



Sury Romero
REALTOR®



EDUCATE.
EMPOWER.
MOVE.

Homebuyer Guide





Home Buyer Guide Topics

- Meet Your Real Estate Agent
- Mission & Value Statement
- Buyer Roadmap
 - Talking to a Lender
 - Home Search
 - Submitting an Offer
 - Negotiations
 - Option Period
 - Home Inspection
 - Appraisal
 - Clear to Close
 - Beyond Closing Day

Hello!

I am Sury Romero, born and raised in New Jersey, a gym and sports-lover, soccer and dance mom, and a REALTOR®. I graduated Top 6 in highschool and Magna Cum Laude from Kean University with multiple awards and a B.A. in Education with Spanish and Bilingual/Bicultural endorsements. In 2021, I moved to Texas to pursue my dream of investing in real estate and to become an entrepreneur.

Breaking away from my career in education was a difficult decision but I am happily building a business in which I impact lives and successfully guide people in the biggest and most important transactions of their lives. Helping and serving others is part of who I am naturally and my business isn't just about closing the deal and collecting a paycheck; It is about the people that I am truly blessed to work with and who trust me with their home.

My goal is to make the process as seamless and stress free as possible for you. The way I am able to achieve my goal is by learning to better my craft in the real estate industry. That's why I am constantly investing in knowledge and whatever I don't know, I seek answers and ask questions from my sphere. I also enjoy reading books to gain knowledge about personal growth, real estate and financial wealth and management. I actively seek training opportunities from other knowledgeable agents and learn something new about real estate every single day.

The best way to ensure that we are all on the same page is through open communication. Please share with me your thoughts, concerns, ideas, and issues because throughout this process, I am there to hold your hand and help to ease some of the anxiety associated with the entire process.

I am available to answer any questions that you may have. If I do not have the answer, be assured that I will do everything I can to find an answer for you. Please reach out whenever you have a need, that's what I am here for. Are you ready to get started on finding your dream home in a great community?



Mission

To EDUCATE the buyer and help find:

1. The **RIGHT HOME**
 2. At the **BEST PRICE**
 3. In the **RIGHT TIME**
 4. With the **LEAST AMOUNT OF PROBLEMS**
-

Values

I am here to:

- **EVALUATE**
 - Listen to your wants and needs
- **DESIGN**
 - Prepare an action plan
- **UNITE**
 - Connect you with professionals
- **CLARIFY**
 - Answer questions and ease problems and concerns
- **AUTHENTICATE**
 - Double-check documents and information
- **TRUST**
 - I am honest and put your interests first above mine
- **EMPOWER**
 - I share information to help you make the right decision without regrets

HOMEOWNER

START



PRE-APPROVAL

Talk to a mortgage lender. Submit documents like W-2s, paystubs, bank statements & tax returns. You'll know what amount you're approved for.



FIND A HOME

Time to go shopping! Think of your wants and needs. Your expert REALTOR® will help you find the PERFECT HOME!



MAKE AN OFFER

An offer with the terms and items you want will be presented to the seller's agent. If accepted, earnest and option period money will be deposited.



Roadmap to

HOMEOWNERSHIP



OPTION PERIOD

This is when we have the home inspected. Any major repairs will be addressed and we will renegotiate if needed.



APPRAISAL ORDER

An appraiser inspects and gets proper value of the home by comparing it to what homes have sold recently nearby.



CLOSING

YOU DID IT! Time to sign all documents, get the KEYS & CELEBRATE!!!



CLEAR TO CLOSE

It's the final countdown! Documents are being sent to title and closing day is scheduled.



UNDERWRITING

Your file is being checked. Your personal information, title on the house, and the appraisal are being reviewed.



APPRAISAL REPORT

We review the value of the home and check if the appraiser called out any lender required repairs.





Talking to a LENDER

You need a pre-approval letter before house touring. Your next step is to talk to multiple lenders to make the best informed decision. The lender may schedule a call first or request an initial online pre-qualification application.

QUESTIONS TO ASK LENDER:

- What are the steps in the loan application process?
- How long does the application process take?
- What type of loan do I qualify for?
- What interest rate would I get?
 - Is my interest rate locked?
 - Is my interest rate fixed or adjustable?
 - Are there any discount points with the rate?
- **Do I qualify for down payment assistance?**
- What tips do you have for loan approval?
- Can you break down what's included in my mortgage payment?
- What are closing costs?
- What are your loan origination fees?
- Why should I work with you?



WHY GET PRE-QUALIFIED?

