



HOME BUYER GUIDE

A COMPLETE GUIDE

HOME BUYING MADE SIMPLE

Welcome! You are about to embark on the exciting journey of finding your new home. Whether it is your first home or tenth home, a retirement home, or investment property, we will make your home-buying journey a great experience. We can help you find the ideal home with the least amount of hassle, and we are devoted to using the expertise and full resources of our team to achieve these results!

Purchasing a home is a very important decision and a big undertaking in your life. In fact, most people only choose a few homes in their entire lifetime. We are going to make sure that you are well-equipped and armed with up-to-date information for your big decision. We are prepared to guide you through every phase of the home-buying process.

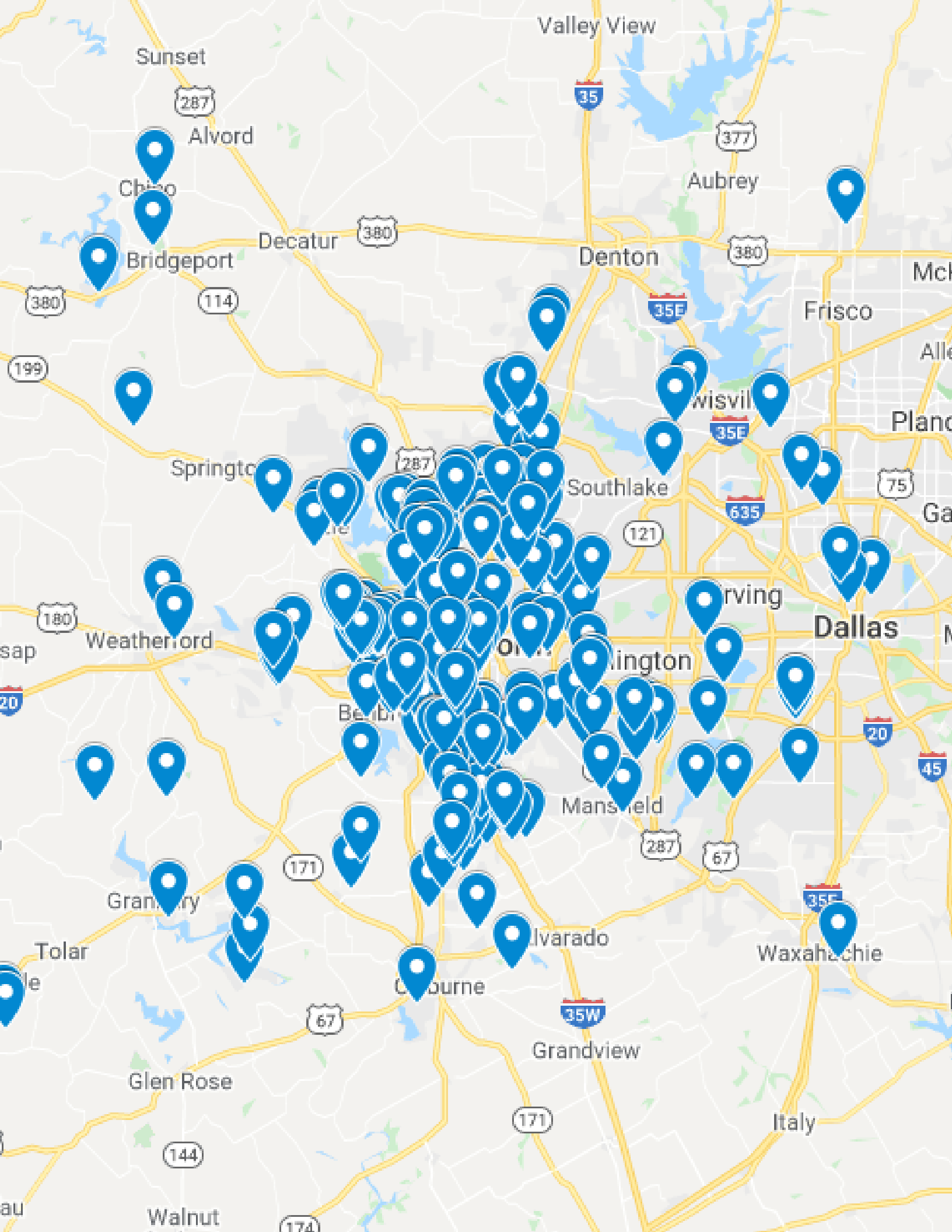
This guide gives you helpful information for before, during, and after your transaction. We hope you will find its reference to be an invaluable guide during your home-buying experience.

