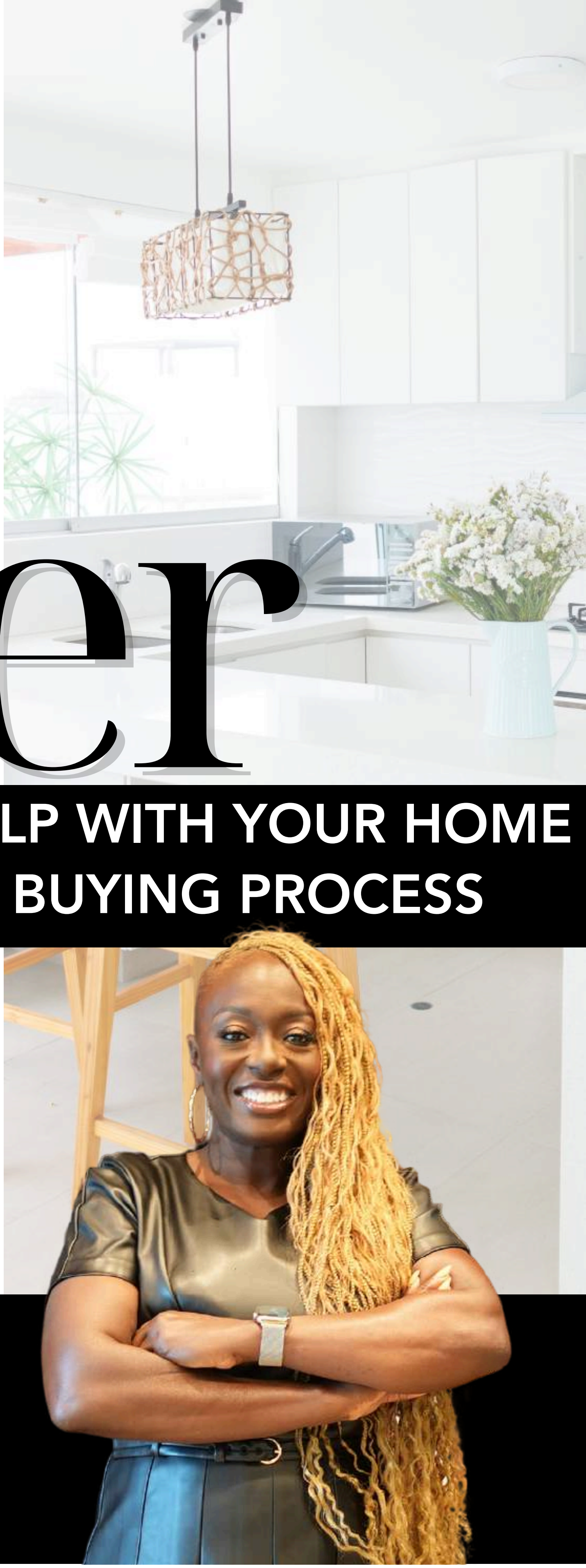
Cynthia Lubin

Buyer guide

HELP WITH YOUR HOME BUYING PROCESS



Cynthia Lubin

COMPASS

CYNTHIA LUBIN, CPA | BROKER ASSOCIATE | CYNT4HOMES.COM

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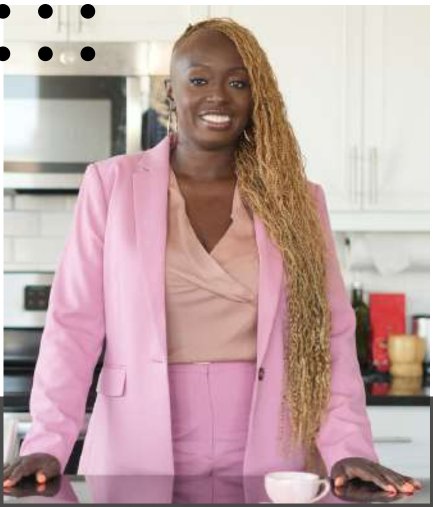
Cynthia Lubin

BROKER ASSOCIATE



With over twenty years in Financial Services, Accounting, and Real Estate, Cynthia Lubin brings deep expertise to help you make a strategic, wealth-building home purchase. An MBA in Professional Accounting from Rutgers and roles at a Big 4 firm and a Fortune 100 company provide Cynthia with a strong financial foundation for guiding clients through smart real estate decisions.

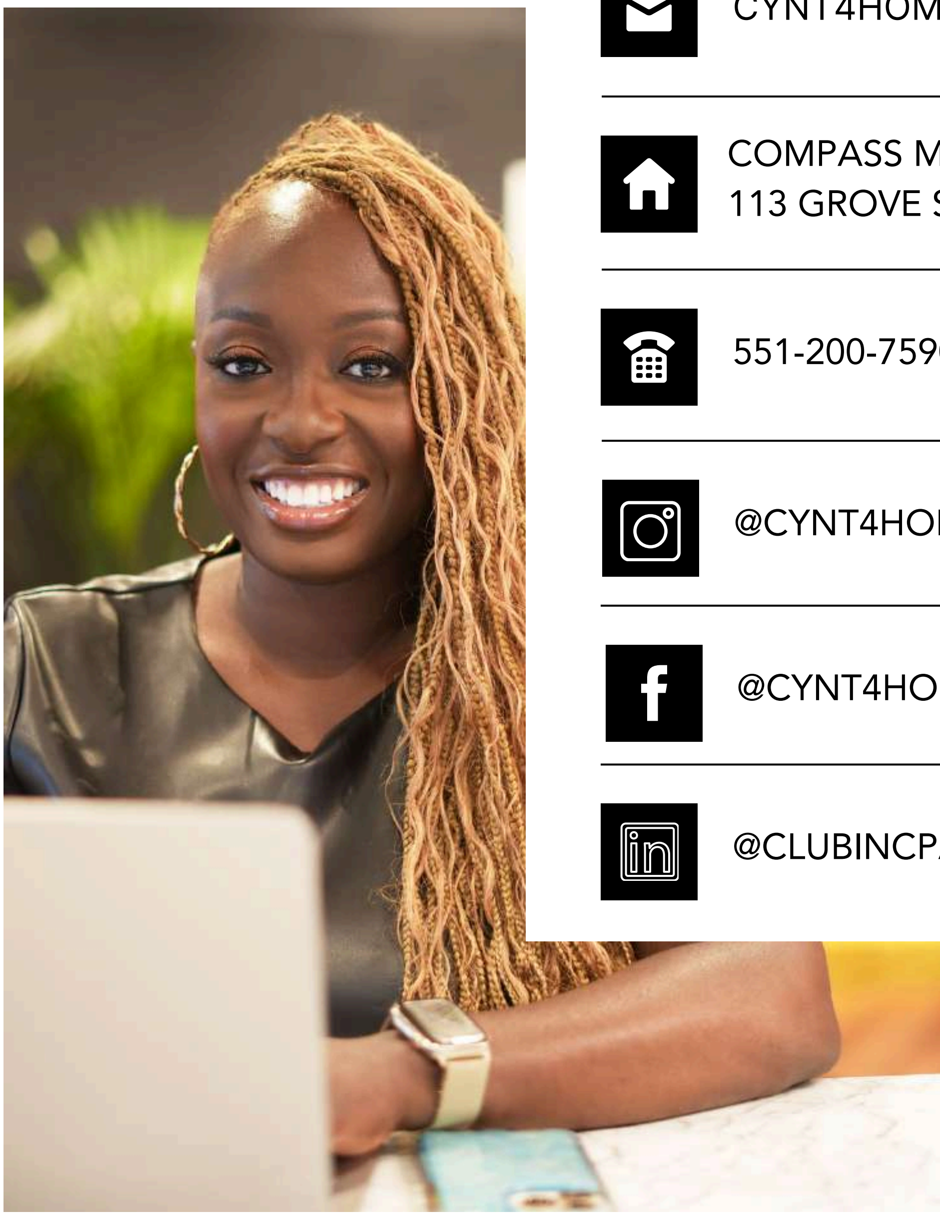
Since 2017, Cynthia has been a full-time realtor, leveraging her CPA background and seven years of hands-on real estate experience.

