

Home Buyer's Guide

TO SELLING YOUR HOME



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YOUR LOCAL REALTOR®

Serving Columbus, LaGrange, and Atlanta

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FINANCES

Before you officially begin your home search, I always recommend to begin with talking to a lender and getting pre-approved. A lender will be able to answer all of your questions regarding finances and give you a clear understanding of the exact price range you will be pre-approved for and an estimate of the expenses to expect.

Questions to ask when interviewing potential lenders...

- What is the best type of loan for me?
- Do I qualify for any special discounts or loan programs?
- What interest rate can you offer?
- When can you lock in my rate?
- What fees can I expect from you?
- What are my estimated closing costs?



PART 2: FINANCES

There are many different factors that the lender will use to calculate your pre-approval. It's always best to be prepared, so here are a few of the documents you can begin to gather together and can expect to be requested:

Tax Returns

W-2 Forms

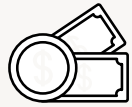
Pay Stubs

Bank Statements

List of Monthly Debt



OFFERS & NEGOTIATIONS



INFORMATION NEEDED

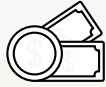
Before we begin writing an offer, we will need to gather some documents and discuss some important details...

- Pre-approval letter
- Offer Price
- Financing Amount
- Escrow Deposit
- Closing Date
- Inspection Period
- Closing Costs



OFFERS & NEGOTIATIONS PART

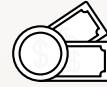
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MULTIPLE OFFER SITUATIONS

It's more common than ever to see homes go into multiple offer situations. This means that your offer is not the only offer on the table for the sellers. Here are some of my best tips to win a multiple offer situation...

- Submit your Pre-Approval letter with your offer
- Have your lender call the listing agent to share your Pre-Approval details
- Make a cash offer if possible
- Offer more than the asking price
- Be flexible with your closing date
- Add a personal letter and a photo of you and your family
- Offer a higher amount for the Escrow deposit so the seller knows that you are serious
- Keep your offer clean when it comes to contingencies and don't ask for any that are not a deal-breaker for you