- Saves you time, energy and frustration because you'll know your purchasing power to go home shopping based on your price range
- Helps you decide how much you want your monthly payment to be
- You are a CREDIBLE BUYER and your offer stands out
- Saves you time and you can close on a home faster
- Reduces surprises that can be a roadblock to closing on your home
- The lender can help you with steps that may help improve your credit score and interest rate



Talking to a LENDER

GENERAL DOCUMENTS NEEDED FOR THE LOAN PROCESS:

A lender needs to verify credit score, income, debt, assets, bank account statements etc.

- **Identification documents:**
 - Valid form of ID for all borrowers (driver's license, passport, green card, and SSN or ITIN)
 - Residency History over the last 2 years
- **Income verification documents:**
 - Employment history for last 2 years
 - W2's for last 2 years
 - Paystubs for last 30 days
 - Most recent 2 years tax returns (Self-employed)
 - Current Profit & Loss Statement (Self-employed)
- **Proof of Funds:**
 - Copy of all pages of last 3 months bank statements (checking and savings)
 - Copies of quarterly/semi-annual statements for IRA's, CD's, money market funds, stock, 401K, profit sharing etc.
- **Veterans:**
 - Certificate of Eligibility
 - DD214 Discharge paper as proof of service

Keep in mind, all lenders are different and every borrower's situation is unique. A great lender will analyze how many puzzle pieces there are and work diligently to complete the puzzle. Some puzzles are easy with very few pieces, others are more complex with multiple little pieces. Work with your lender, submit all documents as quickly as possible and on time to ensure a smooth journey.



The Home

SEARCH & TOUR

Pictures can be deceiving

- Think about style, location and price when selecting homes to tour
- Think Wants & Needs
 - What are your “Must-Haves” that you cannot live without
 - What are your “Absolutely Do Not Like”

I will contact For Sale by Owners and Builders

- Never visit, call, register or contact any For Sale by Owner or Builder without me

Attend Open Houses but let your agent know

- I will do my best to attend the Open House with you
- I will let the agent know if I can't attend with you
- Carry my business card with you at an Open House and show agent if requested

Arrive on time

- I cannot open the door before appointment time
- Emergencies do happen so keep me updated via call or text

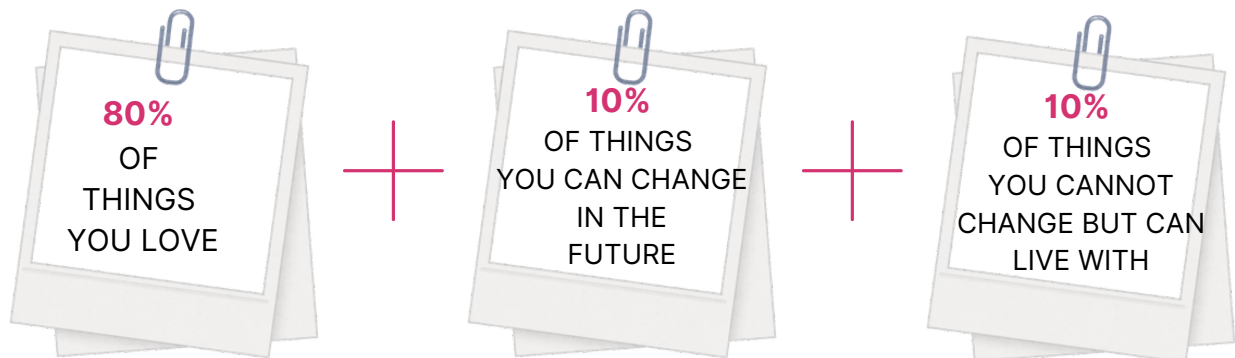
Limit facial expressions and talking inside or outside the house

- Security cameras with audio recording might be present

Take notes

- Score each home on a scale of 1-10.
- Put an ✗ or ✓
- Write down pros and cons for the homes you like to consider

THE PROPERTY THAT IS **100% RIGHT FOR YOU** WILL BE:





Working with a BUILDER & NEW CONSTRUCTION

The process of working with a builder is different than buying from a homeowner. Having your own agent helps make sure you have proper representation throughout your homebuying journey.

The on-site agent you meet at a new construction office works for the builder. So, as the homebuyer, it's a smart idea to bring in your own agent to help you negotiate and stay protected in the transaction.

Agents Know the Local Area and Market

It's important to consider how the neighborhood and surrounding area may evolve before making your home purchase. Your agent is well-versed in the upcoming communities and developments that could influence your decision. One way a real estate agent can help is by reviewing the builder's site plan. For example, you'll want to know if there are any plans to construct a highway or add a drainage ditch behind your prospective backyard.

