

Buying a Dream *home*



VirisDreamHomes.com



hello

Viridiana Rosales

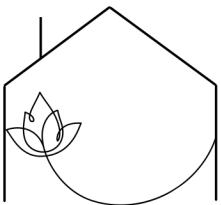
REAL ESTATE AGENT

I appreciate the opportunity to accompany you on your home-buying journey. My dedication lies in not just meeting, but surpassing your real estate expectations! This guide has been meticulously designed for your benefit, aiming to be an indispensable tool throughout your relocation. Recognizing that each buyer's journey is distinct, I am ready to tailor our services to fit your specific desires and requirements. Ensuring your total satisfaction from beginning to end is my ultimate goal.

viridianamendoza@monumentstar.com

(214)326-7805

VirisDreamHomes.com



Steps To Closing

- 01 FINDING THE PERFECT AGENT FOR YOU
- 02 PREPARE FINANCES
- 03 GET PRE-APPROVED
- 04 START SHOPPING FOR YOUR DREAM HOME
- 05 MAKE AN OFFER
- 06 ORDER AN INSPECTION
- 07 NEGOTIATE FINAL OFFER
- 08 ORDER APPRAISAL
- 09 SCHEDULE THE MOVE
- 10 CLOSING DAY



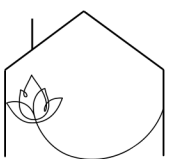
01 Finding the Right *agent* For You



Buying a home is a huge milestone—it's likely one of the biggest purchases you'll ever make! That's why it's super important to have a knowledgeable agent by your side, someone who's always got your back. Think of a buyer agent like your home-buying best friend, whose main job is to make sure your interests are front and center, safe and sound. Just like the seller has their own agent working hard to get them the best deal, you deserve someone who's all in for you, ensuring you're looked after every step of the way. Having that kind of support when you're buying a home? Absolutely invaluable!

interviewing agents

1. How long have you been a real estate agent?
2. Can you provide references from past buyers you've worked with?
3. How much are your fees?
4. How do you communicate with your clients?
5. What are your hours?
6. Can you explain the home-buying process from start to finish?
7. How do you determine the right offer price?
8. Can you help connect me with other professionals like mortgage brokers, home inspectors, etc.?



my commitment to you

01

Opening Doors for You

I'll tailor the search to your needs and preferences to make sure you're the first foot in the door of your potential new home. I review numerous homes each week, allowing me to identify any issues from the get-go.

02

Navigating the Tough Talks

When it's time to talk numbers or repairs, you can count on me to lead the conversation with your interests at heart, ensuring we address any concerns with the sellers.

03

Mastering the Paper Trail

When it's time to talk numbers or repairs, you can count on me to lead the conversation with your interests at heart, ensuring we address any concerns with the sellers.

04

Championing Your Interests

With up-to-date insights on the local market, I'm well-prepared to craft an offer that truly stands out, reflecting the real value of your chosen home

05

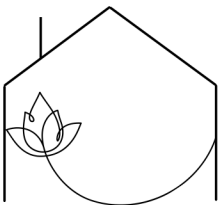
Your Neighborhood Connoisseur

My daily interactions with inspectors and contractors, along with my negotiation skills, equip me with the insights needed to secure the best outcomes for you.

06

Your Go-To Problem Tackler

I'm dedicated to resolving any issues that come up, ensuring a smooth and enjoyable home-buying experience



VirisDreamHomes.com

02 Prepare *finances*

Mortgage experts generally suggest that it's wise to aim for a home priced no more than three to five times your yearly household income. Unless you're paying in full with cash, securing a mortgage pre-approval is a crucial step. This is where your lender comes in, collaborating with you to find a loan that suits your financial landscape. Different buyers have different priorities; some prefer to minimize their monthly mortgage payments, while others want to reduce the upfront cash required at closing. Your lender will tailor the mortgage options to align with what's most important to you.



Set Aside Funds for Your Home Purchase Essentials

Achieving the goal of homeownership means setting aside enough cash for several key expenses. These include your down payment, earnest money to demonstrate your commitment, closing costs, and the fee for a home inspection.

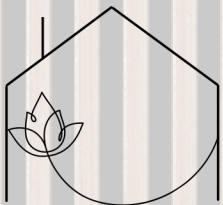
1. A down payment is usually in the range of 3.5% to 20% of your home's purchase price.
2. Earnest money, or a good faith deposit, is your way to show sellers you're serious about buying.
3. Closing costs typically amount to 2% to 5% of your mortgage.
4. A home inspection, which is crucial in assessing the condition of your potential new home, will generally cost between \$300 and \$500.

03 get pre-approved

Armed with your credit score and financial paperwork, you're set to explore your mortgage options. It's a good idea to check if you're eligible for any special loans, like those offered by the Veterans Affairs (VA), or unique homebuyer financing programs at the state or federal level.

Securing a mortgage pre-approval letter is a smart move – it strengthens your position as a buyer in the market.

Remember, there's a difference between pre-qualification and pre-approval: pre-approval means a lender has actually committed to giving you a loan for a certain amount based on a thorough evaluation of your financial details, like income, bank statements, assets, debts, and credit history.

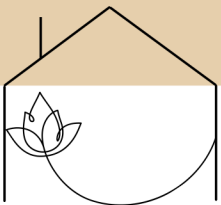


dream home

checklist

Kick things off by putting together a list of everything you want in your ideal home. Take a moment to really picture your life in each potential neighborhood. Search for homes that fit your budget in the areas you love. Take advantage of open houses and let one of our team members arrange exclusive tours just for you.

