

**THE ROAD  
TO**

**Home**

**A HOME BUYER'S GUIDE**

PRESENTED BY:

**Stacy Hampel**

REALTOR®, PSA, ABR®

ONDEMAND REALTY



hello



## I AM STACY HAMPEL

YOUR LOCAL REAL ESTATE EXPERT

Nice to "meet" you!

As a real estate professional, my mission is to bridge the gap between finding your dream home and making it a reality. I strive to provide an enjoyable, efficient, and ethical experience with a professional yet friendly approach to tailor each transaction to each client's individual needs. I am passionate about building relationships and helping my clients feel comfortable and informed throughout the entire process. With my knowledge, enthusiasm, and commitment, I am here to help you and your family find the perfect home that you can enjoy for years to come.

LET'S CONNECT



# 10 STEPS TO BUYING A HOME

- 1 FIND THE RIGHT AGENT
- 2 PREPARE FINANCES
- 3 GET PRE-APPROVED
- 4 START HOME SHOPPING
- 5 MAKE AN OFFER
- 6 ORDER AN INSPECTION
- 7 NEGOTIATE FINAL OFFER
- 8 APPRAISAL ORDERED
- 9 SCHEDULE THE MOVE
- 10 CLOSING DAY



# 1 FINDING 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 buyer agent's fiduciary responsibility is to represent the buyer and to ensure that they are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone working for YOUR best interests when buying a home.



## GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! I look at dozens of homes every week, and I can help you identify potential problems within a home.

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

## STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

## ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

## NEIGHBORHOOD EXPERT

I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

## PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I work tirelessly to make sure buying a home is a fun and stress-free process.

## 2 Prepare FINANCING

### HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy 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 your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

### CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for a new credit card or car loan until you have been approved
- Avoid making big purchases until you have been approved
- If possible, avoid job changes until you have been approved

### SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

- A Down Payment is typically between 3.5% & 20% of the purchase price
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.
- Closing Costs for the buyer can typically run between 2% & 5% of the loan amount
- A Home Inspection typically costs \$300 to \$500



## 3 get PRE-APPROVED

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports, etc.) to be reviewed & verified by the lender.

# GET Qualified



## INCOME QUALIFICATIONS

### QUALIFYING INCOME

W-2 Income/Salary  
Income from part-time jobs  
Income from a second Job  
Overtime & Bonuses  
Seasonal jobs  
Self-employed Income  
Alimony & child support (Documentation required)

### NON-QUALIFYING INCOME

Income from the lottery  
Gambling  
Unemployment pay  
Single bonuses  
Non-occupying co-signer income  
Unverifiable income  
Income from rental properties

## NEEDED documents

W2'S FROM THE PAST 2 YEARS  
3 MONTHS WORTH OF PAY-STUBS  
BANK STATEMENTS (PAST 3 MONTHS)  
PREVIOUS 2 YEARS OF TAX RETURNS  
LIST OF YOUR DEBTS & ASSETS  
DIVORCE DECREE  
ADDITIONAL INCOME DOCUMENTS

# Buyer's Agent COMPENSATION

IT'S ESSENTIAL TO UNDERSTAND THE VARIOUS COMPENSATION SCENARIOS THAT MIGHT ARISE DURING YOUR HOME PURCHASE AND HOW THEY COULD AFFECT YOU.

## SELLER OFFERING FULL COMPENSATION

In this common scenario, the seller agrees to pay the full commission for both their agent and the buyer's agent. This arrangement is often included in the property's listing agreement.

### IMPACT ON BUYER

There are no additional costs for you as the buyer since the seller covers the commission for your agent. This ensures you receive full representation without any extra financial burden.

## SELLER OFFERING PARTIAL COMPENSATION

In this situation, the seller offers less than the standard commission to the buyer's agent. This may occur in certain market conditions or specific listing agreements.

### IMPACT ON BUYER

You may need to cover the difference in commission. This can be negotiated with the seller or factored into your purchase agreement. It's important to discuss this scenario with your agent to understand the potential financial implications.

