

# BUYERS GUIDE

YOUR PATH TO HOMEOWNERSHIP



NAVIGATING THE NEW REAL  
ESTATE LANDSCAPE WITH  
CONFIDENCE.



# WELCOME TO YOUR HOMEBUYING JOURNEY

Welcome to an exciting chapter in your life – the journey to homeownership! I understand that the real estate landscape is evolving, and recent changes might have you feeling a bit uncertain. That's precisely why I've created this guide: to provide you with clarity, confidence, and the expert guidance you need to make your home buying dreams a reality.

In today's market, transparency and informed decision-making are more crucial than ever. This guide will walk you through the entire process, from understanding the new rules and regulations to finding your perfect home and closing the deal. We'll demystify the complexities, address your concerns, and empower you to navigate each step with ease.

Consider this your comprehensive resource, a roadmap to your future home. As your trusted real estate advisor, I'm committed to being your advocate and partner, ensuring your best interests are always at the forefront. Let's embark on this journey together and turn your homeownership aspirations into a successful reality.

I'm here to answer any questions you may have, and I look forward to helping you find your perfect place to call home.

*The Next Move Is Yours!*

**Catherine Calix**

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# Understanding the New Real Estate Landscape

The real estate market is always evolving, and recent changes stemming from the National Association of Realtors (NAR) settlement are bringing increased transparency and empowering buyers like you. Let's break down what this means for your home buying journey:

## Key Takeaways from the NAR Settlement

### Increased Transparency in Agent Compensation

Previously, the details of how buyer's agents were compensated weren't always clear. Now, there's a greater emphasis on upfront and transparent discussions about agent fees.

### Buyer Control Over Agent Compensation

You, as the buyer, have more say in how your agent is compensated. This could involve a percentage of the purchase price, a fixed fee, or a combination of both. This will be documented in the Buyer Representation Agreement.

### Clearer Buyer Representation Agreements

These agreements will outline the services your agent provides, their responsibilities to you (known as fiduciary duties), and how they will be compensated. It's a crucial document that ensures everyone is on the same page.

### Focus on Value

These changes highlight the importance of understanding the value your agent brings to the table – their expertise in negotiation, market knowledge, and guidance throughout the process.

## What This Means for You

### Written Agreement

We'll have a transparent conversation about how I'm compensated and what services I provide. There will be no surprises.

### Open Communication

All details regarding our relationship, including compensation, will be clearly outlined in our Buyer Representation Agreement.

# What is a Buyer Representation Agreement?



This is a legally binding contract that outlines:

## Agency Relationship

It establishes that I am your exclusive representative, acting in your best interests as your fiduciary. This means I have a legal and ethical obligation to put your needs before my own.

## Services Provided

- Property searches and showings
- Market analysis and comparable sales data
- Offer preparation and negotiation
- Coordination of inspections and appraisals
- Guidance through the closing process

## Compensation

- A percentage of the purchase price
- A fixed fee
- A combination of both
- How and when payment will be made.

## Why is this Agreement Important?

- **Transparency:** It ensures that all terms are clearly understood and agreed upon.
- **Protection:** It protects your rights and interests throughout the transaction.
- **Clarity:** It eliminates any ambiguity about our roles and responsibilities.
- **Accountability:** It holds me accountable for providing the agreed-upon services.

My goal is to create a transparent and trusting relationship, empowering you to make informed decisions throughout your home buying journey.

## Fiduciary Duties

- **Loyalty:** I will always act in your best interests.
- **Confidentiality:** I will keep your information confidential.
- **Disclosure:** I will disclose all material facts that could affect your decision.
- **Obedience:** I will follow your lawful instructions.
- **Reasonable Care:** I will exercise reasonable care and diligence.
- **Accounting:** I will account for all funds entrusted to me.

# Finding Your Dream Home

## Defining Your Needs and Wants:

- We'll start by having a detailed conversation to understand your priorities.
- This includes factors like:
  - Location and neighborhood preferences
  - Property type (single-family, condo, etc.)
  - Number of bedrooms and bathrooms
  - Desired features (yard, garage, etc.)
  - School districts and amenities

## Leveraging Search Tools and Resources

- Online Portals: We'll utilize leading real estate websites to access up-to-date listings.
- My Network: I have access to a vast network of real estate professionals and off-market opportunities.
- Local Expertise: As a local expert, I have in-depth knowledge of neighborhoods, market trends, and hidden gems.
- I'm not scared to hit the pavement and go door to door until you find the perfect home!

## Evaluating Properties and Neighborhoods

- Property Showings: We'll schedule showings of properties that meet your criteria.
- Virtual Tours: We'll explore virtual tours
- Neighborhood Analysis: I can send you links to check out
  - Commute times
  - Local amenities and businesses

The search for your dream home is one of the most exciting parts of the home buying journey. It's where your vision starts to become a reality. Here's how we'll work together to find the perfect place for you

**FINANCING YOUR DREAM HOME**



# Choosing the Right Lender: Your Partner in Financing Your Dream Home

Securing the right financing is a crucial step in your home buying journey. The lender you choose will play a significant role in your overall experience, influencing your interest rate, loan terms, and closing process.