As a licensed Broker Associate in New Jersey and New York, Cynthia combines market knowledge with a client-centered approach, ensuring exceptional service. She also co-authored The Pocket Advisor: Tax Strategies and Money-Making Tips for Rental Property Owners, bringing practical financial insights to buyers.

Cynthia's goal is to guide you through the buying process smoothly, secure the best value, and set a foundation for generational wealth through homeownership.

Cynthia Lubin

Get in touch with Cynthia



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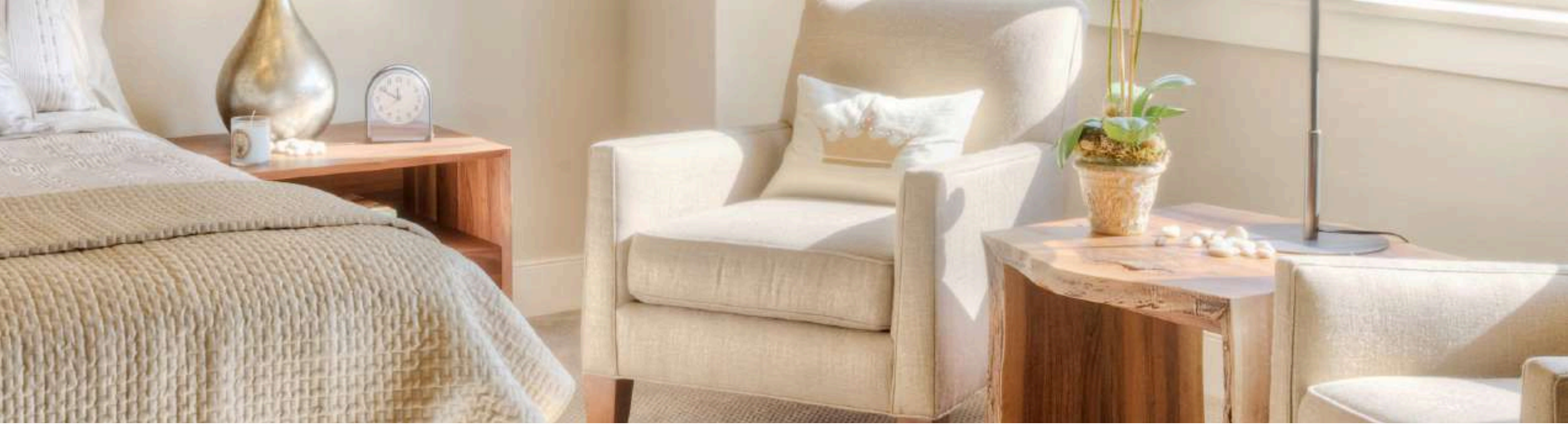


YOU SHOULD KNOW THESE

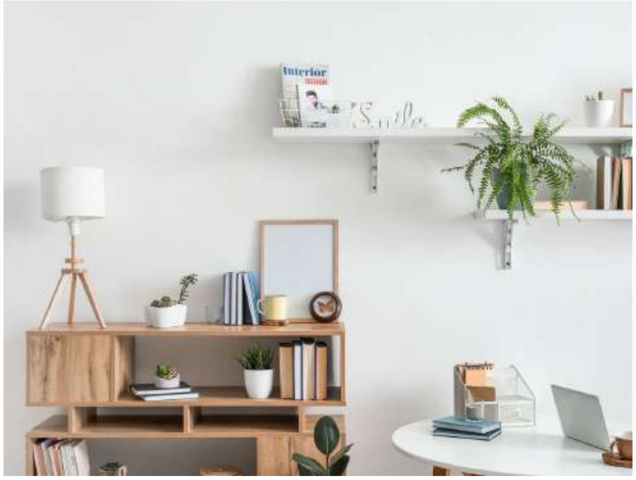
Real Estate Updates

THE NAR PRACTICE CHANGES EXPLAINED

You may have heard about the practice changes by the National Association of REALTORS®. Our goal is to simplify the two key changes that went into effect on August 1, 2024

Every buyer represented by a NAR-affiliated agent is now required to sign a Buyer Representation Agreement formalizing the relationship between the buyer and broker before touring properties.

