THE ROAD TO home

A HOME BUYER'S GUIDE

Pak Vang

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LAVISHCALIFORNIAHOMES.COM

nice to meet you

PAK VANG

REALTOR®

As a proud Sacramento native, I'm deeply rooted in the City of Trees and its vibrant Farm-to-Fork culture. With my lifelong familiarity with Sacramento and its surrounding neighborhoods, I offer invaluable local insight and expertise to both buyers and sellers.

My commitment to providing professional, responsive, and attentive real estate services ensures that every client receives personalized attention tailored to their unique needs. By taking the time to understand my clients and their preferences, I excel in matching them with their dream properties.

Whether you're in the market for a residential oasis or seeking prime commercial opportunities, I leverage the best knowledge and resources available to streamline the real estate process for a seamless experience. Trust me to navigate Sacramento's dynamic market landscape and guide you towards your real estate goals with confidence.

LET'S CONNECT

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Committed to bringing you the most professional, informative, trustworthy & dedicated service.

My responsibility is protecting the interests of my clients in every transaction.

Ten Steps TO BUYING A HOME

01 FIND THE RIGHT AGENT

02 PREPARE FINANCES

03 GET PRE-APPROVED

04 START HOME SHOPPING

05 MAKE AN OFFER

06 ORDER AN INSPECTION

07 APPRAISAL ORDERED

08 NEGOTIATE FINAL OFFER

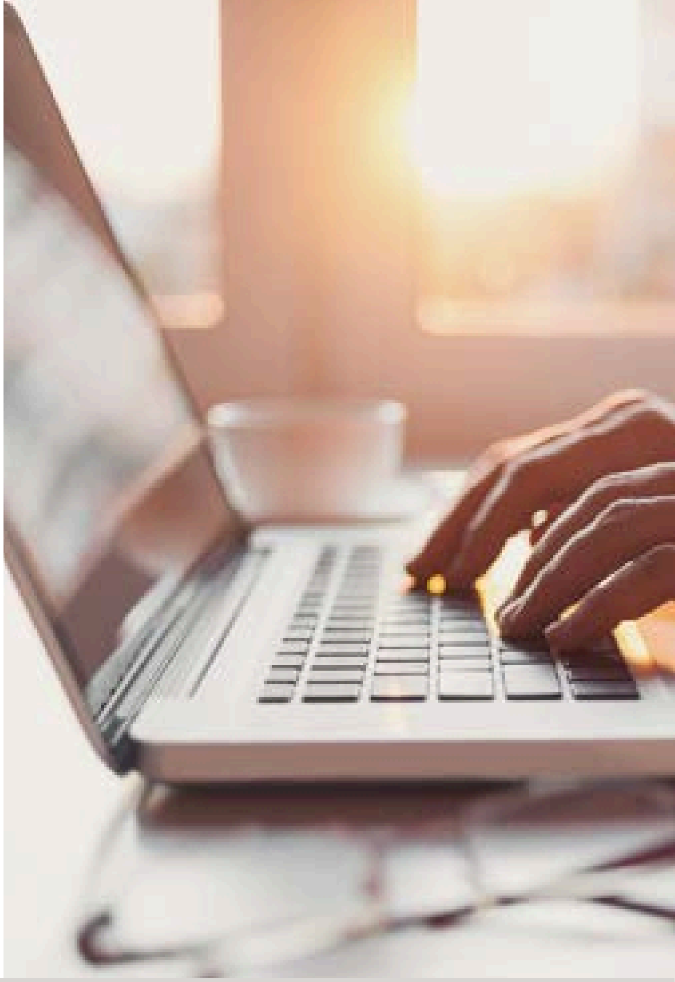
09 FINAL WALKTHROUGH

10 CLOSING DAY

01/ FIND 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.

HANDLING CHALLENGING CONVERSATIONS

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

As your buyer's agent, we prioritize your best interests. With deep local market insight, we'll craft a competitive offer on the ideal home for you. Trust us to secure your dream property with confidence.

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'm committed to safeguarding all your interests and tackling any challenges that may arise. My relentless dedication ensures that buying a home becomes an enjoyable and hassle-free experience for you.

WHO PAYS FOR AGENT'S COMMISSIONS?

Commissions are subject to negotiation. Typically, the commission paid to the agent is a percentage of the final sale price of the property, commonly falling within the range of 2-6% of the sales price.

