

ANTHONY SANCHEZ

CENTRAL TEXAS REALTOR

THE HOMEBUYING STARTER KIT

www.anthonxsanchez.com



Real



HOWDY, WELCOME

Buying a home in Texas can feel exciting, overwhelming, and fast-moving all at once — especially in major metro areas where inventory, pricing, and competition can shift quickly.

This guide is designed to help you understand the process from start to finish so you can buy with confidence, avoid costly mistakes, and make smart decisions for your future.

This guide walks you through:

- How to prepare financially
- What to expect during the home search
- How offers work in Texas
- Inspections, appraisal, and underwriting
- Closing day and what happens after



Anthony Sanchez

Real Estate Agent

-
- ☎ 254-268-3684
 - ✉ anthony@anthonxsanchez.com
 - 🌐 www.anthonxsanchez.com
 - 📍 Brokerage HQ
139899 Balentine Dr, Suite
200, Newark, California



WHY WORK WITH ANTHONY?

Buying a home is a big decision and you deserve more than someone who just unlocks doors. When you work with me, you're getting a hands-on advocate who helps you make smart decisions, avoid costly mistakes, and move through the process with confidence.

MY APPROACH

I believe real estate should feel informed, strategic, and human.

That means I take time to educate my clients, answer questions honestly, and create a plan that fits your life, not a one-size-fits-all process. Whether you're a first-time buyer, moving up, downsizing, or buying new construction, I'm here to help you make a confident move.

WHY CLIENTS CHOOSE ME

Local knowledge of Central Texas markets

Strong negotiation mindset

Experience navigating both resale and new construction

Professional guidance with a real, down-to-earth approach

A relationship-first business built on trust, communication, and results

MY GOAL

To help you buy the right home, on the right terms, with the right strategy.

WHY BUY A HOME IN TEXAS?

TEXAS CONTINUES TO ATTRACT BUYERS BECAUSE OF
ITS STRONG JOB MARKETS, DIVERSE CITIES, AND WIDE
RANGE OF HOUSING OPTIONS.

real

Benefits of buying in Texas

- No state income tax (important for many relocating buyers)
- Diverse markets: urban, suburban, rural, and fast-growing exurbs
- Strong employment hubs (tech, healthcare, energy, manufacturing, military, education)
- Wide variety of homes (condos, townhomes, resale, new construction, acreage, multi-family)
- Long-term wealth building through equity and appreciation (market dependent)

Major Metro Snapshot (Consumer-Friendly Overview)

Dallas-Fort Worth (DFW)

- Large, fast-moving market with many suburbs and price points, Strong job growth and relocation activity, Great for buyers wanting suburban master-planned communities, new construction, and commuter options

Austin Metro

- Strong tech and innovation presence, Competitive pockets remain, but opportunities vary widely by neighborhood/suburb, Buyers should evaluate commute patterns, future growth, and tax rates carefully

Houston Metro

- Massive market with broad inventory and many price points, Important to evaluate flood zones, drainage, and insurance costs, Great variety: urban homes, suburban communities, and new construction

San Antonio Metro

- Strong military, healthcare, and tourism economy, Often offers more affordability relative to some other major metros, Popular for first-time buyers, military families, and long-term homeowners

BUILD YOUR HOMEBUYING TEAM

A SUCCESSFUL PURCHASE STARTS WITH THE RIGHT
PROFESSIONALS.

real

1) Real Estate Agent (Buyer's Agent)

Your agent helps you:

- Understand the market, Build a strategy, Tour homes, Analyze value, Write and negotiate offers, Coordinate inspections, deadlines, and closing

2) Lender / Mortgage Broker

Your lender helps you:

- Get pre-approved, Understand loan options, Estimate payments and cash to close, Lock your rate (when appropriate), Complete underwriting

3) Title Company / Closing Officer

In Texas, title companies often handle:

- Title search, Escrow, Closing docs, Funds disbursement, Recording of the deed

4) Home Inspector (and Specialists)

General inspector + specialists as needed:

- Foundation, HVAC, Plumbing/sewer, Roof, Electrical, Structural engineer, pest/termite (WDI), Pool/spa



COMMON MISTAKES TEXAS BUYERS MAKE (AND HOW TO AVOID THEM)

Real

1) Shopping before pre-approval

You can fall in love with a home that doesn't fit your financing.

2) Focusing only on price, not payment

Taxes, insurance, HOA, and rate all matter.