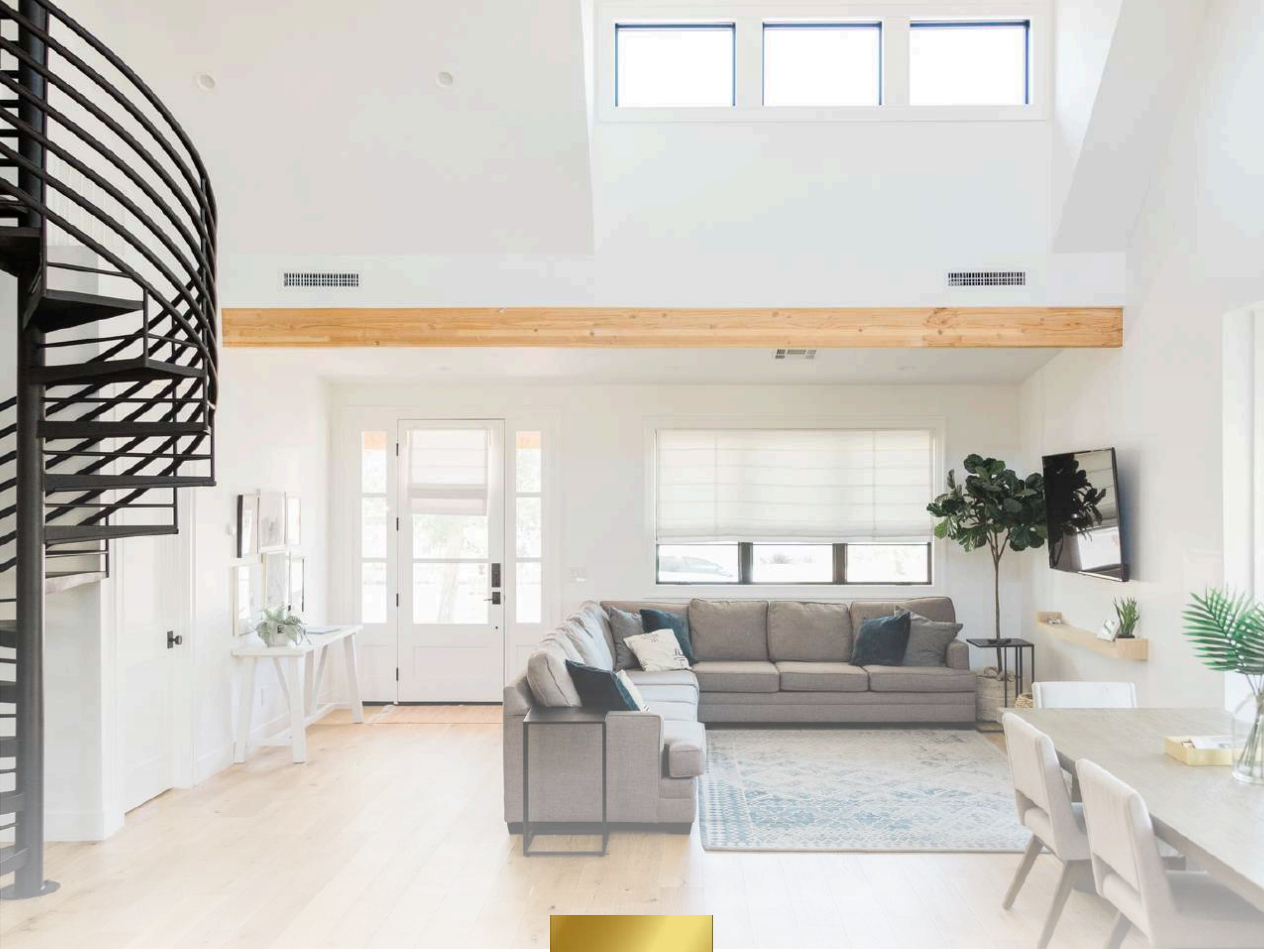
Buyer's agent compensation can no longer be advertised on the MLS. Compensation has to be advertised, offered, and negotiated outside of the MLS. This can be done through phone, email, or in-person conversations with the listing agent.



REAL ESTATE CONSUMER PROTECTION ENHANCEMENT ACT

In early July, Gov. Murphy signed the bill S3192/A4454, also known as the real estate consumer protection enhancement act, into law. The law, which goes into effect on August 1, 2024, strengthens both consumer and real estate licensee protections.

1. Seller's Property Condition Disclosure Statement Noew Requires
2. Designated Agency Now Allowed
3. Brokerage Services Agreements required
4. Signage Required at Open Houses
5. Compensation Disclosure Changes in Multiple Listing Services
6. New CE Requirement Added



01

Preparing
TO BUY YOUR NEW HOME

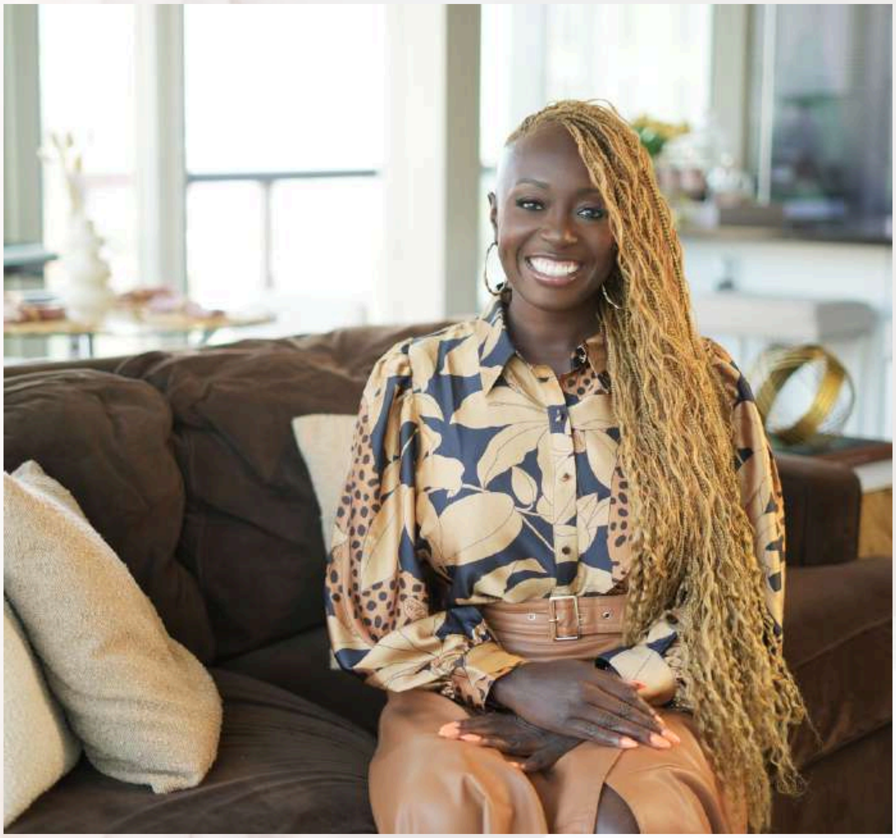
Finding Your Agent & Financial Health

Finding Your Agent

TO BUY YOUR HOME

Buying a home without a realtor can be stressful and challenging. The majority of homebuyers prefer to work with a real estate agent because of their experience and resources on the market.