Knowledge of Construction Quality and Builder Reputation

An agent also has expertise in the construction quality and reputation of different builders. They can give you insights into each one's track record, customer satisfaction and construction practices. Armed with this information, you can choose a builder known for consistently delivering top-notch homes.

Assistance with Customization and Upgrades

The most obvious benefit of opting for new construction is the opportunity to customize your home. Your agent will guide you through that process and share advice on the upgrades that are most likely to add long-term value to your home. Their expertise helps make sure you focus your budget on areas that will give you the greatest return on your investment later.

Understanding Builder Negotiations and Contracts

When it comes to working with builders, having a skilled negotiator on your side can make all the difference. Builder contracts can be complex. Your agent can help you navigate these contracts to make sure you fully understand the terms and conditions. Plus, agents are skilled negotiators who can advocate for you, potentially securing better deals, upgrades, or incentives throughout the process. As Realtor.com says: "A good buyer's agent will be able to review any contracts before your sign on the dotted line, ensuring you aren't unwittingly agreeing to terms that only benefit the builder."



I Can Help With

NEW CONSTRUCTION

NOT IN A RUSH?

HAVE TIME TO WAIT FOR YOUR DREAM HOME TO BE
BUILT?

Take advantage of the new construction communities throughout the DFW Metroplex. There is a community for all needs and I can help you sort through which ones fit your criteria and which floor plan would suit your family. I can help you save THOUSANDS through incentives and upgrades! I work with ALL BUILDERS- simply let me know which community you'd like to explore and I will make sure to arrange showing appointments. Always tell the Sales Associate that you are working with me by giving them my name or business card. I will be by your side throughout the process.

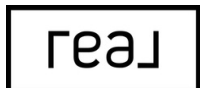


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Submitting the **PERFECT OFFER**

Choosing the home you like is an easy task. Knowing how to understand the current real estate market is easier when you have a knowledgeable REALTOR® by your side helping you understand

STATE, COUNTY & CITY Statistics:

- ~Days on Market
- ~Time to Close
- ~Median Price
- ~Sales Price to List Price Ratio

Your offer will consider:

- ~Location
- ~Neighborhood
- ~Seller's Timeframe
- ~Improvements
- ~Condition
- ~Market



Delivering

EARNEST MONEY

Earnest Money is:

- o Good Faith Money showing intention to buy the home
- o Deposited and held in escrow with the Title Company until closing
- o 1%-5% of the sale price
- o Delivered within 3 days after purchase agreement is signed
- o It is applied to downpayment or closing costs
- o Earnest Money can be returned if:
 - Home doesn't pass inspection
 - Home appraises below the sales price
 - Financing is not available
 - The home has title search issues
- o Earnest Money might not be returned if:
 - You fail to meet deadlines listed in the contract for inspections and appraisals
 - You have a change of heart

EXAMPLE 1 No weekends or holidays fall on the third day

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Contract effective date	Day 1	Day 2	Day 3 Earnest money must be delivered by end of the day.			

EXAMPLE 2 Weekend and legal holiday fall on third day

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			Contract effective date	Day 1	Day 2	Deadline for earnest money extended to next business day.
Deadline for earnest money extended to next business day.	Legal holiday Deadline for earnest money extended to next business day.	Day 3 Earnest money must be delivered by end of the day.				

EXAMPLE 3 Legal holidays and weekend days on Days 1 and 2 do not extend the deadline

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				Contract effective date	Day 1 Legal holiday Since this is not Day 3, this legal holiday still counts as Day 1	Day 2 Since this is not Day 3, this Saturday still counts as Day 2
Deadline for earnest money extended to next business day.	Day 3 Earnest money must be delivered by end of the day.					



Option Period & HOME INSURANCE

- **Option Money = Option Period**

- A fee you pay to the Seller (\$100-\$500) within 3 days after purchase agreement is signed and it begins the day after the purchase agreement is signed
 - You buy the unrestricted right to cancel the purchase agreement for whatever reason you decide for a certain amount of days
 - You are paying for a certain amount of days to:
 - Hire a professional home inspector to provide a report of the condition of the home
 - Obtain quotes from contractors for future remodels after closing
 - The buyer should research the following before buying:
 - Remodeling restrictions
 - Flood zones
 - Nearby development
 - Crime rates
 - Commute times
 - HOA fees
 - School district
- If the buyer decides to terminate the contract, they must give written notice by 5 p.m. on the last day of the agreed-upon option period
 - All repairs negotiations, renegotiations of sales price or seller concessions must be done and agreed upon during the Option Period
 - **During Option Period, you shop around for applicable Insurance policies**
 - Property Insurance
 - Flood Insurance
 - www.floodsmart.gov
 - Title Insurance
 - Lender's Title Policy
 - Owner's Title Policy

OPTION PERIOD

This is when we have the home inspected. Any major repairs will be addressed and we will renegotiate if needed.