Our real estate business has been built around one guiding principle: **It's all about you.**

We will work with you to understand your unique needs and wishes because buying a home is more than a certain number of bedrooms or a particular zip code. It's about your dreams, concerns, questions, finances, time, and lifestyle – and that's important to us.

Our focus is on your complete satisfaction. We work to get the job done so well that you will want to tell your friends and associates about your experience with us. That's why so much of our business comes from repeat clients and their referrals: good service speaks for itself.

Let's take this journey together! We look forward to meeting your real estate needs every step of the way.



LOOKING FOR A HOME IN FORT WORTH?

WE'VE GOT YOU COVERED.



In fact, we have sold over 300 homes to date and we can't wait to help you find yours.

MEET THE TEAM



Brady Bridges
Broker/Owner



Kelbie Gehm
Client Care Coordinator



Bradley Patterson
Agent



Cheyenne Copeland
Agent



Derrik States
Agent



Erika Myers
Agent



Holly Winn
Agent



Lori Brookshire
Agent



Micaela Mead
Agent



Stephanie Casco
Agent



Stephanie Gutierrez
Agent



Steven Hayes
Agent



**FROM
OUR
CLIENTS**

"Erika was such a Blessing for us. We had been looking for a new home (we sold ours quicker than we expected).! Had been looking at so many homes but so many of them weren't going to be available still for a few months. Once we met Erika she got the ball rolling and we were able to get into a new home sooner than we expected. Very friendly, knowledgeable, and professional. And She was always available to take our calls and answer any questions or concerns we had. Would definitely recommend her to anyone looking for a Realtor"

RUDY M.

"Brady guided & educated me through the entire selling process of my home. He was resourceful, ethical, and accessible, which are quality services I much value as a customer. He did what he said ."

PERLA E.

"We called Holly Winn at 1 pm on a Sunday with a home we liked to find out final offers were due at 6 pm. We live out of state and she hopped over the to the ouse to make sure it was advertised. She helped us craft a strong offer knowing the area and home would be popular. Such a strong offer that we sit in that home today!! So grateful for her expertise in understanding buyers and sellers!! And she picked up the keys for us since we are so far away! Thanks so much ,Holly — you rocked it!!"

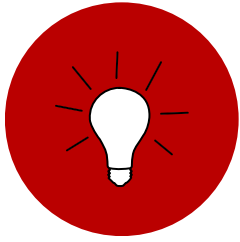
KATHY C.

"Stephanie Casco was our real estate agent in 2018, and she was phenomenal! She truly listened to our family's needs in buying a home, and we couldn't be happier. I would recommend her to anyone."

COURTNEY S.



OUR VALUE



KNOWLEDGEABLE, professional, and proven team of realtors who represent you



DETERMINE YOUR UNIQUE WANTS AND NEEDS in a home through personal consultation.



PERSONALLY TOURING HOMES and neighborhoods with you



ORGANIZING AND SCHEDULING homes to view based upon your specific criteria



KEEPING YOU INFORMED about and delivering opportunities to view homes not yet on the market



ADVICE ON MAKING OFFERS based on an expert market evaluation and analysis of other homes sold



COMMITTED ALLIES who will complete your purchase contract, present your offer and negotiate on your behalf



PREPARATION OF ALL DISCLOSURES AND DOCUMENTS, and guidance through the escrow process



ASSISTANCE with any post-closing questions



6 STEPS TO HOME BUYING

STEP 1: GETTING STARTED

Start by doing preliminary online and neighborhood drive searches to get a better idea of your ideal neighborhood and home type.

Set up Home Buyer Consultation. We will review the buying process and set appropriate expectations regarding market conditions. We will also discuss what you're looking for and goals for the transaction.

We will review your search parameters and demonstrate the Flex MLS portal and app, explain listing notifications and market conditions, and go over scheduling of appointments.

TIPS FOR FINDING A GREAT HOME

There are many factors to consider when selecting a neighborhood that is right for you. Each area of Fort Worth has its own personality, so we will work with you to identify the area that is the best match for your needs and lifestyle. Then, we'll focus on finding homes within your target areas that possess the features you're seeking. As we begin looking at options, here are some suggestions that may help narrow down your search.



Scout the Neighborhood

- » Talk to people who live there.
- » Drive through the area at different times of the day, during the week and on weekends.
- » Look carefully at how well other homes in the area are being maintained. Are they painted? Are the yards well kept? Are parked cars in good condition?