After you've detailed your essential home features, remember to consider the neighborhood's vibe, the quality of local schools, how long it'll take to travel to your job, and the accessibility of nearby shops. It's also important to weigh your safety priorities and the area's potential for home value growth.



make an *offer*

Armed with your credit score and financial paperwork, you're set to explore your mortgage options. It's a good idea to check if you're eligible for any special loans, like those offered by the Veterans Affairs (VA), or unique homebuyer financing programs at the state or federal level. Securing a mortgage pre-approval letter is a smart move – it strengthens your position as a buyer in the market. Remember, there's a difference between pre-qualification and pre-approval: pre-approval means a lender has actually committed to giving you a loan for a certain amount based on a thorough evaluation of your financial details, like income, bank statements, assets, debts, and credit history.

Here Are 6 Strategies To Getting Your Offer Accepted!

01

A STRATEGIC STARTING BID

In a seller's market, a strong first offer is crucial. We'll use a Comparative Market Analysis (CMA) to gauge the property's market value and craft a competitive bid..

02

EARNEST MONEY

Boost your earnest money deposit to show you're serious –double the standard or requested amount. Be mindful to stick to the agreement; withdrawing without a justified reason means losing that deposit.

03

A WIN-WIN CLOSING SCHEDULE

Show flexibility with the sellers' closing schedule. Let's inquire about their preferred closing date, crafting an offer that feels like a victory for them.

04

CONNECT WITH THE SELLER

Share with the seller what makes their home special to you, whether it's the location, schools, or the dream kitchen.

Creating an emotional connection can make your offer more memorable among the rest.

05

STREAMLINING OFFERS

Contingencies can prolong negotiations. While they protect buyers, they may frustrate sellers eager to close quickly. Minimize unnecessary contingencies; offers with fewer contingencies are more appealing.

06

ESCALATION CLAUSES

An escalation clause automatically raises your bid to a specified limit, but it risks revealing your maximum price and possibly paying more than the home's value. Consider carefully if the home is worth it.

offer Process

Submit an Offer

If your offer is accepted, great! If it's declined, it means the seller feels your bid isn't close enough to their expectations to warrant further negotiation.

Counter Offer

When the seller proposes different terms, that's a counter-offer. At this point, you have the option to:

- Accept the counter-offer
- Decline the counter-offer

Repeat

Negotiations can continue with back-and-forth adjustments until both parties reach an agreement or decide to part ways.

Accepted!

Congratulations! Once everyone is on board with the terms, you're officially in contract!



ORDER AN INSPECTION 06

A home inspection can uncover any issues with a property you're thinking of buying. Should it reveal any defects or necessary repairs, you might have the chance to negotiate with the seller for fixes. You'll arrange for a detailed examination of the property by a trusted home inspector during the inspection window. After the inspection, we'll receive a detailed report of the findings.

07 NEGOTIATE FINAL OFFER

If you uncover issues during a home inspection, here's what you can do:

1. Request the seller to fix the issues.
2. Negotiate for closing cost credits.
3. Suggest a lower sale price to account for the needed repairs.
4. Consider pulling out of the deal (if you're within the contingency period).
5. Proceed with the purchase regardless.

For negotiations involving repairs or credits, begin by obtaining a repair cost estimate from a contractor or building expert. If you have a real estate agent, they should manage these discussions for you. Ensure your agent has the inspection report to strengthen your position during negotiations with the seller's agent.

ORDER APPRAISAL 08

During the contract phase with lender financing, the sale can't advance without a home appraisal, which might affect the final price and closing. To ensure a favorable appraisal, I compile a comprehensive info packet for the appraiser. This proactive approach helps avoid a lower than expected appraised value, streamlining the path to a successful closing.



09 schedule your *move*

After Signing

- Finalize your mortgage details.
- Arrange for a home inspection.
- Declutter by going through every drawer, closet, and shelf. Remove unwanted items and consider donating or selling those in good condition.
- Secure copies of medical records to keep with your vital documents.
- Compile a list of valuable items you intend to move.

4 weeks until move

- Notify your landlord 30 days in advance if you're renting.
- Book movers or a moving truck.
- Acquire packing supplies.
- Begin packing.

3 weeks until move

- Coordinate an appraisal (to be ordered by your lender).
- Ensure a title search is conducted (handled by the title company).

2 weeks until move

- Arrange for a home warranty.
- Obtain home insurance quotes.
- Set a date and time for closing.
- Reach out to utility providers (water, electric, cable).
- Update your address for mail, subscriptions, and more.
- Reduce grocery purchases.
- Continue packing.

1 week until move

- Secure certified checks needed for closing.
- Arrange and go to the final walk-through.
- Complete your packing.
- Perform a final clean.
- Prepare an essentials bag for the first few nights in your new home.
- Confirm the moving date with the movers. Provide them with directions to your new home and your contact number.



closing day!

Closing Day marks the moment when you sign off on ownership and insurance paperwork and receive the keys to your new home. The closing process typically takes three to five weeks.

Final Walk-through we'll perform one last inspection within 24 hours of closing to make sure the home is in the condition we expect and that any repairs the seller agreed to have been made. We'll check the functionality of all appliances, look for leaks at all faucets, test the garage door openers, flush toilets, and run the garbage disposal, exhaust fans, etc.

At the Closing Table you'll be joined by your real estate agent, the escrow officer, and your mortgage officer.

What To Bring to Closing includes a valid photo ID and proof of your wire transfer or cashier's check for the closing costs.

Receiving Your Keys is the final step. Congratulations are in order! All your hard work has paid off, and you are now officially homeowners. It's the perfect time to celebrate and get to know your new neighbors.