WHO PAYS FOR THE SELLER'S AGENT COMMISSION?

The Seller pays for their seller's agent commission fees. This commission is agreed upon in the Listing agreement between the Seller(s) and a real estate agent. This commission covers the services provided by the listing agent, including marketing the property, facilitating negotiations, and overseeing the closing process.

WHO PAYS FOR THE BUYER'S AGENT COMMISSION?

The Buyer pays for their buyer's agent commission fees. This commission is agreed upon in the Buyer's Representation agreement between the home buyer(s) and a real estate agent. This commission covers the services provided by the buyer's agent for their time, expertise, and efforts in helping the buyer find and purchase a home. In some cases, the buyer's agent's fee may be negotiated to be paid by the seller or included in the purchase price of the home.

WHEN DO WE SIGN THE BUYER'S REPRESENTATION AGREEMENT?

The home buyer(s) will be expected to sign the buyer's representation agreement following the viewing of one(1) property. In the event that the buyer opts not to sign after viewing one(1) property, both parties may choose to pursue alternative arrangements.

WHAT IS A BUYER'S REPRESENTATION AGREEMENT?

A Buyer's Representation Agreement, also known as a buyer agency agreement or a buyer-broker agreement, is a contract between a home buyer and a real estate agent. It outlines the terms and conditions of their working partnership, including the agent's duties to the buyer, the duration of the partnership, and the commission structure. Essentially, it formalizes the relationship, ensuring that the agent is committed to acting in the buyer's best interests and detailing the services the buyer is entitled to. This agreement can be exclusive, meaning the buyer agrees to work only with that agent, or non-exclusive, which allows the buyer to work with multiple agents.

CHOOSE YOUR LEVEL OF SERVICE

ESSENTIAL EXPERIENCE

For New Home Builders Only
Coordinate reservation/requirements
Verify open inventory/availability of buildable lots
Connect builder preferred lenders
Research Builder incentives
Verify refund policy of deposit
Identify community fees
Review rental and resale policies
Review solar documents
Attend meetings/site visits with you and builder
Research direct levies + supplemental ta bill
Attend final walkthrough

2% + $795

PREMIER EXPERIENCE

ESSENTIAL EXPERIENCE
PLUS

Identify and tour three educational showings
Identify necessary inspections
Estimate closing costs with lender and escrow
Provide guidance on sales type
Research homes
Assist you with preapproval with a proven local lender
Develop a winning strategy for making offers
Set up customized property alerts
Search for new listings daily that meet your criteria
Schedule in-person tours
Provide information on nearby schools and amenities
Communicate with listing agent before offer is submitted
Negotiate buyer agent commission
Negotiate any repairs, credits or price reductions
Review and advise on seller disclosures
Coordinate estimates from contractors
Sisu Client Communication Portal + Storage
Schedule and manage for final walkthrough
Amen Concierge Utility and Home Service Set-Up
Provide you keys, garage door openers, gate/alarm codes

2.5% + $795

EXCLUSIVE CONCIERGE EXPERIENCE

ESSENTIAL AND PREMIER EXPERIENCE

PLUS

Search for off-market and expired homes
Research neighborhood traditions
Research special assessment
Preview new listings that meet your criteria
Showing assistants if agent is sick or out of town
Doorknock + circle dial favorite neighborhoods
Research public records, permits, etc.
Coordinate moving supplies with vendor*
Coordinate moving vendor*
Assist with warranty claims
Re-keying of home upon closing
Recommend vendors on homes improvements
Welcome to the neighborhood reception

3% + $795

*3rd party vendor fee not included

Our approach involves crafting offers that motivate sellers to cover as much of the buyer's commission as feasible, while ensuring competitiveness in the market.

OUR CORE SERVICES *INCLUDED IN ALL ABOVE LEVELS OF SERVICE

Provide a comprehensive buyer consultation
Assess and recommend financing options
Research local markets & neighborhoods
Provide insights on available inventory
Schedule showing appointments
Research & provide any insider information on homes
Review HOA costs, documents, and rules (if applicable)
Negotiate with listing agent and seller
Review and explain offer and counter offer terms
Assigned Transaction Coordinator
Manage all aspects of transaction
Contracts and forms guidance
Verify requirements for appraisal to avoid additional fee
Assist with acquiring insurance
Review inspection reports & make recommendations

Coordinate gathering manuals and warranties
Review final esxrow net sheet
Take measurements for appliances or other terms
Consistent Communication & Updates
Regular Communication with Agent, Escrow, Title, & Lender

$795 Sacramento Document Service fee covers **Sisu Client communication portal**, transaction compliance coordinator, storage of documents.