## SELLER OFFERING NO COMPENSATION

Sometimes, a seller may not offer any commission to the buyer's agent. This could happen in rare cases or with specific types of property sales.

### IMPACT ON BUYER

In this case, you would need to directly compensate your agent. This can be done through a flat fee or a percentage of the purchase price, as agreed upon in your buyer representation agreement. It's crucial to discuss and understand this arrangement with your agent upfront.

## THE IMPORTANCE OF A WRITTEN AGREEMENT

### ENSURING CLARITY AND TRANSPARENCY

A written buyer representation agreement outlines our working relationship.

### WHAT THE AGREEMENT INCLUDES

**Compensation:** How the agent will be paid—percentage or flat fee.

**Services:** Property searches, market analysis, negotiation support, transaction coordination.

**Duration:** The agreement's time frame.

**Responsibilities:** Duties of both the agent and the buyer.

### BENEFITS OF A WRITTEN AGREEMENT

**Clarity:** Ensures both parties clearly understand terms, services, and expectations, reducing misunderstandings.

**Transparency:** Offers a transparent framework for compensation and services, fostering trust.

**Commitment:** Shows both parties' dedication to working together towards a successful home purchase.

## WHY WORK WITH ME TO FIND YOUR HOME

### EXPERTISE AND KNOWLEDGE

I provide valuable insights based on in-depth market knowledge, helping you make informed decisions.

### TRANSACTION MANAGEMENT

I oversee the entire buying process, from submitting offers to coordinating inspections and handling paperwork.

### ACCESS TO LISTINGS

I have access to a wide range of listings, including off-market properties, offering a broader selection to find your perfect home.

### EFFECTIVE NEGOTIATION

I negotiate on your behalf to secure the best terms and conditions, aiming to get you the best possible price.

### TIME-SAVING

I handle all the details, saving you time and reducing stress, so you can focus on other important aspects of your life.





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## start HOME SHOPPING

### START TOURING HOMES IN YOUR PRICE RANGE

Before we start touring homes, it's important to note that we need to enter into a buyer's representation agreement, as required by law. Once that's in place, it's time to start shopping!

As we visit each home, we'll take detailed notes, as it can be challenging to remember all the specifics. Feel free to take pictures or videos to help jog your memory later. When you find THE perfect house, we'll craft an offer based on recent sales, current buyer activity, and the home's condition. Be prepared for potential negotiations once the offer is submitted.



## tip

**We will make sure to check every little detail of each house**

- Test the plumbing
- Test the electrical system
- Open and close the windows & doors to make sure they work properly

**Evaluate the neighborhood and surrounding areas**

- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks?

# make AN OFFER

## WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! When the demand is higher than the amount of homes available it is important to act fast!

## HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in its present condition. Putting all this information together, we will determine the price that you would like to offer.

## SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

### Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make a good impression.

### Put Down a Healthy Earnest Deposit

A large earnest money deposit shows the seller you are serious.

### Cash Talks

A transaction that is not dependent on receiving loan approval is more attractive to a seller.

### Shorter Inspection Periods

Try shortening the inspection period to 3-5 days

### Offer to Close Quickly

Many sellers prefer to close within 30 days.



## AFTER YOU SUBMIT AN OFFER

### THE SELLER COULD

#### ACCEPT THE OFFER

#### DECLINE THE OFFER

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

#### COUNTER-OFFER

A counter-offer is when the seller offers you different terms. If this happens, you can:

#### ACCEPT THE SELLER'S COUNTER-OFFER

#### DECLINE THE SELLER'S COUNTER-OFFER

#### COUNTER THE SELLER'S COUNTER-OFFER

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

### OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.





## 6 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 their findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be mindful and reasonable on smaller items while being very cautious and vigilant of potentially significant issues.

### tip

The report helps you create a "honey-do" list, ensuring your new home is well-maintained and tailored to your preferences once you move in.

## 7 negotiate FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

### 1. Ask for credit for the work that needs to be done.

Likely, the last thing the seller wants to do is repair work.