3) Skipping inspections

This can become expensive very quickly.

4) Making large purchases before closing

That "new couch" can sabotage your loan approval.

5) Ignoring neighborhood/commute lifestyle

The house can be great but the daily routine can wear you down.

6) Underestimating cash needed

Closing costs + moving + repairs add up.

7) Using the listing agent for convenience without understanding representation

Know who represents whom and what that means for negotiations.



HOW TO GET PRE-APPROVED (AND WHY IT MATTERS)

Real

Pre-qualification vs. Pre-approval

- Pre-qualification: basic estimate (less verified)
- Pre-approval: stronger review based on documents/credit (more credible in negotiations)

What your lender may ask for

- ID / Social Security number
- Pay stubs
- W-2s / tax returns
- Bank statements
- Employment info
- Proof of additional income (if applicable)
- Business returns (self-employed)
- Gift fund documentation (if applicable)

Why pre-approval matters

- Helps you shop in the right price range
- Strengthens your offer
- Speeds up the process
- Reduces surprises later

BEFORE YOU START SHOPPING (THE PREP PHASE)

STEP 1: KNOW YOUR BUDGET (NOT JUST YOUR APPROVAL AMOUNT)

A LENDER MAY APPROVE YOU FOR MORE THAN YOU FEEL COMFORTABLE SPENDING.

Real

Consider your true monthly comfort level:

- Mortgage principal + interest, Property taxes (Texas taxes can be significant), Homeowners insurance, HOA dues (if any), Utilities, Maintenance/repairs, Future goals (travel, business, savings, kids, etc.)

Step 2: Review your credit and finances

Lenders look at:

- Credit score, Debt-to-income ratio (DTI), Income and job history, Assets/reserves, Payment history

Pro Tip:

Avoid making major financial changes before/during the transaction:

- **Don't** open new credit cards, finance furniture/cars, move large sums of money without documentation, quit/change jobs without talking to your lender first

Step 3: Save for upfront costs

Even if you qualify for low down payment options, there are other costs to plan for.

Common upfront costs

- Earnest money, Option fee (Texas-specific), Inspection(s), Appraisal (sometimes paid upfront), Down payment, Closing costs, Moving costs, Utility deposits, Immediate repairs/updates

MORTGAGE BASICS (LOAN TYPES BUYERS SHOULD KNOW)

COMMON LOAN TYPES IN TEXAS

**IMPORTANT: LOAN GUIDELINES AND PROGRAMS CHANGE.
BUYERS SHOULD ALWAYS CONFIRM CURRENT REQUIREMENTS
WITH A LICENSED LENDER.**

real

Conventional Loan

- Often good for buyers with stronger credit
- Flexible terms
- Can be used for primary, second homes, and investment (depending on program)

FHA Loan

- Popular with first-time buyers
- Lower down payment options
- More flexible credit guidelines in many cases
- Mortgage insurance applies

VA Loan (eligible veterans/service members)

- Often allows 0% down
- Competitive interest rates
- No monthly PMI (though a VA funding fee may apply unless exempt)

USDA Loan (eligible rural/suburban areas)

- 0% down in qualifying areas
- Income and area eligibility apply

Jumbo Loan

- For higher-priced homes above conforming loan limits
- Usually stricter underwriting requirements

UNDERSTANDING TEXAS-SPECIFIC BUYER TERMS

TEXAS REAL ESTATE HAS SOME TERMS BUYERS MAY NOT HEAR
IN OTHER STATES.

real

Earnest Money

A good-faith deposit submitted after the contract is executed (typically to the title company). This shows the seller you're serious.

Option Fee (Texas)

A fee paid to the seller for an option period — a negotiated window of time where the buyer can terminate for any reason and keep earnest money protected (subject to contract terms).

Option Period

This is your due diligence window to:

- Complete inspections
- Review disclosures
- Get repair estimates
- Decide whether to move forward, renegotiate, or terminate

Seller's Disclosure

A document where the seller discloses known condition issues (required in many situations, with exceptions).

Survey

A drawing showing property boundaries, easements, improvements, etc.

A prior survey may sometimes be reused (with a T-47 affidavit), depending on transaction specifics and title/lender requirements.

Title Commitment

A preliminary report showing ownership, legal description, and title exceptions that may affect the property.