## QUESTIONS TO ASK A LENDER:

- What are your current interest rates for my credit score and loan type?
- What loan programs do you offer?
- What are the fees associated with your loans?
- How long does the pre-approval process take?
- How long does the closing process typically take?
- Do you offer any first-time homebuyer programs?
- Can you provide references from past clients?

As your Realtor, I can provide you with a list of reputable lenders and help you evaluate your options.

## 1. PREPARING THE OFFER

We'll prepare a comprehensive purchase agreement that outlines the terms of your offer.

This includes:

- Your offered price
- Earnest money deposit
- Closing date
- Contingencies (financing, inspection, appraisal)
- Any requested personal property (appliances, etc.)

## 3. PRESENTING THE OFFER

- I'll present your offer to the seller's agent in a professional and timely manner.
- We'll communicate your interest and highlight the strengths of your offer.
- While "LOVE" letters are not often accepted, we do like to present reviews and an email from the lender.

## 5. REACHING AN AGREEMENT

- Once an agreement is reached, we'll finalize the purchase agreement.
- We'll ensure all terms are clearly understood and documented.
- Congratulations you are officially UNDER CONTRACT!

## 2. UNDERSTANDING CONTINGENCIES

- Financing Contingency: This protects you if you're unable to secure financing.
- Inspection Contingency: This allows you to have the property inspected and potentially negotiate repairs.
- Appraisal Contingency: This ensures the property appraises for at least the purchase price.

## 4. NAVIGATING NEGOTIATIONS

- Counteroffers: The seller may counter your offer, and we'll discuss your options.
- Multiple Offers: In a competitive market, there may be multiple offers. I'll advise you on how to make your offer stand out.
- Negotiation Strategies: I'll use my negotiation skills to advocate for your best interests.
- Clear Communication: I'll keep you informed throughout the negotiation process and provide objective advice.

## B O N U S

- Be Prepared: Understand your budget and be prepared to act quickly.
- Stay Flexible: Be open to negotiation and consider compromises.
- Don't Get Emotional: Keep your emotions in check and focus on the business aspects of the transaction.
- Trust Your Agent: Rely on my expertise and guidance throughout the negotiation process.

# THE HOME INSPECTION & APPRAISAL: PROTECTING YOUR INVESTMENT



ONCE WE'VE FOUND THE PERFECT HOME, IT'S TIME TO MAKE AN OFFER. THIS IS A CRITICAL STEP, AND I'LL GUIDE YOU THROUGH THE PROCESS TO ENSURE YOUR OFFER IS COMPETITIVE AND REFLECTS YOUR BEST INTERESTS.



# CLOSING & MOVING IN: THE FINAL STEPS TO YOUR *New Home*



The closing and moving in stages are the exciting culmination of your home buying journey. Here's what you can expect as we finalize the transaction and prepare you for your new home:

## 1. The Closing Process:

- **What to Expect:** The closing is a formal meeting where ownership of the property is transferred to you.
- It typically takes place at a title company or attorney's office.
- You'll sign numerous legal documents, including the mortgage and deed.

## The Closing Process continued:

- **Preparing for Closing:** We'll review the closing disclosure with you, which outlines all closing costs.
- You'll need to bring a government-issued photo ID and certified funds for your closing costs.
- I will confirm with the title company that all paperwork is in order.
- **Closing Day:** We will be there to support you and answer any last-minute questions.
- I will ensure all documents are signed correctly.
- Once all documents are signed and funds are transferred, you'll receive the keys to your new home!



# Your Next Steps & Contact Information

## Frequently Asked Questions (FAQs):

**Q:** How does the NAR settlement affect me as a buyer?

**A:** It increases transparency in agent compensation and empowers you to have more control over how your agent is paid.

**Q:** What is a Buyer Representation Agreement?

**A:** It's a legal contract outlining our working relationship, including services provided and compensation.

**Q:** How do I get pre-approved for a mortgage?

**A:** Contact a reputable lender to discuss your financial situation and loan options.

**Congratulations on taking the first steps towards finding your dream home! I hope this guide has provided you with valuable insights and clarity on the home buying process, especially in today's evolving real estate landscape.**

More Frequently Asked Questions



Q: What happens if the home inspection reveals issues?

A: I can negotiate with the seller for repairs or a credit towards closing costs.

Q: What should I do if the appraisal comes in lower than the offer price?

A: I can renegotiate, challenge the appraisal, or terminate the contract (if contingencies allow).

Q: How can I make my offer stand out in a competitive market?

A: Working with an experienced realtor, offering a clean offer, and making sure your financing is solid are all great ways to stand out.

Q: What are my fiduciary duties?

A: Loyalty, confidentiality, disclosure, obedience, reasonable care, and accounting.