Your agent will be working with your best interests to help guide you in your journey of buying your home.



BENEFITS OF USING A REAL ESTATE AGENT

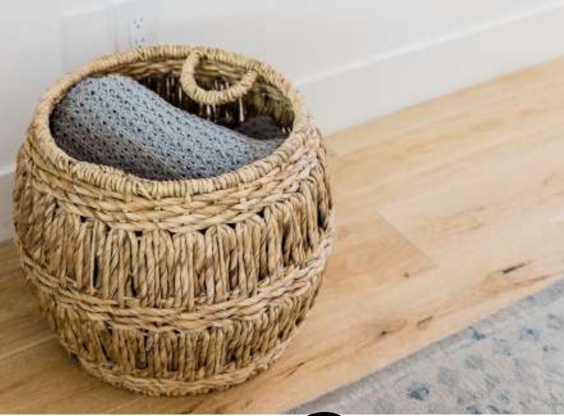
MORE CONVENIENCE/ BETTER ACCESS
A real estate agent's full-time job is to act as a liaison between buyers and sellers. This means that he or she will have easy access to all other properties listed by other agents.

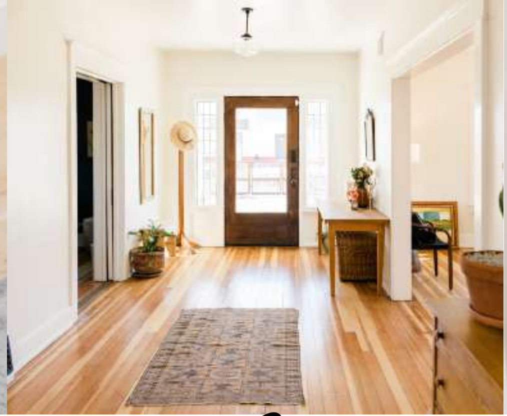
NEGOTIATING IS TRICKY
This can put you in a better position to get the price you want.

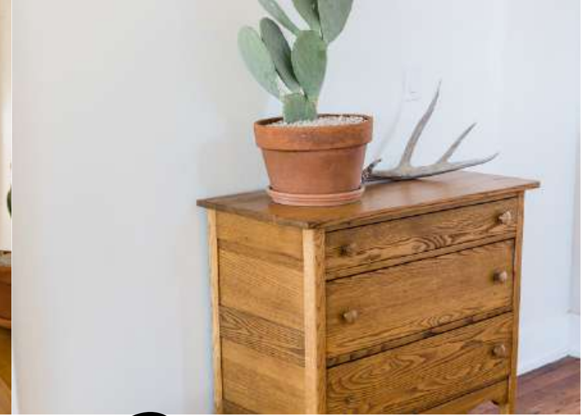
CONTRACTS CAN BE HARD TO HANDLE
An experienced real estate agent deals with the same contracts and conditions on a regular basis and is familiar with which conditions should be used. Protecting you whether your selling or buying.

ATTENTION TO DETAIL
Agents are far more familiar with this type of paperwork than you are. Consider this if you are trying to save money.

AVOID CLOSING PROBLEMS
When a sale nears closing, all kinds of pitfalls can kill the deal in the final hours. A real estate agent knows to watch for trouble before it's too late.







Before You Buy

HOW'S YOUR FINANCIAL HEALTH?

An important first step on your journey to success is to be fully aware of your personal financial situation. Understanding your personal financial situation will guarantee your long term success in this process. It will ultimately confirm your financial eligibility & readiness for the purchase and long term maintenance costs that come with purchasing a home.

LOOK AT YOUR SAVINGS

It is always recommended that you come prepared when purchasing a home. It is highly important to have available sufficient emergency cash to cover critical expenses. A great rule of thumb is to have a minimum of three to six months set aside for emergencies. And let's not forget about those upfront expenses such as cash down, closing and moving costs.

REVIEW YOUR SPENDING

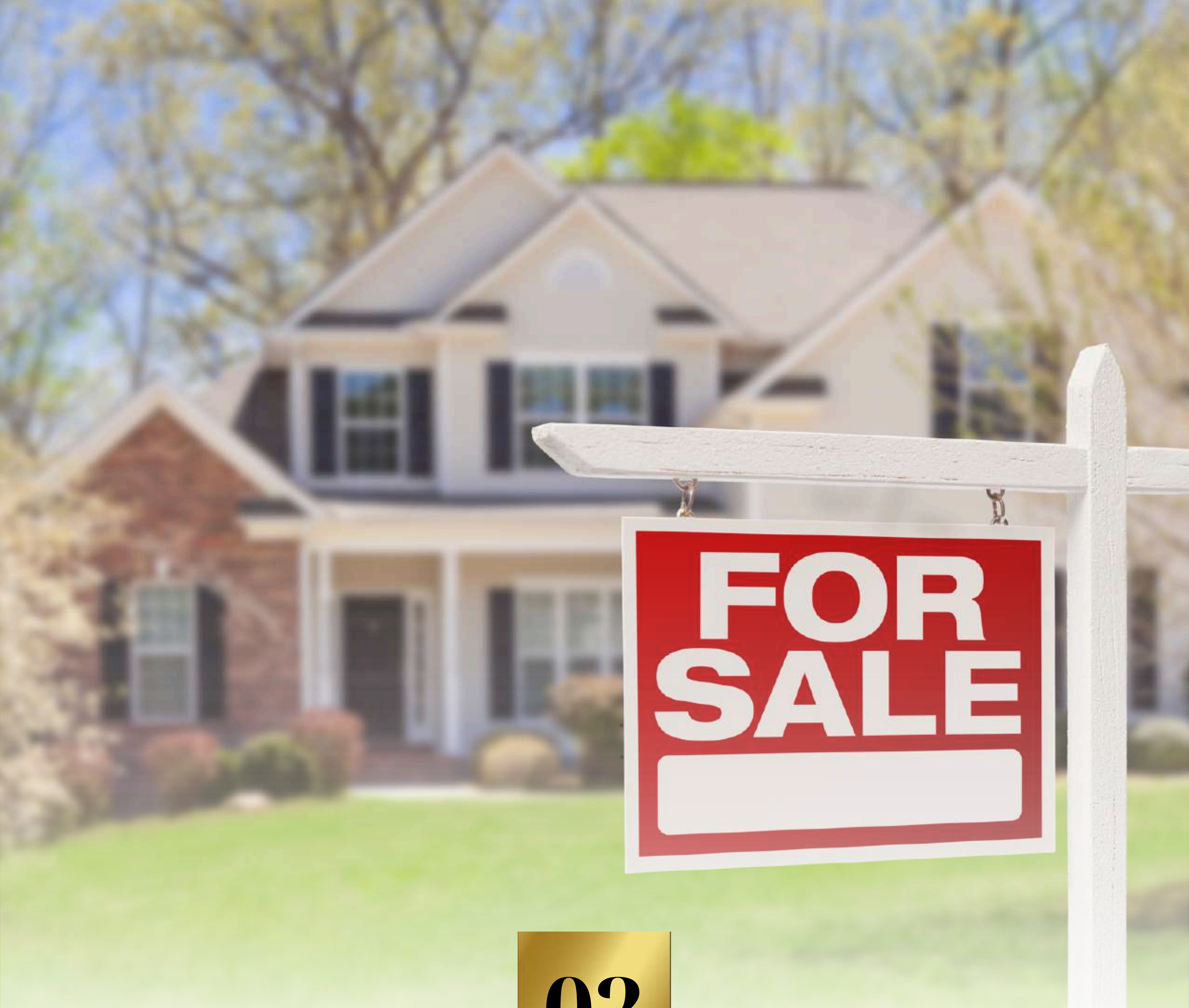
You need to know where your money is presently going every month to better understand and plan for this future purchase. How much money is going to bills or necessities vs how much is going towards extras. Knowing your spending limits helps towards an ultimate successful purchase.