DEFINING WHAT YOU WANT (MUST-HAVES VS NICE- TO-HAVES)

BEFORE TOURING HOMES, GET CLEAR ON PRIORITIES.

real

Must-Haves (examples)

- Price range / monthly payment target
- bedrooms / bathrooms
- Commute time
- School preferences (if applicable)
- Yard size
- Accessibility needs
- Specific area/neighborhood
- Single-story vs multi-story

Nice-to-Haves (examples)

- Updated kitchen
- Pool
- Office/flex room
- Large garage
- Covered patio
- No HOA
- New construction
- Corner lot

Questions to ask yourself

- How long do I plan to stay in this home?
- Am I okay with cosmetic updates?
- Do I want move-in ready or a value-add opportunity?
- How important is future resale potential?



RESALE VS NEW CONSTRUCTION IN TEXAS

Real

Resale Home (Existing Home)

Pros

- Established neighborhoods
- Mature trees / larger lots (sometimes)
- More pricing variety
- Potentially faster move-in

Things to watch

- Age of roof/HVAC/water heater
- Foundation movement (Texas soils matter)
- Deferred maintenance
- Older plumbing/electrical systems
- Insurance costs based on age/condition

New Construction

Pros

- Modern layouts and finishes
- Builder warranties
- Energy-efficient features
- Incentives may be available (closing costs, rate buydowns, etc.)

Things to watch

- Builder contracts are often builder-favorable
- Upgrade costs can add up fast
- Estimated completion dates can shift
- Not all builders/incentives are equal
- You still need your own representation and inspections

Important: The builder's sales rep works for the builder. Buyers should consider having independent representation from day one.



SEARCHING FOR HOMES (SMARTLY)

Real

How to search effectively

- Stay inside your true budget
- Use saved searches and alerts
- Be realistic about tradeoffs
- Tour quickly in active markets
- Review comparable sales with your agent before offering

What to evaluate during showings

- Floor plan/functionality
- Condition and maintenance
- Signs of water intrusion
- Foundation cracks/doors sticking (not always a deal killer, but worth noting)
- Roof age/condition (visible signs)
- Neighborhood feel/traffic/noise
- HOA restrictions (parking, rentals, etc.)
- Future resale appeal

Red flags to slow down and investigate

- Strong odors/masking scents
- Fresh paint only in one area (possible cover-up)
- Visible slope or large cracks
- Water stains on ceilings/walls
- Unpermitted additions/garage conversions
- Missing seller disclosures

MAKING AN OFFER IN TEXAS

A STRONG OFFER IS MORE THAN JUST PRICE.

real

What an offer may include

- Purchase price
- Financing type
- Down payment amount
- Earnest money
- Option fee + option period length
- Closing date
- Title company
- Items to convey (appliances, etc.)
- Seller concessions (closing costs / rate buy-down)
- Repair requests (often negotiated after inspections)
- Addenda (HOA, financing, appraisal, etc.)

What makes an offer stronger (depending on the situation)

- Strong pre-approval
- Clean terms
- Reasonable option period
- Flexible closing timeline
- Higher earnest money (case-by-case)
- Fewer unnecessary contingencies
- Clear communication and professional presentation by your agent

UNDER CONTRACT NOW WHAT?

Real

Once both parties sign, the clock starts ticking.

Typical contract-to-close milestones (high level)

- Deposit earnest money / option fee
- Schedule inspections
- Review disclosures & documents
- Negotiate repairs / concessions if needed
- Appraisal ordered
- Loan underwriting
- Title work / survey review
- Final loan approval (clear to close)
- Final walk-through
- Closing + funding



INSPECTIONS

(DO NOT SKIP THIS)

EVEN NEW HOMES SHOULD BE INSPECTED.

Real

Inspections help identify:

- Safety issues
- Major system concerns
- Deferred maintenance
- Potential future expenses
- Negotiation opportunities

Common inspections buyers may consider

- General home inspection
- Termite/WDI
- Sewer scope (older homes especially)
- Structural/foundation
- HVAC specialist
- Roof inspection
- Pool inspection
- Irrigation inspection

After the inspection: your options

Depending on findings and contract timelines, you may:

- Move forward as-is
- Ask for repairs
- Ask for a credit/concession
- Renegotiate price
- Terminate during the option period (per contract terms)

APPRAISAL (AND WHAT HAPPENS IF IT COMES IN LOW)

THE LENDER TYPICALLY REQUIRES AN APPRAISAL TO
DETERMINE MARKET VALUE FOR LENDING PURPOSES.