### 2. Think "big picture" and don't sweat the small stuff.

Minor issues like tiles needing caulking or a leaky faucet can be easily resolved. Repair negotiations are possible, and securing a small credit could assist with closing costs. Focus primarily on addressing safety, structural, or system concerns, as cosmetic updates often become secondary, particularly in a competitive market.

### 3. Keep your poker face.

The listing agent, although rare, may be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.

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## APPRAISAL **ordered**

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

If approved you will receive your final commitment letter that includes the final loan terms & percentage rates.

### PROPERTY TITLE SEARCH

This ensures that the seller truly owns the property and that all existing liens, loans or judgments are disclosed.

### HOME OWNERS INSURANCE

You'll need insurance for the new home before closing. This will protect against things like fire, storms, and flooding



## AFTER SIGNING

- Finalize Home Mortgage
- Schedule Home Inspection
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- Get copies of medical records and store them with your other important documents
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies

## 4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- Buy/find packing materials
- START PACKING

## 2 WEEKS TO MOVE

- Secure Home Warranty, if necessary
- Get quotes for home insurance
- Schedule time for closing
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

## 1 WEEK TO MOVE

- Obtain certified checks or wiring instructions for closing
- Schedule and attend a final walkthrough
- Finish packing
- Clean
- Pack essentials for a few nights in new home
- Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number

## ✓ CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

## ✓ CLOSING DISCLOSURE

**Lenders are required to provide you with a closing disclosure, at least three days before closing.** This will show you what your final loan terms and closing costs will be. You will have three days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the loan estimate and the closing disclosure, we must notify your lender and title company immediately.

## ✓ FINAL WALKTHROUGH

We will do a final walk through the home within 3 days of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans

## ✓ CLOSING TABLE

Who will be there:

- Your agent
- A title company representative
- Your loan officer, if available
- Any real estate attorneys involved in the transaction

The closing typically happens at the title company. You will be signing lots of paperwork so get your writing hand warmed up! Some of the papers you will be signing include: the deed of trust, promissory note, and other documents

## ✓ CLOSING COSTS

Closing costs can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 3% to 4% of the home's sales price. These closing costs can sometimes be shared with the seller.

## ✓ BRING TO CLOSING

- Government-issued photo ID
- Homeowner's insurance certificate
- Proof of funds to cover the remainder of the costs

## ✓ RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially homeowners!! Time to throw a party and get to know your new neighbors!



