

BUYER

handbook

A SIMPLE GUIDE TO BUYING

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REALTOR®

BOLD CITY REALTY GROUP INC.



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WHO YOU CHOOSE MATTERS-HERE'S WHY BUYERS CHOOSE ME

- Clear communication
- Strategy in every market
- Guidance through every loan type
- Support backed by 20+ years pf brokerage experience
- A calm, structured process - no chaos

This isn't just a purchase. It's a move that changes your life. It's a bold move with signature service.

READY TO SCHEDULE YOUR BUYER CONSULTATION

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PRE-APPROVAL
PROCESS

\$



PRE-APPROVAL CHECKLIST



INCOME VERIFICATION

Provide recent pay stubs, W-2s, or tax returns to confirm consistent income.



EMPLOYMENT HISTORY

Be prepared to show at least two years of steady employment or verification from your employer.



CREDIT PROFILE

Your lender will review your credit report and score to assess borrowing eligibility and interest rates.



ASSETS & SAVINGS

Submit documentation for checking and savings accounts, retirement funds, or other investments.



DEBT INFORMATION

List current financial obligations such as credit cards, auto loans, student loans, and personal loans.



DOWN PAYMENT FUNDS

Show proof of funds for your down payment, including bank statements or gift letters if applicable.



PRE-APPROVAL APPLICATION

Complete the lender's application with accurate personal and financial details.



PROPERTY DETAILS

If you've already identified a home, provide the address, estimated price, and intended loan type.



MORTGAGE LOAN

CHOOSING THE RIGHT LOAN FOR YOUR HOME

There are several home loan programs available, each designed to fit different financial situations and goals. Understanding your options helps you choose the loan that best supports your long-term plans.

CONVENTIONAL LOAN

A popular option not backed by the government. Typically requires stronger credit and a larger down payment but offers flexible terms and fewer restrictions. Minimum credit score 620.

VA LOAN

Available to eligible veterans, active-duty service members, and surviving spouses. VA loans often require no down payment and no private mortgage insurance. There is no minimum credit score required.

FHA LOAN

Backed by the Federal Housing Administration, FHA loans allow for lower credit scores and smaller down payments, making homeownership more accessible. Minimum credit score 580.

USDA LOAN

Designed for eligible rural and suburban areas, USDA loans offer low or no down payment options for qualifying buyers who meet income limits. Minimum credit score 640.





FINANCIAL MUST-HAVES

PRE-APPROVAL LETTER

A lender-issued pre-approval shows sellers you are financially qualified and ready to make a strong offer.

CLOSING COSTS

Expenses such as lender fees, title insurance, appraisals, and escrow services—usually 2–5% of the purchase price.

DOWN PAYMENT FUNDS

The upfront portion of the purchase price paid at closing. Required amounts vary based on loan type and program.

HOMEOWNER'S INSURANCE

Most lenders require proof of insurance before closing to protect the home and your investment.

EARNEST MONEY DEPOSIT

A good-faith deposit submitted with your offer. This amount is typically credited toward your down payment or closing costs.

CASH RESERVES

Additional savings set aside to cover unexpected expenses and demonstrate financial stability.

HOME SEARCH

begin

**AFTER YOU'VE BEEN PRE-APPROVED
CHOOSE A REAL ESTATE AGENT - A TRUSTED PROFESSIONAL WHO
UNDERSTANDS THE LOCAL MARKET, NEGOTIATES ON YOUR BEHALF,
AND GUIDES YOU THROUGH EVERY STEP.**

STEP 1 START YOUR HOME SEARCH

Tour homes that meet your criteria, attend open houses, and compare options. Keep notes to help narrow down your favorites.

STEP 2 SUBMIT AN OFFER

When you find the right home, your agent will help you prepare a competitive offer that includes price, contingencies, and timelines.

STEP 3 COMPLETE INSPECTIONS

Schedule a home inspection to identify potential issues. You may renegotiate repairs or credits based on the results.

STEP 4 APPRAISAL & FINAL LOAN REVIEW

Your lender orders an appraisal to confirm the home's value. Final loan approval happens during this stage.