# YOUR NEXT STEPS:



CATHERINE CALIX  
REALTOR®



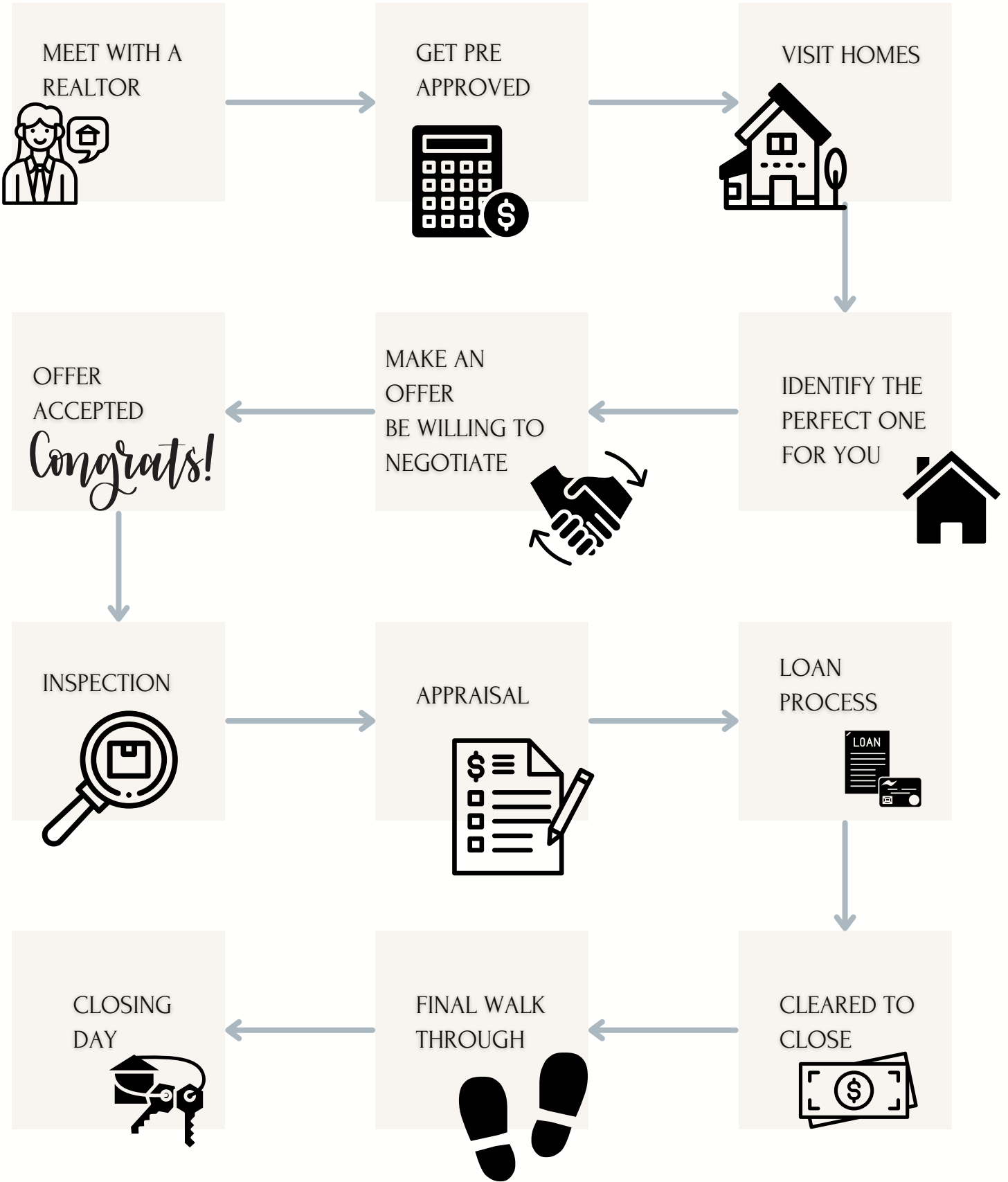
1) Schedule a Consultation:  
Let's discuss your specific needs and goals in more detail.

3) Start Your Home Search:  
We can begin exploring properties that match your criteria.

2) Get Pre-Approved:  
Contact a lender to get pre-approved for a mortgage.

Stay in Touch: Don't hesitate to reach out with any questions or concerns.

# HOME BUYERS TIMELINE



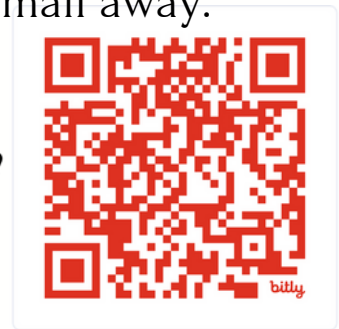
# A note from me

Thank you for choosing me as your trusted real estate advisor. I'm excited to partner with you on your journey to homeownership!

This guide has provided you with a comprehensive overview of the home buying process, from understanding the new real estate landscape to navigating negotiations and closing the deal.

Remember, I'm here to support you every step of the way. Whether you have questions about financing, finding the perfect neighborhood, or making a competitive offer, I'm just a phone call or email away.

*chat soon*



*Scan me*

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