Real

If appraisal comes in at value

Great — move forward.

If appraisal comes in low

Possible options:

- Buyer pays the difference in cash
- Seller lowers the price
- Buyer and seller meet in the middle
- Re-negotiate concessions/terms
- Challenge appraisal (with support, if appropriate)
- Terminate (depending on contract terms and addenda)

UNDERWRITING (THE PART THAT FEELS QUIET... UNTIL IT DOESN'T)

UNDERWRITING IS WHERE THE LENDER VERIFIES
EVERYTHING AND ISSUES FINAL APPROVAL CONDITIONS.

Real

Common underwriting requests (even late in the process)

- Updated pay stubs/bank statements
- Letter of explanation
- Proof of earnest money
- Gift fund documentation
- Verification of employment
-

Best practices during underwriting

- Respond quickly to lender requests
- Don't make big purchases
- Don't open new accounts
- Don't move money around without documenting it
- Keep your agent and lender in sync



CLOSING COSTS, TAXES, AND PAYMENT BREAKDOWN

YOUR LENDER WILL PROVIDE ESTIMATES, BUT FINAL
NUMBERS CAN CHANGE BEFORE CLOSING.

real

What may be included in your monthly payment (PITI)

- Principal
- Interest
- Taxes
- Insurance

Plus possibly:

- HOA dues
- PMI/MIP
- Flood insurance

Texas property taxes (important!)

Texas has no state income tax, but property taxes can be a major part of your monthly payment depending on:

- County/city tax rates
- School district taxes
- MUD/PID/PUD taxes (area dependent)
- Homestead status (if primary residence)

Closing costs may include

- Lender fees
- Title fees
- Escrow/title insurance fees
- Recording fees
- Prepaid taxes/insurance
- Appraisal
- Survey (if needed)



HOMESTEAD EXEMPTION (TEXAS HOMEOWNERS)

IF THE HOME WILL BE YOUR PRIMARY RESIDENCE, YOU MAY QUALIFY FOR A TEXAS HOMESTEAD EXEMPTION, WHICH CAN REDUCE TAXABLE VALUE AND OFFER CERTAIN PROTECTIONS.

real

Why it matters

- Potential tax savings
- Helps stabilize long-term ownership costs
- Important administrative step after closing

Buyers should verify eligibility, deadlines, and filing procedures with their county appraisal district.

INSURANCE, FLOOD ZONES, AND REGIONAL RISKS (TEXAS MATTERS)

TEXAS IS A BIG STATE WITH VERY DIFFERENT RISKS
DEPENDING ON LOCATION.

real

What buyers should evaluate by region

- Flood risk (especially parts of Houston and coastal-influenced areas)
- Hail/windstorm exposure
- Foundation movement due to expansive soils
- Freeze preparedness (plumbing protection)
- HOA insurance requirements (for condos/townhomes)

Ask before you buy

- Is the home in a flood zone?
- Has it ever flooded? (check disclosures and do due diligence)
- What are current insurance quotes?
- Are there prior claims?
- Is flood insurance required by lender?



FINAL WALK- THROUGH

USUALLY COMPLETED SHORTLY BEFORE CLOSING.

Real

What to verify

- Agreed repairs completed (if applicable)
- Home condition is substantially the same
- No new damage
- Appliances/items included are still there
- Seller has moved out (unless leaseback)
- Utilities functioning (when possible)



CLOSING DAY (WHAT TO EXPECT)

real

Bring to closing

- Government-issued ID
- Certified funds / wire instructions (follow title company instructions carefully)
- Proof of homeowner's insurance (if required by lender)
- Any final documents requested by lender/title

Wire fraud warning (very important)

Always confirm wiring instructions directly with the title company using a verified phone number.

Do not rely only on emailed instructions.

What happens after signing?

Depending on funding timing:

- Documents are signed
- Funds are received/approved
- Transaction funds
- Deed records
- Keys are released (per agreement)



AFTER CLOSING
(YOUR FIRST 30-90
DAYS)

real

Immediate to-dos

- Save your closing documents in a secure folder
- Change locks / codes
- Set up utilities and internet
- File homestead exemption (if primary residence)
- Update mailing address
- Create a home maintenance calendar

Smart homeowner habits

- Build an emergency repair fund
- Service HVAC regularly
- Monitor foundation drainage
- Keep records of upgrades/repairs (great for resale)



FIRST-TIME BUYER FAQ

real

How much money do I need to buy a house?

