

# YOUR HOME BUYING GUIDE BOOK

Navigating today's market & the home buying process finally explained

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ENCHANTED SUN REALTY | REAL BOKER



# WELCOME

*Hi, I'm Sydney and I believe in home.*

Home is more than just a physical space. It's where you've created countless memories, shared moments with loved ones, and where you feel most comfortable.

When it comes time to buy a new home and begin a new chapter, the process can oftentimes feel overwhelming. Buying a home can be an emotional journey, and it's understandable to feel apprehensive.

Rest assured that together, we can help you navigate the process with ease. We'll outline the process and create a plan together, so you don't have to do any of the heavy lifting.

From setting a budget, to finding the right neighborhood, negotiating the best terms for you & creating a smooth close, this booklet will be your guide.

*Sydney Melendez*

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# CONTRACTS

## ABOUT ME, BY THE NUMBERS

# SYDNEY MELENDEZ

Realtor®

## ABOUT ME

Las Cruces born & raised, and still amazed daily by the beauty of this land of enchantment. Excited & passionate about helping those in my community thrive & experience the joy & accomplishments of homeownership.



@CRUCESDREAMHOMES



## AUDIENCE DEMOGRAPHICS

700+ FOLLOWERS

68.7% ACCOUNTS ENGAGED

4.86k ACCOUNTS REACHED

TOP COUNTRIES	United States	86.9%
	Nigeria	5.2%

AGE RANGE	25-34	62.7%
	35-44	13.9%
	45-54	6.9%

## AUDIENCE PERFORMANCE

LAST 90 DAYS



4.86k  
Reach



651  
Profile Visits



11.2M  
Impressions

# SUCCESSFUL BUYING PROCESS



I KNOW THAT BUYING A NEW HOME CAN BE OVERWHELMING...

But it doesn't have to be. Instead it can be the glorious start to a new chapter. The anticipation of creating new memories in a home that better serves your needs. We're here to help you determine your budget, find the perfect neighborhood & hear "OFFER ACCEPTED!"

Moving to a new home is EXCITING and we can't wait to help you every step of the way.



# *the* TIMELINE

## 1. BUDGET

- Determine what you want your monthly payment to be
- Determine how much you want to put down

## 2. MEET WITH A LENDER

- Interview lenders
- Crunch the numbers to determine how much home you can afford

## 3. SET UP YOUR HOME SEARCH

- Determine what your 'must have' items are
- Define the location you want to live in
- Set up your home search

## 4. SHOWINGS

- Walk any homes that meet all of the qualifications you've set until you find the right one & submit an offer

## 5. OFFER ACCEPTED!

- Deposit earnest money
- 10-day inspection period
- Appraisal

## 6. CLOSING DAY

- Sign all lender documents
- Sign all title documents
- Sent to record + fund

## 7. MOVING DAY!

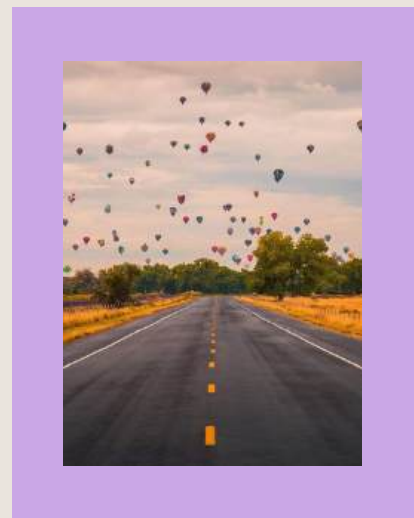
- Schedule your movers
- Turn on all utilities in your name
- Welcome Home!

# SET YOUR BUDGET

I know...the dreaded B word, but if you're crystal clear on what your budget is, this process will be SO MUCH EASIER. You'll want to meet with a lender to determine final numbers, but take some time to determine what monthly payment feels comfortable for you and your family at this time. As a rule of thumb it is recommended that your mortgage not exceed more than 1/3 of your take home pay. Before you lock yourself into that, I will tell you that there are exceptions depending on your season of life. A few things to consider:

Are you at the front end of your earning potential? If so, you might want to push on your budget a bit. This would be for young professionals like attorneys that just graduated law school. Their entry level pay has a lot of room to increase over the coming years, so it might make sense to over extend just a bit, knowing you can grow into the monthly payment.