The Sisu Client Communication portal will keep you in the look from start to finish.

In one phone call, your Amen Conceirge will assist you in setting up all your utilities and home services. You get the best prices too!

02 PREPARE FINANCES

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders typically advise against purchasing a home that exceeds 3 to 5 times your annual household income. If you're not buying with cash, obtaining a mortgage pre-approval from your lender is essential. Your lender will collaborate with you to secure a loan tailored to your requirements. While some buyers prioritize keeping their monthly payments low, others aim to ensure their payments remain stable over time.

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 & inspections.

- A Down Payment is typically between 3% - 20% of the purchase price
- Earnest Money Deposit (EMD) 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 run between 2% - 5% of the loan amount
- A Home Inspection costs $300 to $500
- A Pest Inspection costs $75 to $300
- An Appraisal Inspection costs $250-$600

03 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.

PREPARING

for a home loan

GET *qualified*

TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
VA LOAN	620	NO DOWN PAYMENT
USDA LOAN	620	NO DOWN PAYMENT
FHA LOAN	580+ 500-579	3.5% 10%
203K LOAN	640	3.5%
CONVENTIONAL 97	620	3%
CONVENTIONAL LOAN	640+	5-20%

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
2 MONTHS WORTH OF PAY-STUBS
BANK STATEMENTS (PAST 2 MONTHS)
LIST OF YOUR DEBTS & ASSETS
DIVORCE DECREE
ADDITIONAL INCOME DOCUMENTS

TYPES OF *mortgage* LOANS

TYPES OF LOANS

	WHO QUALIFIES	DOWN PAYMENT	UPFRONT MORTGAGE INSURANCE	MONTHLY MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
VA Department of Veteran Affairs	Veterans Personnel with honorable discharge Reservists & National Guard Surviving Spouses	NONE	NONE	NONE	580
USDA Department of Agriculture	Someone who is buying a home in a USDA -designated rural area.	NONE	2% of the loan amount. Can be rolled into loan amount.	REQUIRED	640
FHA Federal Housing Administration	Anyone who meets the minimum credit and income levels.	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
203K Federal Housing Administration	Anyone who plans to purchase a fixer-upper or needs to renovate their home and meets credit & income requirements	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
CONVENTIONAL 97	Depending on the program, available first time home buyers (a buyer who hasn't owned in the last three years) can put 3% down with a Conventional 97 program.	Varies from 3%-20% of purchase price	NONE	REQUIRED	620
SELECT SMART PLUS	Anyone who meets lenders credit, income & debt level requirements	Varies from 3% -20%, but typically ranges from 5-20%	NONE	REQUIRED	620


START shopping

04 START HOME SHOPPING

DEFINE YOUR CRITERIA

Before diving into listings, take some time to define your criteria for the perfect home. Consider factors such as location, size, amenities, and any specific features that are non-negotiable for you and your family.

KEEP AN OPEN MIND

While it's essential to stick to your criteria, be open-minded and flexible as you explore different properties. You may come across hidden gems or opportunities that exceed your initial expectations.

ASSESS YOUR OPTIONS

After touring homes, take the time to carefully assess each property based on your criteria, budget, and personal preferences. Consider factors such as location, condition, potential for customization, and long-term suitability.

NARROW DOWN YOUR CHOICES

As you progress through the shopping process, narrow down your choices to a shortlist of top contenders. Rank them based on their alignment with your priorities and revisit them for additional viewings if needed.

Keeping track of every detail of each home can be challenging, so consider taking pictures or videos to aid your memory, and review any notes you've written. Once we've identified the perfect house for you, we'll craft a suitable offer. This offer will be informed by recent sales data, current buyer activity in the area, and the assessed value of the property in its current state. Negotiations may occur following the presentation of the offer.

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

05/ MAKE AN OFFER

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

HOW MUCH TO OFFER:

Using our expertise and market insights, we'll carefully craft an offer that reflects your intentions, considering factors such as recent sales data, current market conditions, and the property's value in its present state.

