

Buyer's Guide

COMPLETE GUIDE FOR THE HOME BUYING PROCESS



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SCAN CODE TO START
LOOKING AT HOMES!

RHYNES REAL ESTATE

Nice to meet you!



TAKESHIA RHYNES
Real Estate Broker

My name is Takeshia Rhynes and I am honored to be working with you! Buying a home is one of the biggest decisions you will make. It is essential to have an experienced agent in your corner always looking out for your best interests. A buyer agent's responsibility is to represent the buyer and to ensure that their interests are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to their 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.

I'm going to be here with you every step of the way to make sure that you are comfortable, taken care of, and that your home buying experience is as easy and fun as it can be.

**FOLLOW ME ON SOCIAL MEDIA FOR REAL ESTATE UPDATES, MONDAY
MOTIVATION AND THINGS GOING ON IN THE COMMUNITY**



Let's Connect

Customer TESTIMONIALS

The transaction process can be lengthy and complicated and you need the right agent walking you through the process. You need an ASSERTIVE, AGGRESSIVE, and KNOWLEDGEABLE agent that will protect YOUR best interest! You need someone who is assertive in their negotiating skills to get you the best possible outcome.



SEE BELOW WHAT MY PAST CLIENTS SAY ABOUT THEIR EXPERIENCE WORKING WITH ME:

Christine

"Takeshia is one of the hardest workers I know! She never gave up and ensured I got the best deal for my home. I would recommend her to anyone."

Patti

"Takeshia is amazing. She helped us not only find our forever home, she also walked us through every moment of the home buying experience. We cannot praise her dedication and commitment to her clients enough! "

7 STEPS

FROM CONTRACT TO CLOSED IN 30 DAYS

01

CONSULTATION

Meet with your Real Estate Agent. Ask any questions.

02

PRE-QUALIFIED

If you need financing get pre-approved by a lender or bank.

03

HOME SEARCH

Your agent will narrow down options for your review.

04

MAKE AN OFFER

Negotiate the offer and get it accepted!
Contingent on home inspection.

05

INSPECTION

Discuss results. Decide if any repairs are needed and if you want to move forward

06

APPRAISAL & TITLE SEARCH

The bank or lender orders the appraisal. Title search and financing is set.

07

CLOSING DAY

Final walkthrough. Sign papers and pop the bubbly!
Congratulations your a Homeowner!



Financing TIPS



GET YOUR CREDIT IN CHECK

Make sure you're financially prepared for homeownership. Do you have a lot of debt? Plenty saved for a down payment? What about closing costs? Additionally, know that lenders look closely at your credit score when determining your eligibility for a mortgage loan. Check your credit score and do anything you can to improve it, such as lowering outstanding debt, disputing any errors and holding off on applying for any other loans or credit cards.



FIND THE RIGHT LENDER

Just like you want to get the best home to suit your needs, you'll want to find a lender that best suits you. We suggest you use a broker to find a lender, talk to your agent—we are here to help, ask friends and family for referrals, compare at least three lenders.



BE PREPARED

A lender will need information from you in order to get you pre-approved and through the home buying process. Here are a few things to have ready for them:

W-2 forms from the past 2 years

Pay stubs from the past 30 days

Federal tax returns from the past 2 years

Proof of other sources of income

Recent bank statements

Details on debts like car or student loans

ID and social security number

ALWAYS CHECK WITH YOUR LENDER BEFORE DOING ANY OF THE FOLLOWING PRIOR TO CLOSING ON YOUR HOME:

MAKING A BIG PURCHASE:

Avoid making major purchases, like buying a new car or furniture, until after you close on the home. Big purchases can change your debt-to-income ratio that the lender used to approve your home loan and could throw the approval into jeopardy.

OPENING NEW CREDIT:

Do not open any new credit cards or get a loan without speaking to your lender first.

MISSING ANY PAYMENTS:

Pay your bills on time to keep your credit score from dropping.

CASHING OUT:

Avoid any transfers of large sums of money between your bank accounts or making any undocumented deposits. - Both of which can send “red flags” to your lender.

KEEP THE SAME JOB:

Be kind to your boss and keep your job. Don't begin looking for new work right now, unless it's a second job to make more money.



START Home Shopping



**START TOURING HOMES
IN YOUR PRICE RANGE**

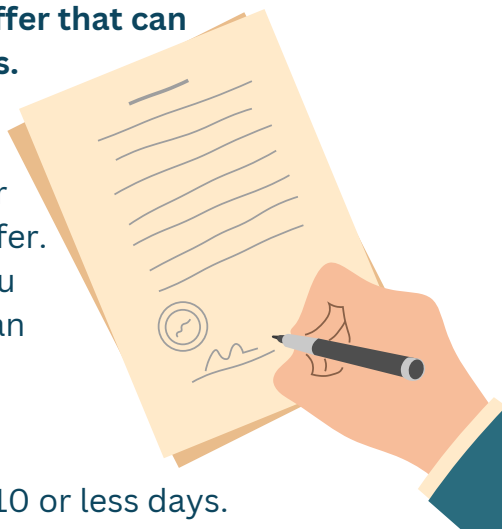
Take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or video to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based off of recent sales and current buyer activity in the area, as well as the value of the property in it's current condition. Negotiations may take place after the offer is presented.

SUBMITTING AN OFFER

There are some components to an offer that can make 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 an impression on the seller.



SHORTER INSPECTION PERIOD

Shortening the inspection period to 10 or less days.

OFFER TO CLOSE QUICKLY

Sellers prefer to close within 30 days or fewer.

WRITE A LETTER TO THE SELLER

You can make your offer stand out by writing a personal letter to the sellers, explaining why you fell in love with the home.

WHAT HAPPENS NEXT?

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 the seller decides to COUNTER OFFER 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 ACCEPTED!

Congrats! You will sign the purchase agreement and now you are officially under contract! This period of time is called the contingency / inspection period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.

ORDER AN Inspection



During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be cognizant of not being too nit-picky on small items, while being very careful of potentially significant issues.

FINAL OFFER NEGOTIATED

Issues can arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

Think “big picture” and don’t sweat the small stuff. Tile that needs some caulking, or a leaky faucet can easily be fixed. However, repairs are still up for negotiation and perhaps the seller will give a credit or take care of the repairs before closing.

Appraisal

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 let’s all parties involved know that the price is fair.

PROPERTY TITLE SEARCH

This ensures that the seller truly owns the property, and that all existing liens, loans or judgements 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.

Closing Day

CLOSING DISCLOSURE

Lenders are required to provide you with a Closing Disclosure, at least 3 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 to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the Lender Loan Estimate and the Closing Disclosure, we must notify your lender and title company immediately.

FINAL WALK THROUGH

We will do a final walk through of the home within 24 hours of closing to check property's condition. The final inspection takes about 30 mins. We will make sure any repair work that the seller agreed to make has been done.

CLOSING TABLE

Bring your valid, government issued ID

Who will be there:

- Your agent
- The seller
- The seller's agent
- A title company representative

CLOSING COSTS

Both the Buyer and Seller will incur various fees over the course of the sale. For the buyer, these fees typically include: Mortgage Application fees, Underwriting fees, Title Search Insurance, Appraisal fees, Homeowner's Insurance, Escrow fees, Notary fees, Home Owner's Association or Condo fees, if applicable.

RECEIVE YOUR KEYS

Congratulations! Time to throw a party and get to know your new neighbors.