CHECK YOUR CREDIT

Lowering your debt to credit ratio and credit reliability are among some of the main criteria that approval lenders look to evaluate and interpret.

WHAT DO YOU WANT IN A HOME

Knowing what you are happy with when you are heading towards purchasing a property is key to long term happiness. With so many types of homes available to the consumer, it is advantageous to know your preferences.



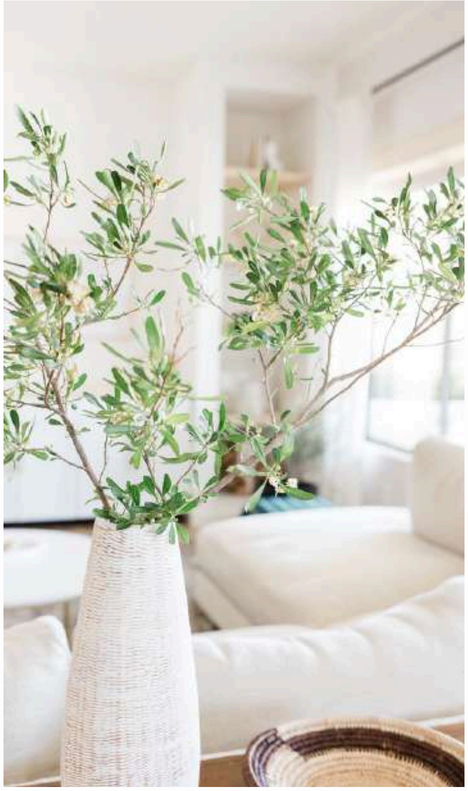
02

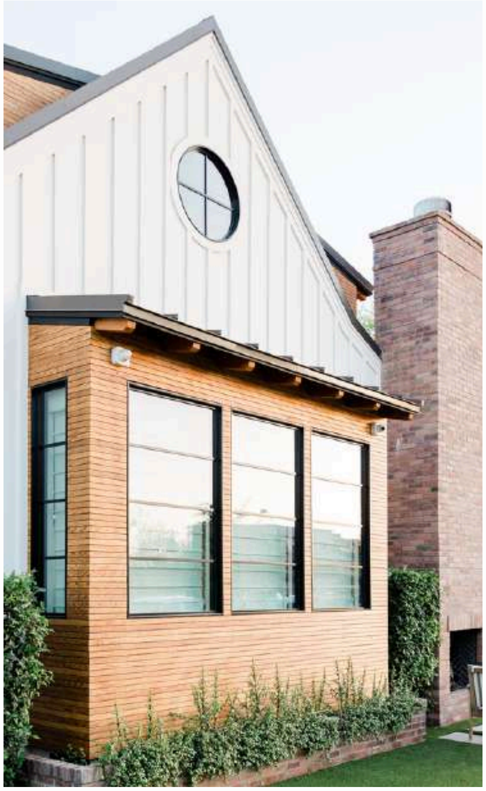
The Buying Process
FINDING A HOME & MAKING AN OFFER

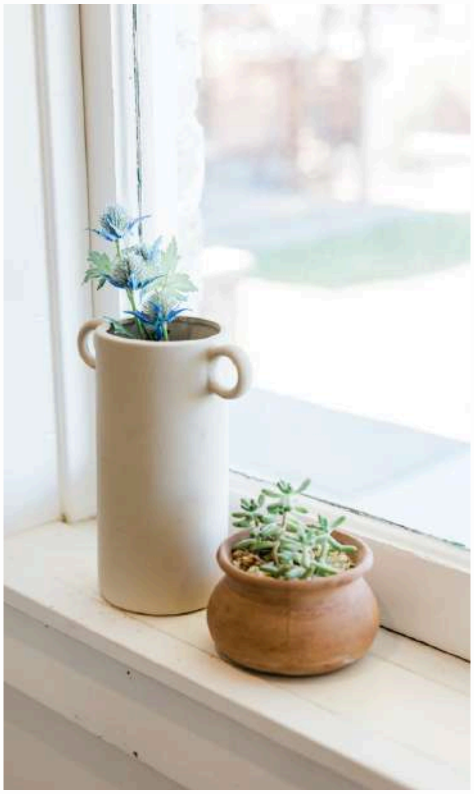
Finding Your Dream Home

IT'S TIME FOR THOSE OPEN HOUSES

Once you have an idea of what you can work with. Bring your real estate agent to your open house visits. It is only beneficial to have someone in your corner ready to help you accomplish your goals. Going into a situation unprepared will ONLY benefit the other parties involved. We will have your back throughout the whole process.