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 10-12 days
- **Shorter Appraisal Periods**
  Try shortening the inspection period to 12-15 days
- **Shorter Loan Periods**
  Try shortening the Loan period to 15 days
- **Offer to Close Quickly**
  Many sellers prefer to close under 30 days.

THE PROCESS

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.

CONTINGENCIES

WHAT ARE CONTINGENCIES?

Contingencies are reasons you can cancel your purchase contract of a home and receive your deposit back (you must transfer your deposit to escrow within 3 business days of your offer being accepted to not violate your purchase agreement).

CONTINGENCY #1

Buyer's Investigation of property and matters affecting property (typically must be removed within 17 days of offer acceptance)

•If significant issues are discovered during this time, the buyer may request repairs, credits, or negotiate a lower purchase price, or choose to withdraw from the contract and get deposit back.

CONTINGENCY #2

Seller Disclosures (typically must be removed within 17 days of offer acceptance)

•Before committing to buying the property, the seller must reveal any known issues. This allows the buyer to review the disclosures and decide whether to proceed, negotiate repairs or credits, or withdraw from the contract if uncomfortable with the information.

CONTINGENCY #3

Appraisal Contingency (typically must be removed within 17 days of offer acceptance)

•If the property appraisal comes in lower than the agreed-upon purchase price, the buyer may have the option to renegotiate the price, request the seller to lower the price to match the appraisal, or withdraw from the contract.

•Appraiser may suggest repairs to your lender depending on the type of loan you are getting (typical items are health and safety items).

CONTINGENCY #4

Loan Contingency (typically must be removed within 21 days of offer acceptance)

•Your lender will verify you qualify for loan once appraisal is completed and all documents have been submitted

NOT CONTINGENCIES

You could lose your deposit for these

•I changed my mind

•The timing isn't right

•Another house came on the market that I want to see

THE PROCESS

CONTINGENCY #1

If there are any issues with any inspections, the Seller can:

•Accept the Repairs
•Decline the Repairs
•Give Seller Credits

If Seller does not accept repairs or give Seller Creidt, YOU CAN MOVE FORWARD AS-IS OR CANCEL

CONTINGENCY #2

•If you find out there is an issue with the home and the seller knew about it but did not disclose, YOU CAN CANCEL and get your deposit back OR SUE THE SELLERS if you already closed.

CONTINGENCY #3

•If the home does not appraise at your offer price, you can cancel and get your deposit back if unable to come up with the difference or Seller does not drop the price.

CONTINGENCY #4

•If you lost your job or do not qualify for the loan due to your financial situation then you can cancel and get your deposit back.

ESCROW *period*

06 ORDER AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home and pest inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a report 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.

07 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.

Homeowner's Insurance

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

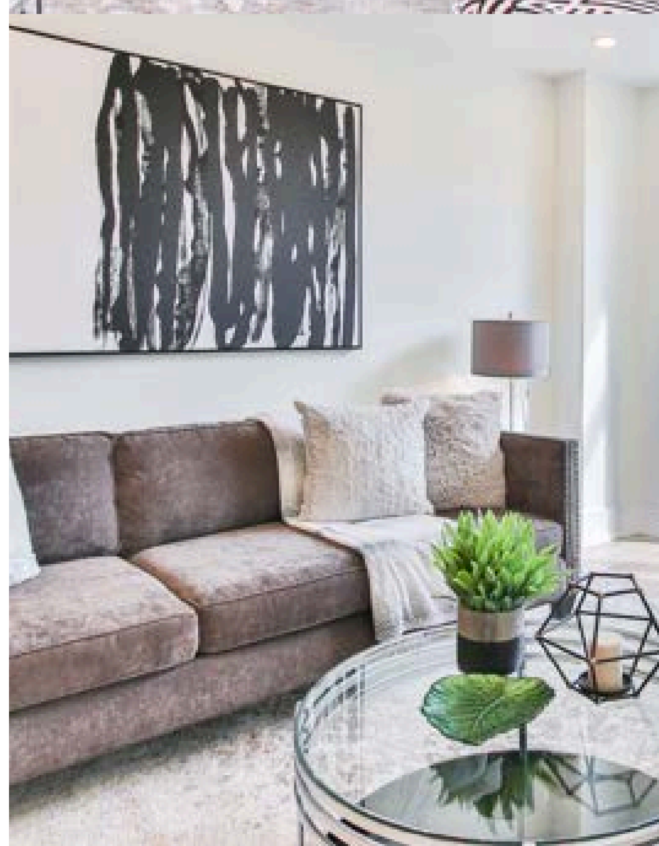
08 NEGOTIATE FINAL OFFER

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 a 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. Tile that needs some caulking, or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.