Are you at the end of your earning potential? If so, you might not want to push on your monthly budget. This would be for anyone on the back end of their career OR with a fairly fixed income.



# WISH LIST

Buying a new home is so much fun and this is the part where you day dream about all the possibilities. I like to remove all constraints of budget and location and write down ALL the things I'd love to have inside my home. Not gonna lie, my list is fairly epic, but it makes me happy to think about all the possibilities. After I've filled my mind with all the possibilities, I start sorting them and ranking them in order of importance, narrowing it down to 3-5 must haves. It's important to do this BEFORE you start looking at houses so you don't get distracted by something that might seem like what you want, but really isn't. We'll refer to this list when we're out looking at homes. If a pool is on your MUST HAVE list, then we're only going to walk homes that have pools OR are priced in a way that allow you to immediately put one in. This ends up saving everyone so much time AND ensures you get what you really want.

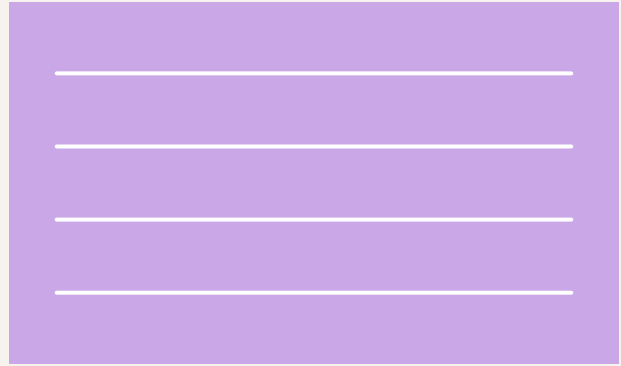
# DOWN PAYMENT

Determine what your down payment is. While some put 20% down on their home, you can often qualify with as little as 5% down. It's important to be clear on this number as it will impact your monthly payment. You'll also need to have your Earnest Money on hand as well. Typically buyers put 1% of the purchase price down as earnest money. I'll break down your earnest money in just a bit, but know that you're earnest money will be added to your down payment on closing day.