Neighborhood Factors to Consider:

- » Access to major thoroughfares, highways, and public transportation
- » Noise created by commerce, roads, airports, public areas, schools, etc.
- » Traffic patterns during different times of day
- » Commute to and from the area for work
- » Proximity to parks, schools, churches, recreation centers, restaurants, shopping, etc.
- » Existence of a Homeowner's Association

STEP 2: FINANCING

We can provide you with a referral to qualified lenders for financing pre-approval and/or rate shopping. If you're funding your purchase with cash, you will need to secure proof of funds.



FUNDING YOUR HOME PURCHASE

Three factors determine how much you can afford:

1. Qualification for the Mortgage – Lenders will let you know your monthly payments as a percent of your monthly income. The percentage will depend on your credit rating and debt to income. Your monthly mortgage payment will consist of:

- » Principal on the loan
- » Interest on the loan
- » Property taxes
- » Homeowner's insurance (HOA)

2. Down Payment – Home loans require a down payment between 3.5-10% of the purchase price. If you are able to pay more upfront, you may be eligible for lower interest rate loans, shorter loan periods, and avoiding some insurance fees.

3. Closing Costs – Additional fees and costs associated with loan processing and closing are required to be paid at the final closing. Typically, closing costs are between 2-3% of the purchase price (not the loan amount).

OVERVIEW OF THE LOAN PROCESS

#1 FINANCIAL PRE-APPROVAL

- » APPLICATION AND INTERVIEW WITH A MORTGAGE LOAN OFFICER
- » BUYER PROVIDES PERTINENT DOCUMENTATION, INCLUDING VERIFICATION OF EMPLOYMENT, TAXES, ETC.
- » CREDIT REPORT ORDERED
- » LOAN PRE-APPROVAL RECEIVED

#2 UNDERWRITING

- » LOAN PACKAGE SUBMITTED TO UNDERWRITER FOR APPROVAL WHEN OFFER IS ACCEPTED ON A HOME TO PURCHASE

#3 LOAN APPROVAL

- » PARTIES NOTIFIED OF APPROVAL OF THE LOAN
- » LOAN DOCUMENTS COMPLETED AND SENT TO ESCROW

#4 CLOSING

- » BORROWERS SIGN LOAN DOCUMENTS WITH A NOTARY
- » BORROWERS PROVIDE CASHIERS CHECK FOR BALANCE OF DOWN PAYMENT AND CLOSING COSTS

#5 FUNDING

- » LENDER REVIEWS THE LOAN PACKAGE
- » FUNDS TRANSFERRED BY WIRE

MAJOR DON'TS WHEN APPLYING FOR A REAL ESTATE LOAN

- » DON'T CHANGE JOBS, BECOME SELF-EMPLOYED OR QUIT YOUR JOB.
- » DON'T OMIT DEBTS OR LIABILITIES FROM YOUR LOAN APPLICATION.
- » DON'T ACQUIRE ANY NEW DEBT.
- » DON'T ORIGINATE ANY INQUIRIES INTO YOUR CREDIT.
- » DON'T MAKE LARGE DEPOSITS WITHOUT FIRST CHECKING WITH YOUR LOAN OFFICER.
- » DON'T CHANGE BANK ACCOUNTS.
- » DON'T SPEND MONEY YOU HAVE SET ASIDE FOR CLOSING.
- » DON'T USE CREDIT CARDS EXCESSIVELY OR MISS ANY PAYMENTS.
- » DON'T BUY A CAR, TRUCK OR FURNITURE—NO LARGE PURCHASES!
- » DON'T CO-SIGN A LOAN FOR ANYONE.