09

scheduling YOUR MOVE



SET YOUR MOVING DATE

Determine your desired moving date based on factors such as your closing date, lease end date (if applicable), and availability of moving services. Aim for a date that allows you enough time to prepare and coordinate all aspects of your move.

BOOK YOUR MOVING SERVICES

Once you have your moving date, contact moving companies to obtain quotes and schedule your move. Be sure to book well in advance, especially if you're moving during peak seasons like summer or weekends.

NOTIFY UTILITY PROVIDERS

Contact your utility providers (electricity, gas, water, internet, etc.) to schedule disconnection at your current home and connection at your new home. Arrange for the transfer of services or setup new accounts as needed.

UPDATE YOUR ADDRESS

Notify important parties of your change of address, including the post office, banks, insurance companies, employers, subscriptions, and any other relevant entities. Update your address for any recurring deliveries or services.

- Go to your local post office and fill out a change-of-address form, or do it online at usps.gov. But in case there are stragglers, it's always wise to ask a close neighbor to look out for mail after you've moved. Check in with them two weeks after the move, and again two weeks after that.

DECLUTTER AND PACK

Start decluttering your belongings and packing non-essential items well in advance of your move. Label boxes clearly and create an inventory to keep track of your belongings. Donate or dispose of items you no longer need.

- Prepare an essentials kit containing essential items you'll need immediately upon arrival at your new home, such as toiletries, medications, important documents, snacks, and basic tools.

TAKE CARE OF YOURSELF

Finally, don't forget to take care of yourself during the moving process. Get plenty of rest, stay hydrated, and take breaks as needed to avoid burnout.

CLOSING day

10 closing day

CLOSING DAY
Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! 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
Typically occurs shortly before the closing. It involves a thorough inspection of the property by the buyer to ensure that it is in the same condition as when the purchase agreement was signed and that any agreed-upon repairs have been completed satisfactorily. During the final walkthrough, the buyer checks for any issues or damage that may have arisen since the last visit, confirms that all included fixtures and appliances are still present and in working order, and verifies that any negotiated repairs or improvements have been completed as agreed. It provides the buyer with the opportunity to address any concerns or discrepancies before the closing takes place.

CLOSING TABLE
Who may be there:

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

The closing typically happens at the title company, at your realtor's office, or you can select to choose to have a mobile notary sent to your home to sign documents. 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