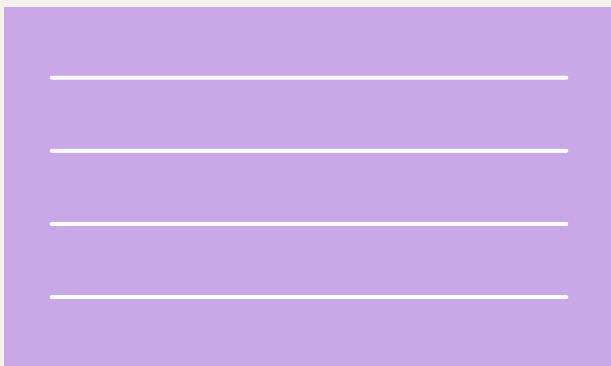


# *New Home* WISH LIST

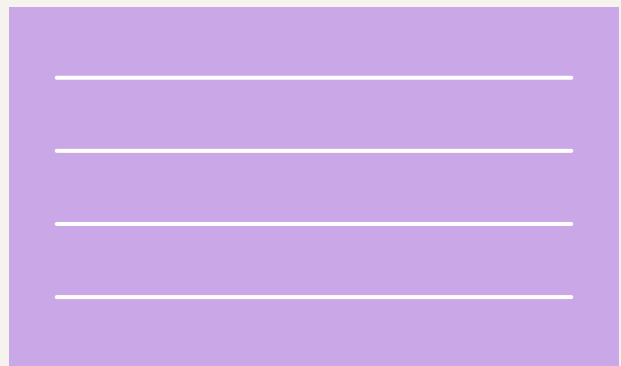
BATHROOMS



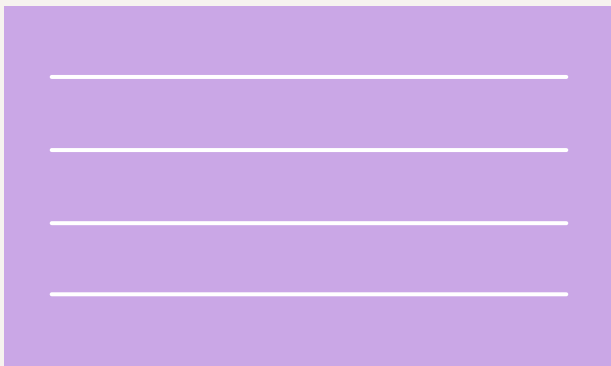
KITCHEN



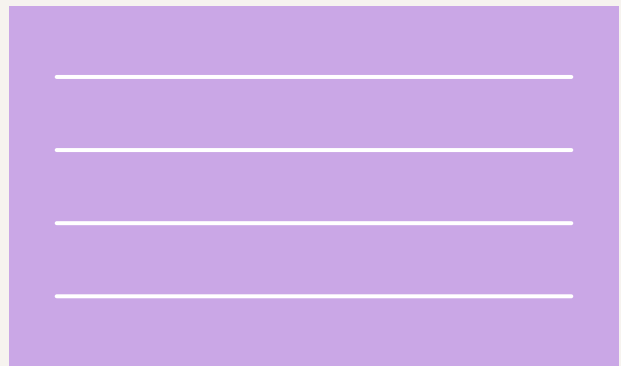
BACKYARD



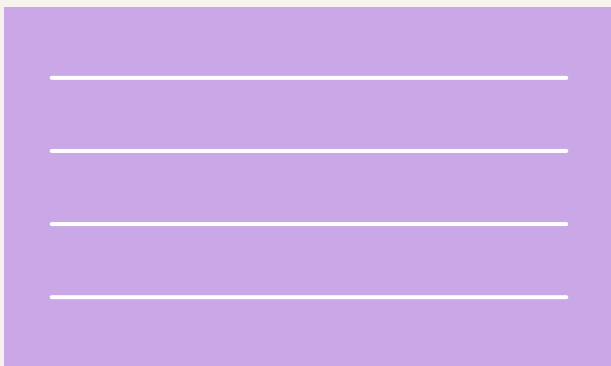
FAMILY ROOM



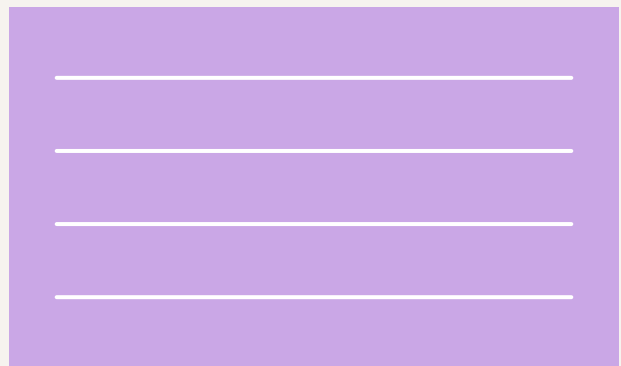
FRONT ENTRY



BEDROOMS



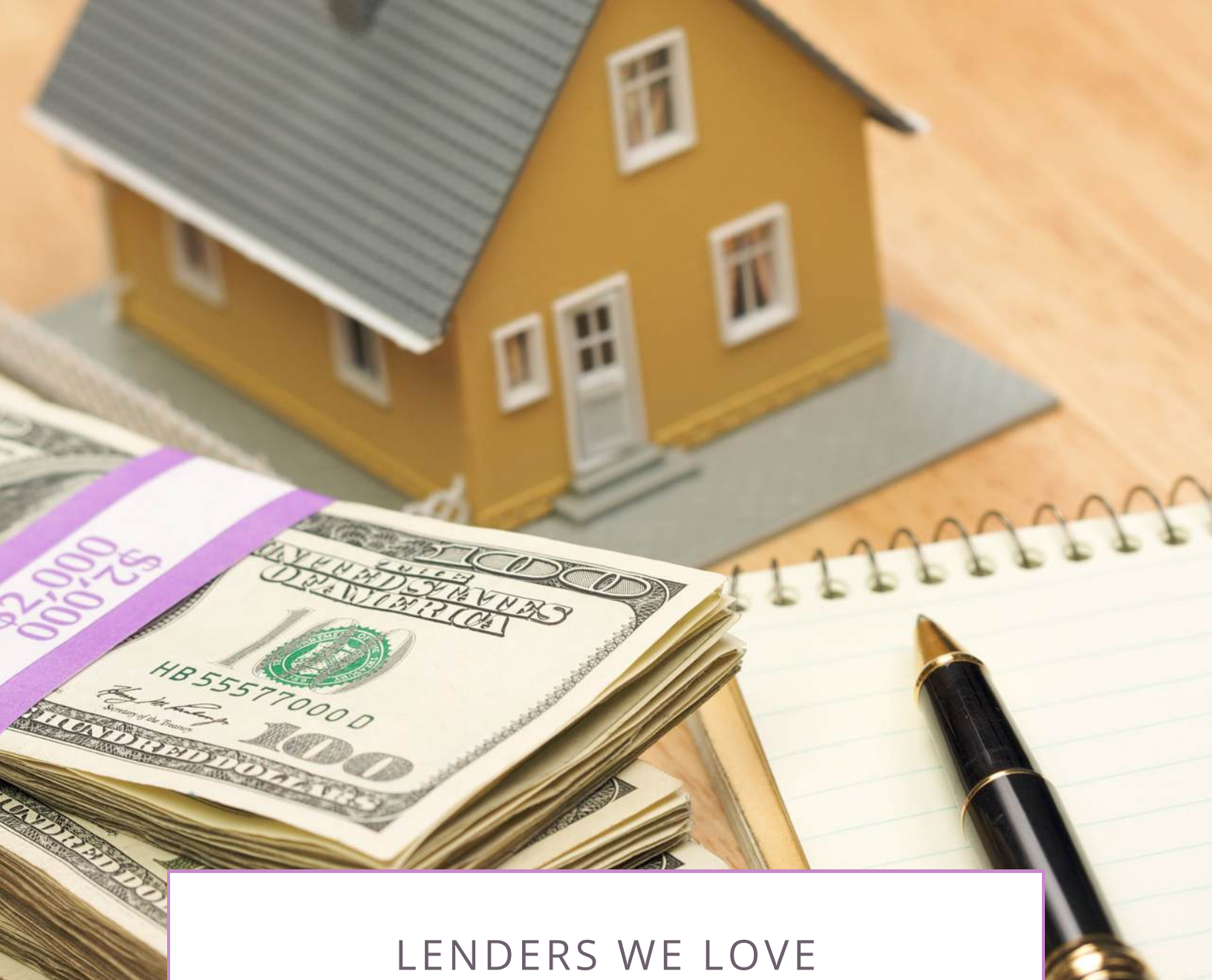
MISCELLANEOUS





## MEET WITH YOUR LENDER

Now that you have a clear idea on what you want and the numbers you'd like to hit, it's time to talk to a lender. Every buyer must have a pre-approval before seeing any homes. Depending on your price point (usually luxury listings), Listing Agents will require proof of funds prior to showings. This ensures sellers aren't prepping their home for showings for buyers that aren't in a position to buy. Your pre-approval will be submitted with any offer so the sellers know you can secure a loan for their property. Once you have your pre-approval, revisit your 'must have' list to be sure those items can realistically be secured at your price point.



## LENDERS WE LOVE

**\*\*\* These are vendors our team has worked with in the past. You may choose any vendors that fit your needs and standards \*\*\***

**Price Mortgage** | Marco Milton | Mortgage Broker | 575.495.0171 |  
\*Spanish Speaking | [mmilton@pricemortgage.com](mailto:mmilton@pricemortgage.com)

**Prime Lending** | Donice Barnes | Team Loan Originator | Office  
(575) 259-1084 | Mobile (575) 642-6549 |  
[donice.barnes@primelending.com](mailto:donice.barnes@primelending.com)

**Nova Home Loans** | Jorge Sanchez | Mortgage Loan Officer |  
Mobile (575) 373-5431 | [jorge.sanchez@novahomeloans.com](mailto:jorge.sanchez@novahomeloans.com)

# BUILD YOUR TIMELINE

Are you renting? Do you need to sell your current home? Closings typically take 30 days, so line up your dates to be sure they work for you. If you need to sell your current home in order to buy your new home, it's important to have it cleaned, staged and photographed PRIOR to looking at homes. This allows for me to best negotiate a Buyer Contingency, meaning that your new home purchase is contingent on your current home selling. As an agent, I need to be able to show the sellers we're ready to go to market 'overnight' so we don't delay the closing process.