HOME HUNTING TIPS

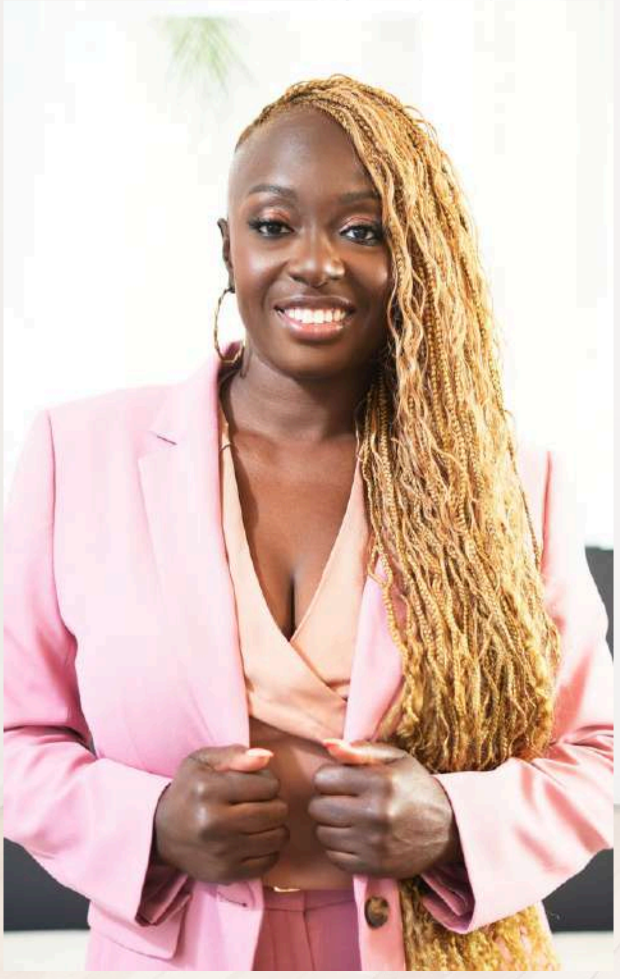
Want more than you can afford? Don't we all right?! We can help you see the hidden beauty of a home, and point you in the direction of some with hidden potential. Some only require a little sweat equity and will have the opportunity of a tremendous makeover on the cheap.

Make an Offer

When you're ready to present an offer, we'll help you determine an ideal initial offer price and outline any specific conditions you'd like to negotiate. This ensures your offer is competitive and meets your needs. After finalizing these details, we'll officially submit the offer to the seller's agent on your behalf, positioning it to give you the best chance of acceptance.

Acceptance

If the seller accepts your offer as presented, you're ready to move on to the next steps of the process. If they decline, they may respond with a counteroffer, allowing for further negotiation. We'll guide you in reviewing any counteroffer to ensure it aligns with your priorities. Once both parties reach an agreement, you're all set to proceed with the next steps of the transaction.



Attorney Review

Once your offer is accepted, the contract enters the attorney review period. This is a critical phase of your home purchase that typically lasts 3-5 business days. During this time:

BOTH YOUR ATTORNEY AND THE SELLER'S ATTORNEY WILL REVIEW THE CONTRACT TERMS

- Your attorney will suggest modifications to protect your interests
- Negotiations of contract terms can occur between attorneys
- Either party can cancel the contract without penalty during this period
- Once both attorneys approve, the contract becomes fully binding

WHAT YOUR ATTORNEY REVIEWS

- Purchase price and payment terms
- Contingencies and deadlines
- Property inspection requirements
- Included/excluded items
- Closing date and possession terms
- Special conditions or requirements

Due Diligence

The due diligence period runs concurrent with your mortgage process and typically includes several important steps:

MORTGAGE PROTECTION

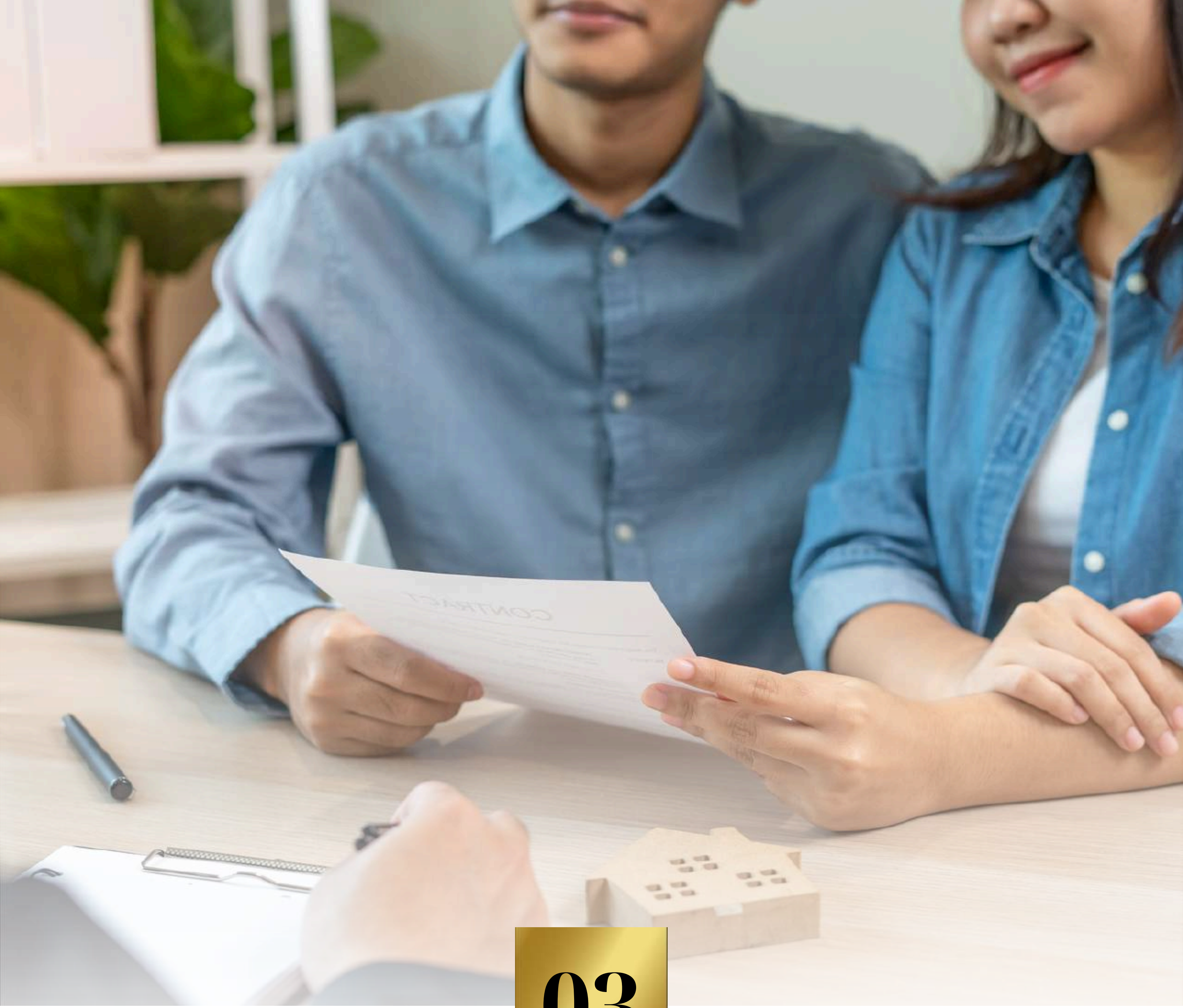
- Submit all required documentation to your lender
- Lender orders property appraisal
- Underwriting review and approval
- Receipt of mortgage commitment letter