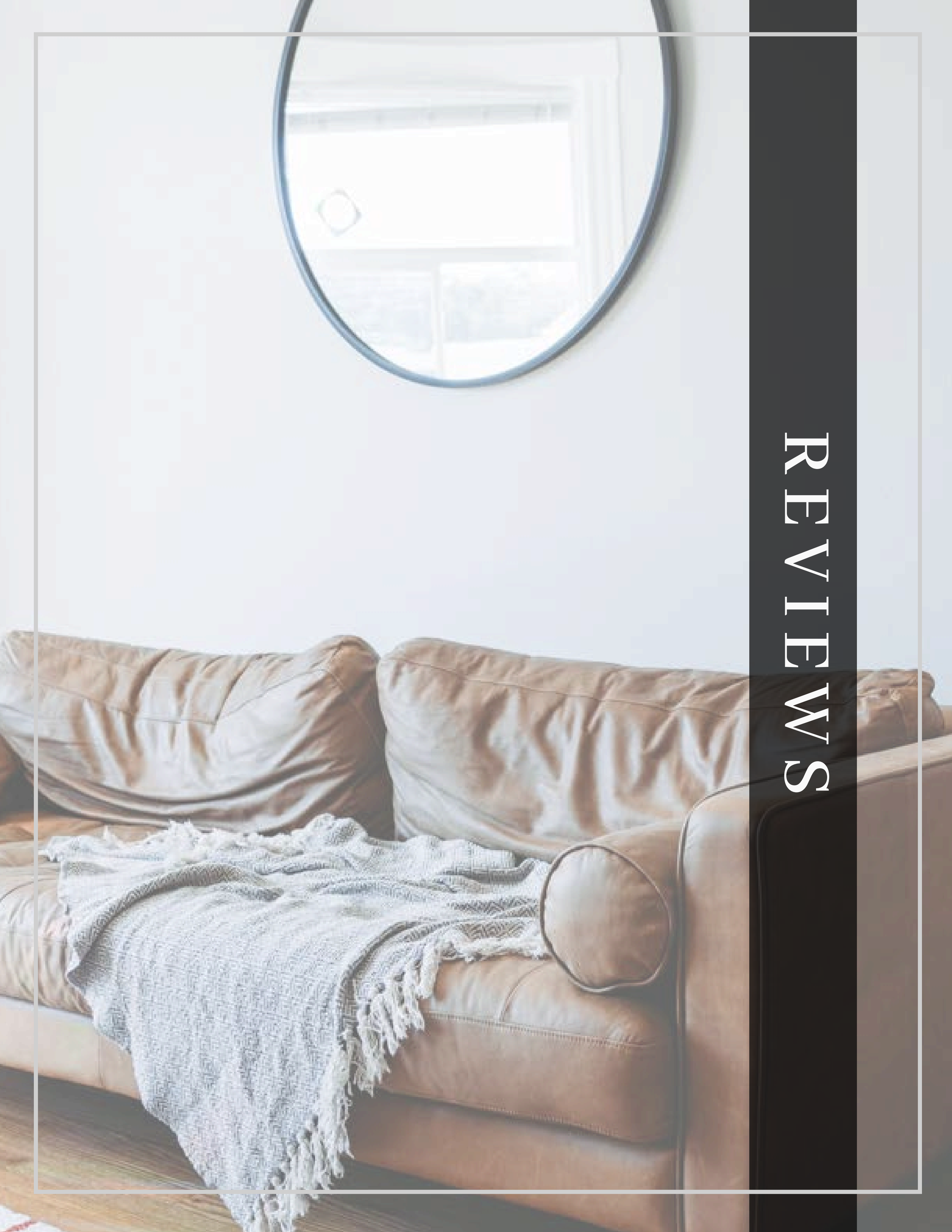
CLOSING COSTS
Closing costs can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 3% of the home's sales price. These closing costs can sometimes be shared with the seller.

BRING TO CLOSING

- Government-issued photo ID
- Cashier's Check/Personal Check to cover the remainder of the down payment and your closing 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!

REVIEWS



REVIEWS

★★★★★

"Pak helped my family with our first home. She is professional and knowledgeable!! Pak drove 3hrs to our town just to help us look for our first home. We're now happy home owners! Highly recommend. Pak will definitely go the extra mile for you!!!"

"Pak helped us with our first home. She is very responsive, professional, and knowledgeable!! My husband and I aren't the easiest to work with but Pak came thru and we're now happy homeowners! Thanks Pak for all that you do!! I will highly recommend to friends and families!"

"If you are looking to buy or have any questions about becoming first time home buyers, contact Pak! She's really awesome and always on top of the game. Thank you for being our agent! We had many experiences with agents&lenders who turned us down, but you made it possible for us!"

"Pak was great. I love her passion, always willing to help answer my questions. Made the whole process seemingly impossible for me but she was able to. I would 110% recommend Pak because throughout the process she gave 110%."

"Looking for a home can be stressful and overwhelming! You've found the right agent here! As a first time home buyer, my husband and I struggled to find the right route to go. Pak was able to assist us with any real estate needs that we encountered. She made herself available for my family and I, which gave us peace of mind! Thank you so much for your help during and after our home buying process!"

"Great service and a positive attitude! Definitely recommend to friends and family."

Sisu

Introducing

THE SISU CLIENT PORTAL

CHANGING THE WAY WE DO REAL ESTATE

Know exactly what's going on with your transaction.

With the Sisu Client Portal, buyers, sellers and even mortgage, title and escrow partners gain visibility into the process. Be kept in the loop from start to finish with instant notifications, in app chat, and document share and access.

Clients can quickly see a transaction's progress at a glance by checking Sisu's road to close progress indicator charts and countdown timers. With automatic notification and updates, everyone stays in the know about what's going on and how much is left to go.

It's like a pizza tracker, but for real estate.

THE ROAD TO home

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