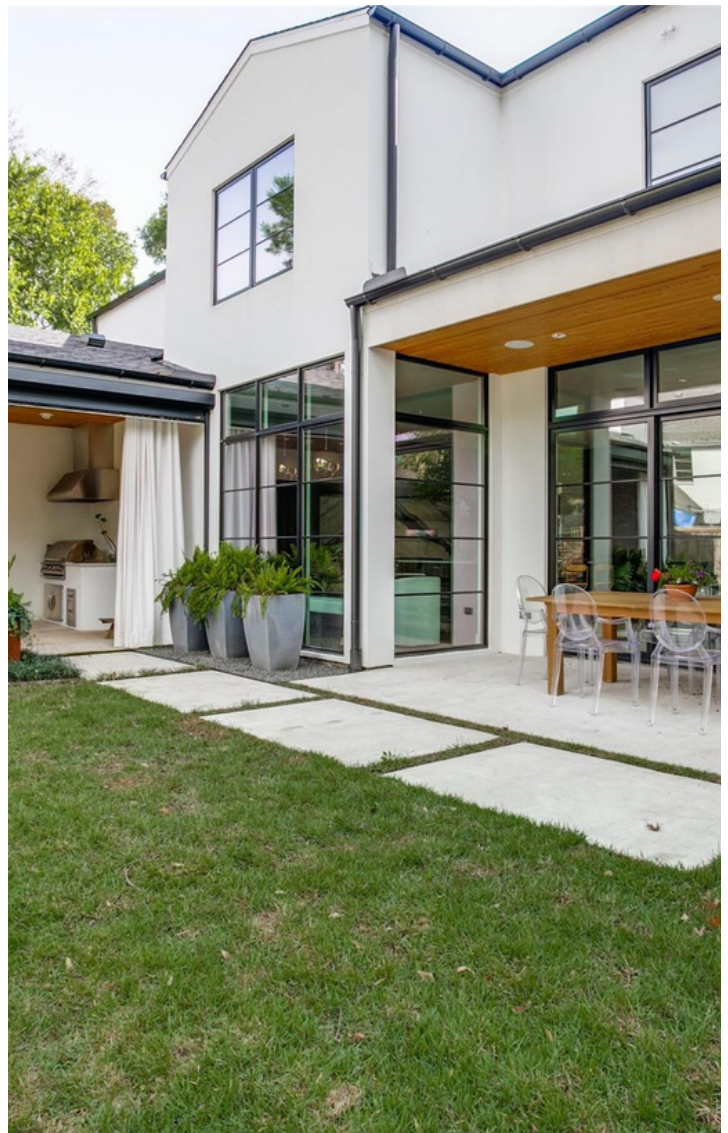
STEP 3: SETTING YOUR SEARCH

WE WILL BUILD YOUR SEARCH AND PORTAL ACCOUNT BASED ON PRICE, LOCATION, AND HOUSE-SPECIFIC CRITERIA PROVIDED BY YOU.

YOU PROVIDE FEEDBACK ABOUT THE SEARCH RESULTS AND TELL US WHICH HOMES ARE OF INTEREST TO YOU. LET US KNOW IF THERE IS A HOME YOU WOULD LIKE TO SEE AND WHEN IT MIGHT BE CONVENIENT FOR YOU TO GO FOR A VISIT.

WE WILL SET UP SHOWINGS AND BEGIN VIEWING YOUR TOP HOME CHOICES.

WE WILL WORK TOGETHER TO NARROW DOWN YOUR PREFERRED LIST UNTIL YOU FIND THE HOME YOU WANT TO BUY



STEP 4: MAKING AN OFFER

We will prepare an analysis of comparable sales for the current and past year to assist in determining an appropriate and fair price for the home.

We will write an offer and discuss all the terms and questions you may have before submitting it to the listing agent.

As your agent, we will handle all negotiations to obtain the best possible price and terms for you.

We provide secure electronic management software. This enables you to sign offers and other documents electronically, allowing for a convenient and easy way to communicate. It will also save all documents and signatures for reference and record purposes.

You'll need to provide an Earnest Money Deposit at the time of an accepted offer. This is typically 1-3% of the offer price (a large deposit is typically considered part of a strong offer). Your check should be made payable to the escrow company and will be deposited when the offer is fully accepted. This amount will be applied to your down payment.

NEGOTIABLE TERMS OF YOUR OFFER

Once you have found the property you want, we will write a purchase agreement. While much of the agreement is standard, there are a few areas we can negotiate:

Additional Property

Often, the seller plans on leaving major appliances in the home; however, which items stay or go is often a matter of negotiation. Anything attached (considered a fixture) stays with the property, i.e. a dishwasher, microwave/range hood combo. Other appliances, such as refrigerators, stoves, washers, and dryers, must be requested with the offer.

Move-In Date

If you can be flexible on the possession date, the seller may be more apt to choose your offer over others. We check with the agent to see what is best for the seller.

Price

What you offer on a property depends on a number of factors, including its current market value, condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a low offer just to see if the seller accepts, this often isn't a smart choice because the seller may be insulted and decide not to negotiate at all. Also, in many cases, you may be competing with multiple offers.