# recommended RESOURCES

## LENDERS

### **FAIRWAY INDEPENDENT MORTGAGE CORPORATION**

**MaryAnn Comparin-Jones**

maryannc@fairwaymc.com

817-729-0036

NMLS: 216842

### **Clarity Home Lending**

**Greg Pope**

greg@clarityhomelending.com

972-210-9264

NMLS: 495946

### **New American Funding**

**Bill Jacobs**

Bill.Jacobs@nafinc.com

817-992-0212

NMLS: 2364150

## INSPECTORS

### **BlueLine Inspections**

**Josh Runnels**

josh@blue-line-inspections.com

(817) 691-4446

TREC License # 24226

### **PROPERTY DOCTORS**

**Ray Hall**

Ray@propertydoctorsdfw.com

817-401-4002

TREC License # 24893

### **MetroSpect Property Inspections**

**Kevin Hatley**

info@metrospect.net

(817) 729-6283

TREC License # 20365

## TITLE COMPANIES

### **Rattikin Title**

**Yerula Gutierrez**

ygutierrez@rattikintitle.com

817-236-9850

www.rattikintitle.com

### **Title Partners - Grapevine**

**Amber Garcia**

amber.garcia@titlepartnersllc.com

(817) 406-0665

<https://titlepartnersllc.com/>

## MOVING

### **FAMILY MOVING DFW**

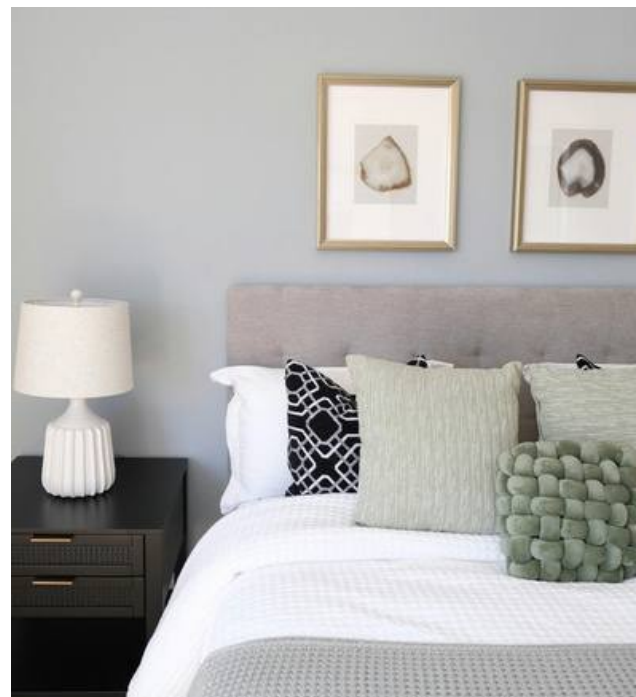
817-516-5436

<https://familymovingdfw.com>

### **TWO MEN AND A TRUCK**

817-631-9514

<https://twomenandatruck.com/movers/tx>



# HAPPY HOMEOWNERS



## TEXAS & PACIFIC CONDOS - FORT WORTH

Stacy is truly incredible, and I highly recommend her for anyone in need of help from a realtor. I've had the pleasure of working with Stacy twice in the past year, once for purchasing a property, and once for leasing a property out, and both times she exceeded expectations. She is polite, professional, skilled, knowledgeable, efficient, effective, attentive, and client orientated. For someone like me, who has little time outside of my profession, and gets very frustrated with the highly regulated and bureaucratic real-estate market, Stacy makes the process a breeze. I trust her and respect her, and I believe that if you have the opportunity to work with her you will similarly find it a great experience.

*The Schmitt Family*



## NEW HOME CONSTRUCTION - NFW

Stacy was an amazing realtor who made the home buying process so easy. She was very knowledgeable but also honest when she did not know something and would find out answers for us. We loved having her with us at each appointment as she asked the questions we wouldn't have even known to ask. Although we took a lot of her time, she was very patient and we never felt any pressure from her. I love that she stayed with us through the whole process and was always very responsive when we reached out to her.

*The Cylibert Family*



## FOREVER HOME - HASLET

Stacy is an awesome real estate agent. We worked with her for almost 2 years. She is very knowledgeable and quick to respond to questions we had. She also was very understanding of our needs in searching for a house and had patience with us to make sure we found the right home. She never pressured us or made us feel like we had to rush through the process. I highly recommend her to help anyone with their home search.

*The Doyon Family*

**SUCCESS IN MULTIPLE OFFERS!**



## FIRST TIME HOME BUYER - FORT WORTH

Thank you Stacy for helping us buy our first home!! Stacy was great a helping us through the loan process and through the closing process. I would recommend her 10/10

*The Newland Family*

**SUCCESS IN MULTIPLE OFFERS!**

# what to expect

**HONESTY & TRANSPARENCY**

**INTEGRITY**

**RESPECT**

**TIMELY & REACHABLE**

**ACTING IN YOUR BEST INTEREST**





# Information About Brokerage Services



Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent. An owner's agent fees are not set by law and are fully negotiable.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. A buyer's/tenant's agent fees are not set by law and are fully negotiable.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<u>OnDemand Realty</u>	<u>9010832</u>	<u>Tyler@onDemandDFW.com</u>	<u>2147665833</u>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>Tyler DeMando</u>	<u>0674395</u>	<u>Tyler@onDemandDFW.com</u>	<u>2147665833</u>
Designated Broker of Firm	License No.	Email	Phone
<u>Tyler DeMando</u>	<u>0674395</u>	<u>Tyler@onDemandDFW.com</u>	<u>2147665833</u>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
<u>Stacy Hampel</u>	<u>0784639</u>	<u>stacy@livingfortworth.com</u>	<u>517-812-9703</u>
Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

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**Stacy Hampel**

REALTOR®



**ONDEMAND REALTY**