If you're renting, know that your first mortgage payment isn't usually due for 45-60 days AFTER close of escrow, which helps you not double up on rent and mortgage payments.



# SET UP YOUR HOME SEARCH

Now it's time to start shopping for your new home! We'll automate this by setting up a custom home search for you with all of the criteria you listed above. This means anytime a new home hits the market that meets your criteria, you'll get an email notification. If you like what you see, we will set an appointment to the home.

A few ground rules to make this process as enjoyable as possible:

Do not tour homes that are not in your budget. I can promise you this never ends well and oftentimes makes you disappointed in what you CAN afford. If you absolutely love a home just outside your budget we can look at possible lender alternatives that may help you reach your goal, but keep in mind your goal monthly payment.

Remember when touring homes, someone else is often living there. This means we want to be respectful of their space, especially if little kids are in tow.

And finally, there are almost always cameras, so save any talk of pricing for after the showing.



YOU'RE UNDER CONTRACT...

# *Now what?*

Once we have an accepted contract, we send it to the Title Company who will facilitate the closing documents. The Title Company works with all parties involved (buyer, seller, both agents and lender) to compile all the documents necessary to close.



## THE DETAILS...

01

**EARNEST DEPOSIT:** Your earnest deposit is typically 1% of the purchase price. Once all contingencies are met, your earnest money will be non-refundable and will be applied towards your down payment.

02

**INSPECTION PERIOD:** This is your time to do all of your due diligence on the property. It is **HIGHLY** recommended that you hire a professional inspector to do a full inspection of the home.

03

**APPRAISAL:** Once the inspection is complete the next contingency to remove is the appraisal contingency. Most loans require an appraisal prior to funding.

# 10-DAY INSPECTION PERIOD



This is your time to do all of your due diligence on the property. It is **HIGHLY** recommended that you hire a professional inspector to do a full inspection of the home. You can research some options or I'm happy to share a few companies I've worked with in the past, but who you use as your inspector is ***your decision***. The inspector will climb into the attic, check the a/c, run all the faucets, check all the electrical and look for anything that is out of order. They'll then provide you with a full report that is often dozens of pages long — you want them to be thorough! They'll point out everything that is in working order and everything that is not. Once the inspection is done, you'll have an opportunity to ask the seller to repair or replace anything that isn't working properly. You can also request a credit from the sellers to be paid at the closing table so that all repairs made are by a contractor or vendor of your choosing. Let it be noted, you cannot ask for things that are working properly to be repaired or replaced. If buyer and seller cannot come to an agreement during this due-diligence period, buyer has the opportunity to cancel the contract and receive a full refund of their earnest money.

# INSPECTORS



\*\*\* These are vendors our team has worked with in the past. You may choose any vendors that fit your needs and standards \*\*\*

- Organ Mountain Inspectors | *Andrew & Matt Legatzke* | (575) 650-5520
- Southwest Home Inspections | *Jeff Gorham* | (575) 574-8402
- AAA HOME INSPECTIONS | (575) 686-2280



# APPRAISAL

Once the inspection is complete the next contingency to remove is the appraisal contingency. Most loans require an appraisal and if the home doesn't appraise for the purchase price buyers and sellers have a few options. The buyer can exercise their right to cancel the contract and receive a full refund of their earnest money, or buyer and seller can renegotiate on the price or buyer can bring the difference between the appraisal amount and loan amount in cash to the closing table to bridge the gap.

Once the appraisal contingency has been met, the buyer's earnest money is typically what we call, 'hard.' This means that should you decide to cancel the contract, you will not receive a refund of your earnest money deposit.





# OTHER CONTINGENCIES

If you're selling your current home in order to buy your new home, you'll have this contingency as well that needs to be fulfilled before your earnest money goes hard. We'll go over all of these dates so you know exactly what is expected of you and the sell of your home.

# FINANCING

During this time, it's crucial that you stay in close contact with your lender. They'll need specific paperwork & information only you can provide them. It's also of the utmost importance that you refrain from any other major purchases that could impact your financing. This would be buying a new car or boat or swiping your credit card for furniture for the new house. These purchases can negatively impact your debt to income ratio (DTI) & implode your deal before it's done. Hang tight until we **close** on your dream home, then you can have full reign and begin furnishing your beautiful space or buy that new car to park out front.