WORKING TOWARDS AN ACCEPTED OFFER

YOU MAKE AN OFFER

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graph TD; A[YOU MAKE AN OFFER] --> B[We will present your offer to the listing agent and/or seller. The seller will then:]; B --> C[ACCEPT]; B --> D[COUNTER]; B --> E[REJECT]; C --> F[Once accepted we will help schedule inspections, review findings, and negotiate terms if necessary.]; E --> G[We will reach out for feedback on all rejected offers to help make future offers stronger.];
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ACCEPT

COUNTER

REJECT

Once accepted we will help schedule inspections, review findings, and negotiate terms if necessary.

We will reach out for feedback on all rejected offers to help make future offers stronger.

HOME INSPECTION OVERVIEW

We highly recommend that you have a professional home inspector conduct a thorough inspection. The inspection will include the following:

- » Appliances
- » Plumbing
- » Electrical
- » Air conditioning and heating
- » Ventilation
- » Roof and attic
- » Foundation
- » General structure

The inspection is designed to report on major damage or serious problems that require repair. The seller may be willing to negotiate completion of recommended repairs at their expense, or they may offer you a credit to make the repairs. You may also decide that the home will take too much work and money. In addition to the overall inspection, you may wish to have separate tests conducted for termites or the presence of radon gas at the end of the inspection.

We recommend being present at the inspection so that you will be able to clearly understand the report and know exactly which areas need attention. Plus, you can get answers to many questions, tips for maintenance, and general information that will help you once you move into your new home. Most important, you will see the home through the eyes of an objective third party.



STEP 5: CONTRACT TO CLOSE

Our Client Care Specialist will make contact with you for introduction, inspection company options, earnest money (if not already received), and title company selection, if necessary

1 . INSPECTIONS

- » You will need to select an inspection company. We will make certain to remain within the contractual window when scheduling and making repair requests.
- » Note - scheduling on the front side of said timeframe is ideal to allow for additional inspections/estimates and negotiations.
- » We will attend the inspection and review the report with you to determine the top 3-5 items of importance.
- » We will draft the repair request and submit it to the listing agent. Negotiations will be conducted as necessary.
- » Once repairs and requests are agreed to by all parties, we will notify your lender that the inspection contingency has been released.

2 . APPRAISAL

- » We will request that your lender notify us when an appraisal is scheduled.
- » Once the appraisal date is confirmed with the listing agent, we will notify you so you're aware.
- » As long as the appraisal is for the purchase price or greater, financing can move forward. If the appraisal is less than the purchase price, we will negotiate with the seller on your behalf to potentially reduce the price of the home to the appraisal amount.

3 . UNDERWRITING

- » Your lender will send the file to underwriting, and we will follow-up with you, the lender and the listing agent regularly to provide necessary updates.
- » It is important that you do not participate in any activities that could affect underwriting. You will need to submit all documents requested by the lender in a timely manner.
- » Once a target closing date is identified, your lender and/or a member of our team will notify you.
- » The lender will tell us when you are clear to close and a closing date/time will be scheduled with title company, buyers and sellers.

4 . FINAL WALK-THROUGH

- » We will schedule the final walk-through of the property prior to closing. At this time, we will verify agreed-upon repairs have been completed with receipts and visual inspection.

5 . PREPARING TO CLOSE

- » We will attend the closing with you to provide additional support and ensure a smooth transition of possession.
- » Please remember to bring your driver's license.
- » Don't forget, you will need to call the utility companies to transfer them into your name on the date of closing.
- » If you are responsible to bring funds to closing, they will need to be in the form of a certified check or wire transfer.

STEP 6: CLOSING + BEYOND

Our job does not stop at closing – we will be in touch to see if you need anything! I will also continue to reach out regularly to check-in.

Please review our team on Google - we'll make it easy and send you a link!



CLOSING 101

Signing your loan documents marks the end of your home-buying process and the beginning of your new life! To make sure your closing goes smoothly, you should bring the following to the signing appointment:

- » Certified check for closing costs and down payment. Make the check payable to the escrow company, or you may wire the funds. Wiring instructions can be provided by the escrow company.
- » Photo ID's
- » Social security numbers
- » Any other information requested by your lender

Transfer of title moves ownership of the property from the seller to you. The two events that make this happen are:

1. Delivery of buyer's funds: This is the check or wire funds provided by your lender in the amount of the loan.
2. Delivery of the deed: A deed is a document that transfers ownership of real estate. The deed names the seller and buyer gives a legal description of the property and contains the notarized signatures of the seller and witnesses.

At the end of the closing, the deed will be taken and recorded at the county clerk's office. It will be sent to you after processing.



ADDRESS

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SUITE 100
FORT WORTH, TX**

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WEBSITE

RESIDEDFW.COM