PROPERTY APPRAISAL

- Professional assessment of home's value
- Required by lender to ensure property value supports loan amount
- May affect final loan approval if value comes in low
- Could require renegotiation if appraisal is below purchase price

Have the Home Inspected

An important condition to have in the purchase contract, is to have the sale proceed only after passing a home inspection. This is a must and we cannot stress this enough! An inspection professional will see your new home from a trained set of eyes to see if there are any hidden surprises in roof, foundation etc. If there are findings, then we can help you find a solution with the sellers team.



03

Final Steps

TIME TO MOVE

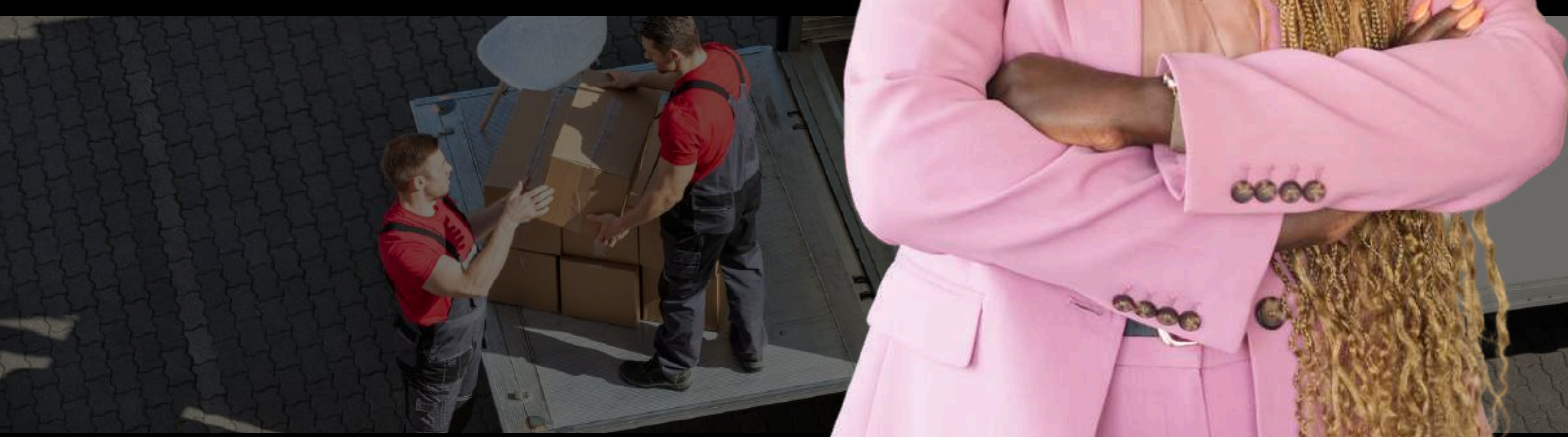
Congratulations

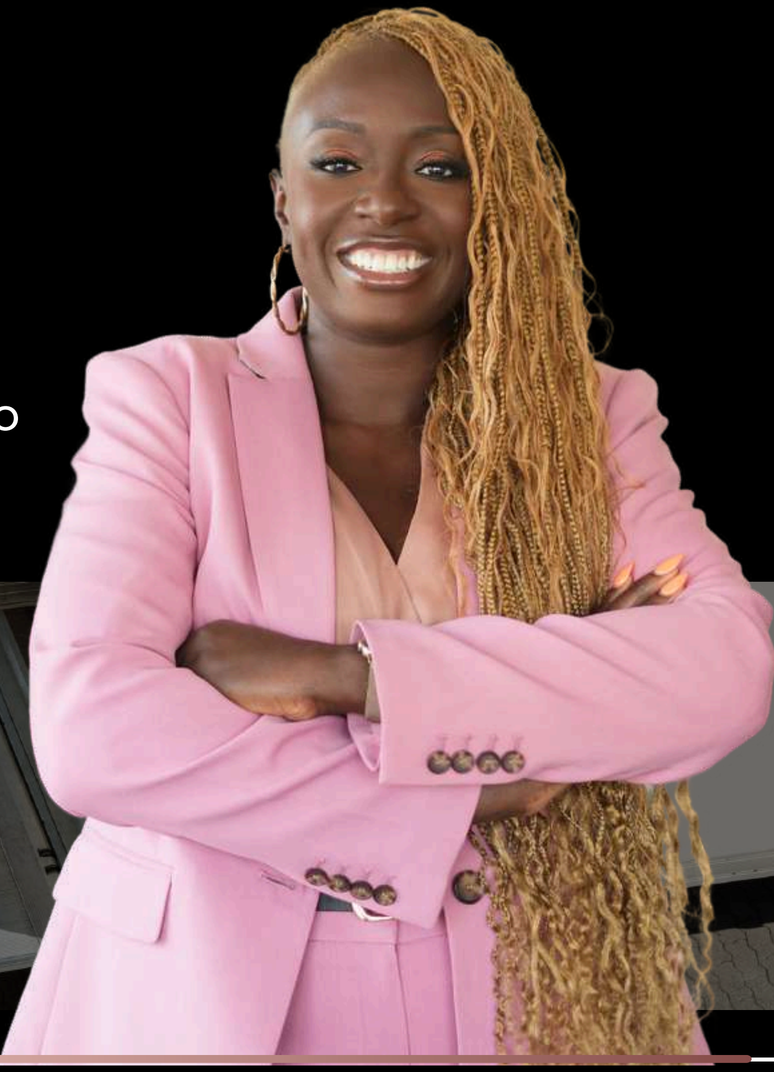
YOU'RE ALMOST THERE

NOW IT'S TIME TO SCHEDULE YOUR MOVE...

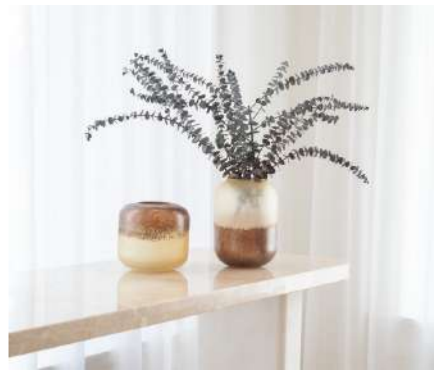
Celebrations are in order, but there is still work to be done. Depending on your escrow period and what you would like to accomplish before moving in, you should start scheduling asap.

