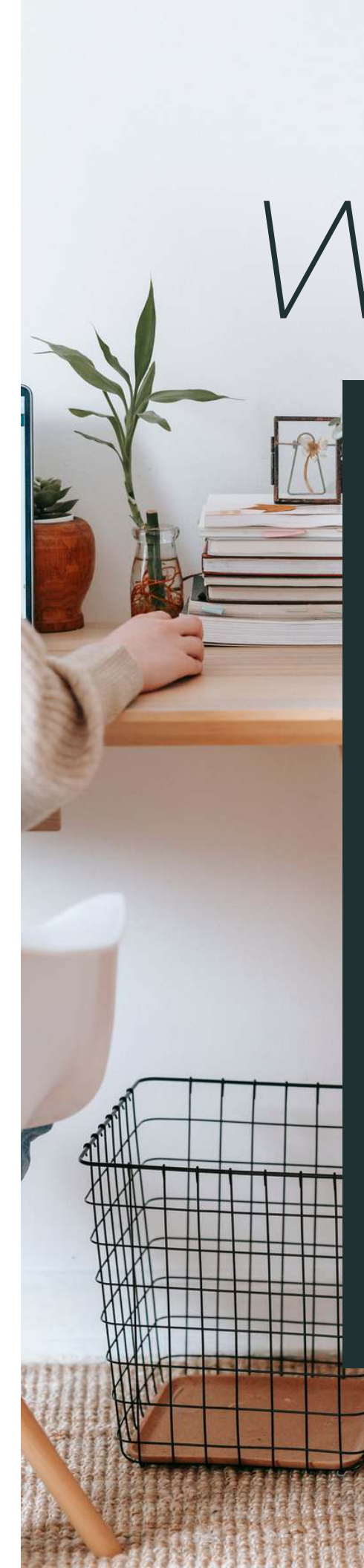




THE HOME BUYER'S CHECKLIST

BV

BRANDON&VANESSA

A vertical photograph on the left side of the page shows a person's hand resting on a light-colored wooden desk. On the desk, there is a small potted plant in a glass vase, a stack of books, and a small framed picture. Below the desk, a black wire basket sits on a light-colored rug. The background is a plain white wall.

Welcome

Whether this is your first home purchase or your tenth, there are many moving parts when it comes to buying a new house. You should feel in control and confident throughout this process.

We've compiled this checklist for you so nothing gets missed! (Although, if you follow Step 1 correctly, you should have all the guidance you need!)

Here are the pillars:

- Building a Foundation
- The Financials
- Finding Your New Home
- Insuring Your Home
- The Home Stretch

BUILDING A FOUNDATION

STEP 1

Find a Realtor

- Interview a few agents and see if their personality matches your needs/wants. Make sure to communicate what is important to you.
- Qualifications your agent should have:
 - Local market knowledge
 - Good reviews or testimonials
 - Financial Knowledge - they can walk you through the numbers!
 - Works full time in the industry
 - Great time management and communication skills (ie. did they show up on time & prepared?
Do they communicate with you in a way that you understand and feel comfortable with?)
- Network connections. Effective real estate agents rely on their relationships. Do they have a team? Do they work with other agents regularly?
- They should ask about your housing goals and future vision
- Have the “what’s important about buying a home to you” conversation



STEP 2

Know Your Financials

- Maintain great credit
- Pay off as much debt as you can before proceeding (can also consult lender)
- Your lender will be pulling your credit in the future as a part of the pre-approval process so don't worry about that just yet
- Compile and save any important financial documents, including:
 - 2 months worth of pay stubs & bank statements
 - 2 years of tax returns & W-2's or 1099's

If you are concerned about debt or credit, your chosen Real Estate Agent should have a trusted credit repair advisor who can help you make a detailed plan.

STEP 3

Find a Lender

Connect with a lender your Realtor recommends to you. They will most likely have a proven track record of success. You may want to compare different lenders to understand the benefits and advantages of working with each. Something as simple as a lower interest rate or term can save you thousands of dollars over the life of the loan.

Make sure to tell EACH LENDER not to pull your credit until you're fully committed to working with one.

If your credit isn't where you want it to be, work on creating a plan with your chosen lender.



FINANCIALS

STEP 4

Establish a Budget

- Determine your downpayment amount and start the process of obtaining it so that the money is accessible and not tied up elsewhere.
- Saving up 20% of a home's purchase price as a down payment is often suggested. If saving 20% isn't feasible, work with your lender to create the best plan for your needs.
- If you own a house and are purchasing you may be using your proceeds from your house as a downpayment. In this case, your Realtor will help you create the right plan.
- Remember that just because you're approved for a certain amount that doesn't mean you have to spend that amount. Work with your lender and Realtor to establish a price point and monthly payment that will be comfortable.