# FINAL WALK THROUGH

This occurs 2-4 days prior to close and is your chance to walk the home one last time to ensure that all of the repair requests have been completed and that the house is in the same condition as when you bought it. It's normal to see boxes stacked in the garage because sellers are moving too! If everything looks good, you'll sign paperwork accepting the home's condition and we'll be on our way to a smooth close.



# CLOSING DAY

Closing day is usually a collection of a few days. The Title Company will receive loan documents 3-5 days prior to close and you'll have two options: you can make an appointment to sign at the Title Company OR they'll send the documents to you with a notary to sign in the comfort of your own home. Either way is just fine, but you'll need to be sure if you're signing at home that there is time for documents to get back to the Title Company in a timely manner (this only comes into play if you're signing out-of-state). Both buyers and sellers sign all the documents separately and typically never meet, this process on closing day can take up to 2 hours, we also recommend taking the day off if possible. This is a big day for you, after signing, you may want to celebrate or start moving in, depending on if everything is funded and recorded.

Your property is officially closed once the title has been recorded, then funding will follow. Depending on which day of the week and the time of day, sometimes funding doesn't happen until the next day. Banks often work on Eastern Time so if you've recorded late in the day on a Friday, you can expect it to fund on Monday.

**Good news? Once it's funded we can release the keys to your new home to you!**



*What you*  
**CAN EXPECT**

I know this is about more than selling high and buying low and I can promise you that while there will be some bumps in the process, I'll be doing my best to help you avoid any delays or roadblocks. You can expect weekly phone calls with my honest, straightforward feedback & creative problem solving to get you where you want to go.

*Sydney Melendez*

*what others*  
**ARE SAYING**



**MICHAEL T.**

I recently closed on my very first house purchase thanks to Ronnie Gomez and Sydney Melendez. Having no prior familiarity and hearing only bad news about the housing market, I was anxious at first. However, both ladies walked me through the process from first getting a sense of what I am looking for in a house all the way to celebrating at the title office.

I could not have chosen my realtors any better than I did: Ronnie and Sydney are both motivated individuals with bright personalities, a perfect combination that assuaged my fears and made me excited to embark on the journey to buying a house. They listened to my concerns and wishes in equal measure, and the listings they suggested always matched my criteria - sometimes better than I was able to articulate at the moment. Looking at properties with them was always a positive experience, even if the hunt was not fruitful on a given day. Talking to family members and friends who also bought houses in the past five years or so, they all remark at how unproblematic my experience was. I cannot recommend either realtor enough.

Thank you Enchanted Sun Realty in general, and Ronnie and Sydney in particular, for helping me achieve my dreams of home ownership!



*what others*  
**ARE SAYING**



**SONIA & MANUEL M.**

The best selling/ buying experience! Thanks to Sydney and Ronnie, they make the perfect team and they will make sure to cover all your wishes when you are looking for the forever home, so caring and supportive through the process that make you feel that everything happens in a blink of an eye.



*what others*  
**ARE SAYING**



**PANKAYATSILVAN FAMILY**

Sydney is a great Real Estate Agent. She was prompt in responding to our requests and kept us continuously updated about the process.

It was a pleasant experience to have her as our agent and we highly recommend her to anyone looking for a real estate agent.

-Ratna P.

Sydney is amazing at her job. She is so response, kind, efficient, thoughtful... could not have asked for a better realtor to help us! Would recommend highly. Thank you so much Sydney!!

-Varayini P.



*what others*  
**ARE SAYING**



**MONICA L.**

Sydney is such a kind, loving, and genuine person. From day one, she went above and beyond to help me find my dream home. She wasn't just focused on finding me a place to live—she helped me realize the importance of finding a place to love.

Thanks to her patience, expertise, and care, I found the peaceful home I had always envisioned. Sydney guided me every step of the way, offering valuable insights like not visiting more than three or four homes a day so I could truly see, feel, and remember each one.

Each time we met, she presented even better options and made the process feel easy and exciting. Because of her, I didn't just buy a house—I found my home, and I absolutely love it.



# READY TO BUY?

I'm ready when you are!



LET'S CONNECT!

*Sydney Melendez*

REAL ESTATE BROKER

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