



BUYERS GUIDE

THE COMPLETE GUIDE TO BUYING A HOME

EPIQUE

BUY OR SELL FIRST

Each situation is unique, and several factors need to be looked at to determine which option is right for you. Here are some things to consider with each.



BUY FIRST

Works best when

There is a lot of competition in the market and property prices are rising.

You're confident there will be a high level of demand for your existing property.

You can negotiate or make it conditional on selling your own home.

You're prepared to accept an offer that lets you move on or pay bridging finance.



SELL FIRST

Works best when:

Property value and prices are flat or are declining in the area.

If you want greater certainty about how much you have to spend on your next home.

If you're moving locations and buying in a different and slower market.

If you can negotiate a long settlement or know that you'll be able to find something that suits you.

PRE-APPROVAL

Getting a pre-approval is one of the best things you can do to simplify the process and give yourself more confidence in your buying power. Here's what you can expect from the process.

ONE



YOUR CREDIT SCORE

Knowing your credit score will help lenders decide if you're a good candidate for a loan. The higher your credit the better.

YOUR EMPLOYMENT HISTORY

Lenders want to make sure you can regularly make mortgage payments, with no major gaps in income.

TWO



THREE



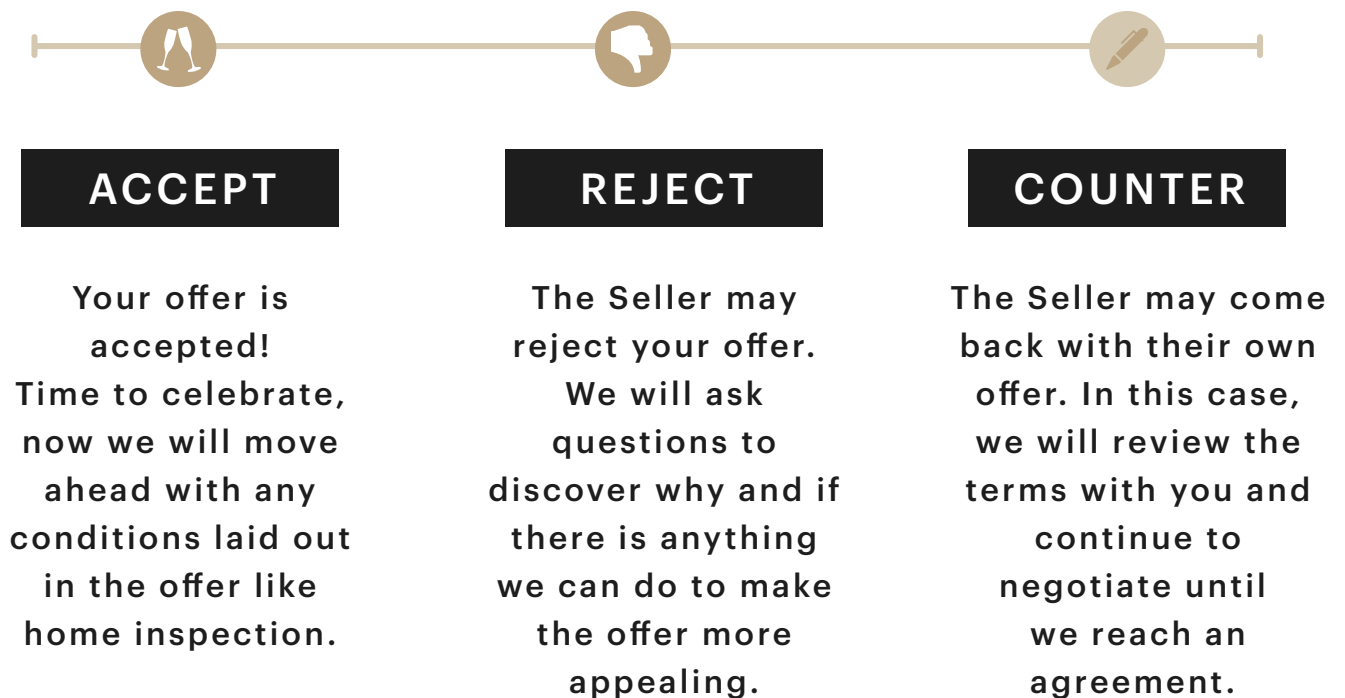
YOUR ASSETS AND DEBTS

Lenders want to know your debt-to-income ratio to know if you can make each loan payment with the income you earn.

UNDERSTANDING OFFERS

Once we draft and present the offer a few things could happen, here's a breakdown of the offer process and what you can expect.

OFFER PRESENTED



CLOSING COSTS

Closing costs will vary depending on the type of financing and terms. Please refer to the Seller's Net Sheet or reach out to your lender for an estimate of your specific closing costs for the property.

BEFORE CLOSING

- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION

AT CLOSING

- TRANSFER FEES
- PROPERTY TAX
- MORTGAGE INSURANCE

AFTER CLOSING

- MOVING EXPENSES
- UTILITY CONNECTIONS
- RENOVATIONS
- REPAIRS + MAINTENANCE

FAQ'S

HOW MUCH DO I NEED TO PAY YOU?

Buyer's Agents are generally paid by the Seller's Agent through commission split/sharing. It is rare for a Buyer to have to pay their agent for representing them.

WHY DO I NEED A BUYER AGENT?

The Seller's Agent legally has an obligation to represent the Seller's best interest. They do not represent you or your best interest. Having representation is important to ensure you not only get the best deal, but that you have an expert who will research every possible angle to make sure the sale is in your best interest at all times.

HOW LONG DOES THE PROCESS TAKE?

Finding the right home can take weeks to months depending on your timeline and needs. Once we find a home you like, the offer can be accepted within days and the closing is typically 11-45 days depending on the home, lender, etc.

MOVING CHECKLIST

TWO MONTHS BEFORE

- ☐ Start downsizing and donating old and unwanted items
- ☐ Start researching moving costs and companies
- ☐ Collect school records and transfer
- ☐ Order packing supplies

ONE MONTH BEFORE

- ☐ Change your address and send moving notifications to friends and family
- ☐ Find local healthcare providers and shopping necessities
- ☐ Buy any new appliances or make plans for what to buy

TWO WEEKS BEFORE

- ☐ Contact utilities
- ☐ Finalize moving arrangements

2-3 DAYS BEFORE

- ☐ Plan payments and expenses for moving
- ☐ Defrost your fridge
- ☐ Clean as you continue to pack
- ☐ Pack things you will need right away separately

MOVING DAY

- ☐ Do a final walkthrough
- ☐ Keep all receipts
- ☐ Pre-clean, seal any windows or doorways
- ☐ Check for damages in your new home that will need to be fixed
- ☐ Unpack room by room

Thank You!

Thank you for the opportunity you are giving me to tell you about what I can do to help purchase a home.



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DUPAGE HOMEOWNERS

FIND YOUR PLACE

Dupagehomeowners.com