Don't forget to factor in expenses like new furniture and moving costs.



STEP 5

Get Pre-Approved for a Mortgage

- Ask the lender if you qualify for any special loans, such as VA or FHA.
- Get Pre-Approved. This gives you, your Realtor, and the lender an estimate of how much you can afford based on your credit score and financial documents.
- Work with your lender and real estate agent to determine if your file should be underwritten before submitting any offers. This will help to avoid any potential disappointments or delays during your purchase.

We promise this is the end of the boring part. Now let's have some fun!



FINDING YOUR NEW HOME

STEP 6

Start Your Search

- Discuss your home buying wish list with your Realtor. Make sure to include:
 - **Must haves**
 - Bed/Bath number, garage, two-story, etc.
 - **Nice to haves**
 - Pool, smart home capabilities, etc.
 - **Things to Avoid**
 - busy streets, downstairs primary bedroom, etc.
- Send your pre-approval and connect your Lender with your Realtor.
- Determine different areas you might want to live in.
- Have all decision-makers involved in the process.



When looking at NEW Home Communities make sure to take your Realtor. They will negotiate on your behalf often saving you lots of money!



STEP 7

Find a Home

- Keep your "Must Haves" Checklist in mind.
- Keep a journal or guide of the different houses you're interested in.
- Take plenty of pictures to look back at.
- Stay within your price range!
- Bring a snack and shoes that are easy to slip on and off
- Provide your Realtor with ANY feedback regarding the properties that you view. Both positive and negative feedback can be very helpful for a Realtor to find exactly what you want.

**Get the family
involved!
The kids will be more
excited if they are a
part of the process.
Bring them along
when looking at
houses!**

STEP 8

Make an Offer

- Work with your Realtor to establish a strategy to craft your best offer to have the best chance of it getting accepted.

Pro Tip: you can compete both on price and terms of the offer
An example of terms could be a shorter escrow period or a rentback option for the seller.

- Sign the offer and any additional documents!
- Your Realtor will have checked with the listing agent to gain any additional information that will benefit your offer.
- Make sure to discuss the buyer agent commission. The law recently changed and your agent will need to know of these changes.



INSURE YOUR HOME

STEP 9

Do Your Due Diligence

- Find a reputable and thorough home inspector, your Realtor should have their go-to suggestion.
- A good home inspector will help ensure you don't end up in a "money pit." For example, a property with lots of electrical, plumbing, or foundation issues.
- An inspector will also report any issues found with the home that will allow you to ask for repairs during negotiations.
- If work needs to be done on the property, strategize with your Realtor to submit a request for repairs or offer adjustment.
- Review disclosures and paperwork with your Realtor.
- If you will be making any additions or construction to the property, such as adding a pool or a guest house, check with the city building department to ensure zoning allows for those upgrades.

- Review the title report to ensure that there are no unknown easements or liens on the property. Contact the Realtor or escrow officer with any questions.

STEP 10

Arrange for Homeowner's Insurance

Search for a homeowner's insurance policy with great coverage at a reasonable cost. Ask your Realtor or lender for suggestions if necessary. Some lenders require a year's worth of homeowner's insurance up front before approving a mortgage.



THE HOME STRETCH

STEP 11

Finalizing Financing

- The lender will order an appraisal on the home to verify that the market value supports the purchase price and meets current health and safety standards.
- Double check that your interest rates and mortgage payments are what you agreed upon.



STEP 12

Final Walkthrough

- Go through the house with your Realtor to double check everything you agreed upon in your offer is present.
- Ensure that any repairs that were agreed upon in the transaction were completed.
- If repairs are difficult to visually inspect, call back your home inspector or a specialist to ensure the repairs were completed correctly.
- Turn on all lights and appliances to make sure that they still are in good working order.
- This is a great time to measure areas for new furniture.

STEP 13

Closing Escrow

- Confirm your signing appointment with your escrow officer and Notary.
- Bring everything you might need to the signing:
 - Form of identification
 - Any additional payment you may need
- Confirm the wiring amount from escrow. Then head to your bank to wire the funds.

STEP 14

Get Your Keys!

- Pack a “move-in” kit with the essentials for that first day while you unpack (ie. toilet paper, snacks, cleaning supplies)
- Await the call from your Realtor to deliver the news that you are the new owners!
- Arrange to get the keys to your new home
- Celebrate! You now own your new home!



Have Any Questions?

Our House2Home Blueprint was created to make the process of selling a house and buying a home as fun and exciting as possible. We are passionate about delivering guidance to your family from start to finish.

Let us know how we can help you find your dream home!

Brandon & Vanessa



Brandon & Vanessa Leon, Realtors
916-761-8705 B@BrandonAndVanessa.com
DRE Lic. 01874260 DRE Lic. 02173124
www.brandonandvanessa.com