It depends on the loan type, price point, and whether you negotiate seller/builder concessions. Some buyers put down very little; others choose to put more down.

Should I buy now or wait?

That depends on your finances, stability, goals, and the local market — not just headlines. The “right time” is when you are financially and personally ready.

Is new construction always easier?

Not always. It can be smoother in some ways, but builder contracts, timelines, and upgrade costs still require strategy.

Can I ask the seller to pay closing costs?

Yes — in many situations this is negotiable (subject to market conditions and loan limits).

How long does it take to buy a home?

It varies. A typical financed transaction may take several weeks from contract to closing, but preparation can take longer depending on your goals.



BUYER READINESS CHECKLIST

I know my comfortable monthly payment range

I've spoken with a lender / started pre-approval

I understand estimated cash-to-close needs

I've identified my must-haves vs nice-to-haves

I've chosen my preferred areas / commute range

I'm ready to move quickly if the right home appears

I understand inspections, appraisal, and underwriting

I have a trusted agent to guide me through the process

Real



FAQs

WE'VE GOT ANSWERS
COMMON QUESTIONS FROM REAL BUYERS





HOW LONG DOES
CLOSING TAKE?

WHAT'S INCLUDED IN
CLOSING COSTS?

CAN I BUY WITH A LOW
DOWN PAYMENT?

WHAT IF THE APPRAISAL IS
LOWER THAN THE OFFER?

Don't worry, we walk you through all of this in plain English, with honest guidance and expert support.



CLIENT TESTIMONIALS

FOUND ON GOOGLE, ZILLOW, & FACEBOOK



Terese P

The idea of buying a home was honestly pretty intimidating at first, but Anthony made the whole process feel way more manageable. He broke everything down clearly, walked me through each step, and made sure I actually understood what was going on. No pressure, no confusion just solid guidance the whole way through. A year later, I'm still so happy with my place and what really stands out is that he's checked in a few times since the sale, just to see how things are going. That kind of follow-up is rare and really appreciated. If you're thinking about buying or selling and want someone who's knowledgeable, straightforward, and genuinely looks out for you, I highly recommend Anthony!

Natalie H

We had the pleasure of working with Anthony during our house buying process and he was nothing short of amazing from start to finish. He was incredibly attentive and always had our best interest at heart. The communication between him and his team and us was excellent making everything run smoothly. Anthony went above and beyond to help us get everything in order, ensuring we were well prepared every step of the way. As first time buyers who had many questions and didn't know anything about the whole process or even where to begin, we couldn't have asked for a better experience. We highly recommend him to anyone, especially those buying for the first time!



Maria B

If your looking to by a home, go with Anthony. You will not regret it! Me and my husband met him bc we were interested in one of his homes for rent and he just asked us to "why not buy a home?" Me and my husband told him that we couldn't. He then took us to a property out in temple and sat us down and just showed us some numbers of what owning a home would look like financially. Me and my husband couldn't believe it. Anthony did not rush us at all on the thinking process. Me and my husband decided to do it and Anthony made the whole process so easy. Anthony is very kind, honest, funny, very patient, and just a great human over all. Me and my husband stand me beside Anthony 100%. You ever want to dip your toe in the water, Anthony is your man!!!



Daisy O

We couldn't have asked for a better realtor and friend to help us find our forever home! From the very beginning, Anthony was dedicated, patient, and truly listened to what we wanted in a home. He went above and beyond, guiding us through every step of the process with professionalism and care, making it a smooth and enjoyable experience. His attention to detail helped us find the perfect place, and we couldn't be happier. Thank you, Anthony, for not only being our realtor but for being a wonderful friend throughout this journey. We are beyond grateful for your expertise and support in helping us find a home where we can create lifelong memories!



NEXT STEPS

Ready to start your homebuying journey?

Let's build a plan that fits your timeline, budget, and goals.

Book a Buyer Consultation: <https://calendly.com/austinrealtoranthony/buyers-consultation>

Call/Text: 254-268-3684

Email: anthony@anthonxsanchez.com

Website: www.anthonxsanchez.com

What we'll cover in your consultation:

- Budget + financing game plan
- Ideal areas and neighborhoods
- Timeline
- Loan options / referrals
- Strategy for today's market
- Action plan (now, 3 months, or 12+ months)

Real