Scheduling movers as soon as possible will take a big stress off your shoulders. Also, any renovations you plan on doing before you move in should be considered as early as possible to ensure their completion on or ahead of your schedule.





CLOSING IS THE FINAL STEP



This is the final step in the selling process. On the day of closing, both parties sign documents, funds are dispersed, and property ownership is formally transferred to the buyer.

CLOSING EXPENSES FOR BUYERS CAN INCLUDE:

- Home Appraisal
- Title Search
- Obtaining private mortgage insurance
- Completing mortgage paperwork
- Loan-origination fees
- Title insurance
- Credit report charge

ITEMS TO BRING TO THE CLOSING:

- 2 Government Issued Photo ID
- Cashier's check or proof of wire transfer
- Proof of property insurance

testimonials

/ Client love /

★★★★★

A

Our homebuying journey was an experience like none other. We were not first-time homebuyers, but in this market, it felt like we were. Cynthia was patient, determined and positive. Her experience as a CPA and prior experience as a loan officer was really helpful. She stuck it out with us and provided honest feedback about the homes we saw. She even recommended vendors to help with inspection, repairs, and attorney review. She was there literally until the end... although she didn't have to, she showed up to closing to see us cross the finish line.

Al-Nesha Jones, CPA, MBA

★★★★★

C

Great home buying experience from start to finish. I felt safe, comfortable, and supported at every turn. I am in love with my home and I have created my own personal oasis. Looking forward to purchasing a second home in future for investment purposes.

Christina Jaquez

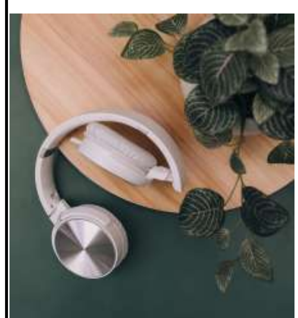
TRUSTED
Resources

Cynthia Lubin

HERE ARE SOME DIFFERENT VENDORS YOU MAY NEED DURING YOUR PURCHASE.

IF YOU NEED ANY REFERRALS FOR ANY OF THESE VENDORS JUST LET ME KNOW SO I CAN RECOMMEND YOU OUR TRUSTED PARTNERS AND THEIR CONTACT INFORMATION.

- HOME WARRANTY
- HOME INSPECTION
- MORTGAGE LENDER
- CONTRACTOR
- HANDYMAN
- PAINTER
- PLUMBER
- APPLIANCE REPAIR
- STAGING
- ELECTRICIAN
- HOUSE CLEANING
- LANDSCAPE



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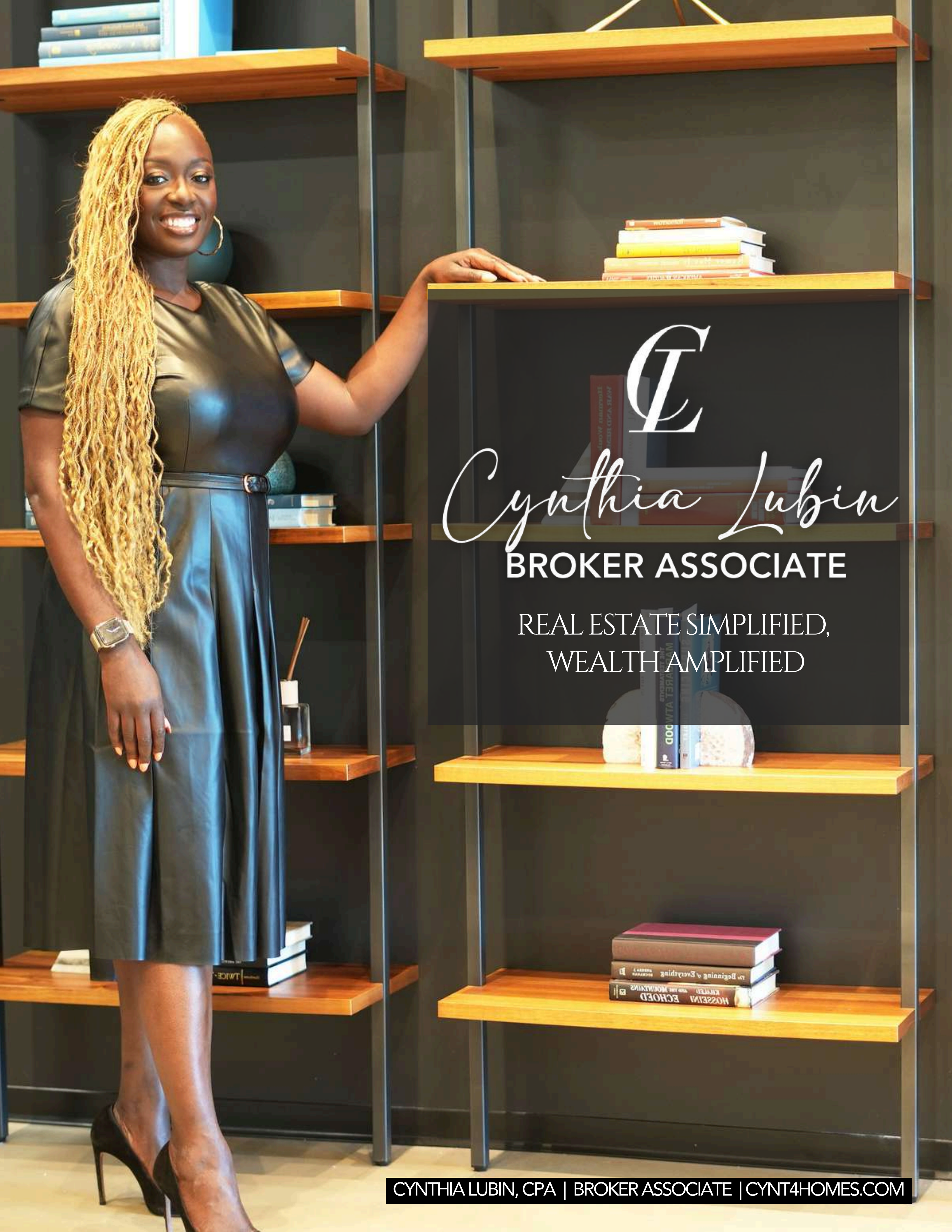
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