Contingency #1: HOME INSPECTION

- A home inspection is highly recommended and typically costs \$400-\$500 depending on square footage of the house
- You may or may not hire these recommended certified and licensed home inspectors
- Inspections last about 3 hours and you should plan to attend the last 30 minutes to receive feedback from the inspector
- The Inspection Report should assess:
 - HVAC & Cooling Systems
 - Plumbing, Water & Sewage Systems
 - Electrical
 - Roof
 - Foundation
- There is an additional fee if you want them to inspect and search for wood-destroying insects and conducive areas

Contingency #2: APPRAISAL



An appraisal is not a home inspection

Costs between \$400-\$700

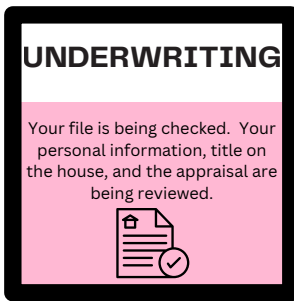
The lender will order the appraisal

Appraisals help determine:

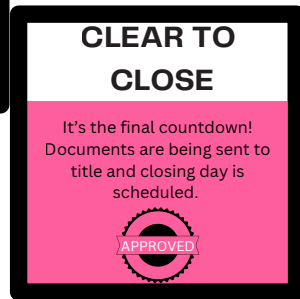
- property taxes
- the fair market value of a home

The appraiser will look at different factors such as:

- living conditions on the home
- home improvements
- nearby home values (comparables)



Contingency #3: FINANCING



From contract to closing, your financial picture should remain the same. Lenders recheck credit and employment shortly before closing. A loan commitment could be rescinded if there is a change.

Do

- Keep your current job
- Continue to pay down your debt
- Keep saving money
- Read over documents and sign promptly
- Submit required documents in a timely manner
- Communicate with your REALTOR® and loan officer

Don't

- Change jobs, become self-employed, or resign from your current job
- Purchase a new vehicle
- Buy new furniture with your credit card or max out your credit cards
- Fall behind on bill payments
- Close credit cards or bank accounts
- Apply for new credit cards
- Spend money you have set aside for downpayment and closing costs
- Make large money deposits or withdrawals from your accounts
- Change bank accounts
- Co-sign for a loan



Almost at the FINISH LINE!

Before you can close and celebrate that you got the keys to your HOME SWEET HOME, you will need to:

- **Schedule a final walk-through prior to close**
 - Ensure all necessary repairs were taken care of
 - Ensure that the home is in the same condition (or better) as when you submitted the offer
- **Review the closing statements**
- **Arrange to transfer downpayment and closing costs to Title Company**
 - Wire the money
 - Obtain a certified cashier's check
- **Meet to sign Closing Documents**

You will receive the keys once the transaction is closed and funded. That means that all closing documents have been signed and the funds have cleared up successfully.



Beyond CLOSING DAY

Don't forget to:

- Leave a Google Business Review for your REALTOR®
- Refer your REALTOR® to friends and family
- Invite your REALTOR® to your housewarming party
- Change mailing and billing address:
 - Subscriptions
 - Bank accounts
 - Health insurance
 - Employment
 - Doctors
- Setup utilities to new home
 - Electric
 - Water
 - Trash Removal
 - Gas
 - Cable
 - Internet
- Consider Services for your new home:
 - Landscaping
 - Pest Control
 - Security Monitoring
- Basic Maintenance:
 - Schedule an HVAC company to come and give you a tune-up
- New Door Locks or Rekey
- Reprogram any codes on the home
- Check that window latches are secured
- Familiarize yourself with your new neighborhood:
 - Restaurants
 - Grocery stores
 - Meet the neighbors
 - Local parks and trails
- Apply for Homestead Exemption

THANK YOU!

Please provide a review

The most rewarding gift for me is receiving reviews because it makes a huge impact in my business and helps me serve the real estate needs of more people like yourself.

I value your feedback and would be very grateful if you would scan the QR code below and consider leaving a review.

Thank you!



Scan Me

Let's Talk!

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Email Me:

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Sury.Romero.Realtor