STEP 5 PREPARE FOR CLOSING

Review closing documents, finalize your move, and complete any last requirements from your lender.

STEP 6 CLOSING DAY

Sign the final paperwork, receive your keys, and officially become a homeowner. Congratulations—welcome home!



UNDERSTANDING THE OFFER PROCESS

YOU FOUND THE PERFECT HOME, NOW WE MAKE THE PERFECT OFFER

Once your offer is presented, the seller will review all terms and respond with one of the following options:

- 1 ACCEPT THE OFFER**
The seller agrees to all terms as written, and the transaction moves forward to the next steps.
- 2 REJECT THE OFFER**
The seller declines the offer. This may happen if the price, terms, or timing don't align with their goals.
- 3 COUNTER THE OFFER**
The seller proposes changes to price, closing date, contingencies, or other terms. You may accept, reject, or counter again.

Once both parties agree to the same terms and sign the contract, the home is officially under contract and the closing process begins.



FINAL STEPS

COMPLETE HOME INSPECTIONS

Hire licensed professionals to evaluate the property's structure, systems, and safety before moving forward.

VERIFY PROPERTY VALUE

An independent appraisal confirms the home's market value and supports your loan approval.

SUBMIT CLOSING PAPERWORK

Provide any remaining documents requested by your lender to keep the process on track.

REVIEW AND ADJUST TERMS

Discuss inspection findings, timelines, or credits and finalize mutually agreed changes.

GET READY TO CLOSE

Schedule the final walkthrough, confirm funds, and prepare for ownership transfer.



ITEMS NEEDED AT CLOSING

GOVERNMENT-ISSUED ID

CERTIFIED FUNDS

FINAL CLOSING STATEMENT

INSURANCE CONFIRMATION

AGENT CONTACT DETAILS

PLANNING YOUR MOVE

AFTER YOUR OFFER IS ACCEPTED

Begin organizing key details early to reduce stress and stay ahead throughout the moving process.

5 WEEKS BEFORE MOVING

- Create a moving budget
- Research and compare moving companies
- Start sorting items to donate or sell
- Order packing supplies

10 DAYS BEFORE MOVING

- Pack remaining rooms
- Label boxes by room and priority
- Prepare an essentials box
- Arrange pet or child care for moving day

3 WEEKS BEFORE MOVING

- Confirm your moving date
- Schedule utility transfers
- Begin packing non-essential items
- Notify schools or childcare providers

MOVING DAY

- Do a final walkthrough
- Supervise loading and unloading
- Keep important documents accessible
- Confirm delivery address and contact info



THANK YOU!

I'm committed to advocating for your best interests, communicating openly, and delivering results you can feel confident about. From our first conversation to closing day and beyond, you can expect personalized service and unwavering support.

Your next chapter starts here—and I'm excited to help you get there with *"Bold Moves and a Signature Service"*

WHITNEY SALAZAR REALTOR®

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BUYER FAQS

DO I NEED A REAL ESTATE AGENT TO BUY A HOME?

While it's not required, having a buyer's agent gives you expert guidance, negotiation support, and market insight—often at no direct cost to you.

WHAT IS A PRE-APPROVAL AND WHY IS IT IMPORTANT?

A pre-approval shows sellers you're financially qualified and serious, making your offer stronger and more competitive.

HOW MUCH SHOULD I BUDGET FOR CLOSING COSTS?

Closing costs typically range from 2% to 5% of the purchase price and may include lender fees, title costs, and prepaid expenses.

CAN I NEGOTIATE THE PRICE OR TERMS?

Yes. Price, closing date, repairs, and seller concessions can often be negotiated depending on market conditions.

WHAT HAPPENS IF THE APPRAISAL COMES IN LOW?

You may renegotiate the price, cover the difference, or walk away if your contract includes an appraisal contingency.

WHEN SHOULD I SCHEDULE A HOME INSPECTION?

Inspections are usually scheduled shortly after your offer is accepted to identify any potential issues before closing.

WHAT IS ESCROW?

Escrow is a neutral process where funds and documents are held securely until all terms of the contract are met.

WHEN DO I GET THE KEYS?

You'll receive the keys after closing once all documents are signed and the transaction is officially recorded.