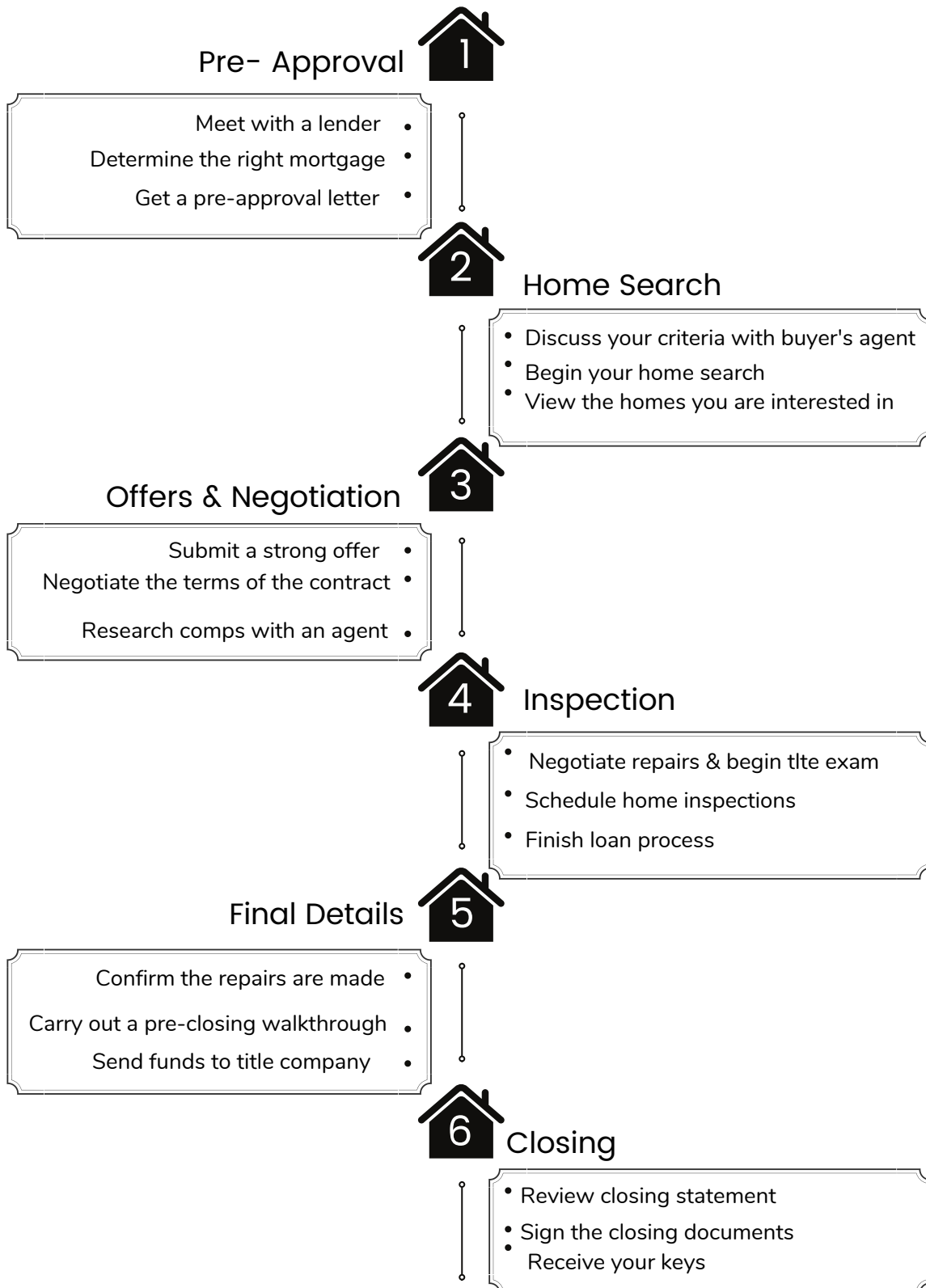


ESCROW

Congrats! We are almost there. You will turn in your Escrow Deposit, we will get inspections scheduled, negotiate repairs, and move forward with your loan application. The entire process from contract to close typically takes between 30-45 days.



Road Map to Home Buying



PRE-QUALIFIED VS. PRE-APPROVED

WHAT YOU SHOULD KNOW



PRE-QUALIFIED

- Most buyers will need a mortgage to finance their home purchase, so we advise that you prepare before you look.
- Your lender will generate a mortgage pre-qualification based on your debt-to-income, your credit score, and your overall financial position. You should also consider your budget and comfort level with the payment amount.
- A pre-qualification letter will state the estimated loan amount your lender has calculated based on your income and credit profile without any documentation.

PRE-APPROVED

- **Monthly debt payments:** Lenders examine your payment obligations to calculate your debt-to-income ratio.
- **Real estate debt:** If your current property is mortgaged, have your most recent statement.
- **Down payment gift letters:** Lenders will want to talk about your down payment.
- **Bank statements:** Copy 60 days' worth of statements for every account whose assets you're using to qualify for the mortgage.
- **Retirement and brokerage accounts:** Two months of statements from IRAs, investment accounts.



Understanding the NAR Settlement

HOW IT EFFECTS YOU AS A BUYER



The significant shift: sellers are no longer obligated to provide compensation to buyer's agents in order to list their home on the Multiple Listing Service (MLS).



HOW DOES THIS AFFECT YOU AS A SELLER?	HOW DOES THIS AFFECT BUYERS?	HOW DO BUYER'S AGENTS GET PAID NOW?
<ul style="list-style-type: none">• It is no longer mandatory to include a commission for buyer's agents in your listing.• You now have increased flexibility in deciding whether to compensate buyer's agents and the amount to offer.• If you opt not to provide compensation to a buyer's agent, consider exploring new strategies to draw buyers and their agents to your property.	<ul style="list-style-type: none">• Buyer's agents are now required to have signed contracts with their clients, detailing their services and payment terms.• Buyers may need to cover their agent's commission directly if sellers do not provide compensation.• Buyers could become more discerning in choosing an agent or may attempt to negotiate agent fees.	<ul style="list-style-type: none">• In the absence of seller compensation, buyers might have to pay their agent directly.• Buyer's agents can receive compensation from sellers if the seller opts to provide it.• Some buyers may negotiate for the seller to include the agent's fee in the purchase offer.





Is It Really Necessary To Offer Commission?

FACTS TO GET YOU THINKING



While there are several advantages, such as enhanced visibility, it's crucial to evaluate whether this investment aligns with your personal objectives and financial means.

PROS OF OFFERING BUYER AGENTS COMMISSION	CONS OF OFFERING BUYER AGENTS COMMISSION
<ul style="list-style-type: none">• Attract more buyers, as agents will be motivated to show your property, enhancing exposure for a quicker sale.• Improve negotiation power, allowing for more flexibility on price or terms since agents' fees are covered.• Ensure smoother transactions, with greater cooperation from agents, reducing complications and facilitating a seamless closing process.	<ul style="list-style-type: none">• Covering the buyer's agent commission can increase selling costs by 2-3% of the sale price, reducing overall profit.• It may not be necessary since buyers often budget for their agent's fees under new rules. In a strong market, paying this commission may not provide a significant advantage, as high demand can diminish its impact.



How I Will Represent You On The Market

MY TOP THREE FOCUSES



With the new market changes education is key, that's why I will update you every step of the way. Taking the stress away and making it real estate easy (excuse the pun!)



TRANSPARENT GUIDANCE ON COMMISSIONS

- Understanding Commissions: I'll make sure you fully understand how commissions work, especially with recent industry changes.
 - Transparency in Costs: Commissions are now more transparent and open to negotiation, which is a shift from how they were traditionally handled.
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- Detailed Breakdown:
 - I'll explain how commissions are structured.
 - We'll cover who pays what and how this impacts you, ensuring there are no surprises.
 - Discussing My Commission: We will discuss my commission directly, and I'll be very clear on:
 - The value I provide.
 - Services like helping you find the right home, negotiating the best price, and handling all paperwork.
 - Value Assurance: This way, you'll know exactly what you're getting for any fees involved.



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Minimizing Financial Burden: My ultimate goal is to keep your financial burden as low as possible.



STRATEGIC NEGOTIATIONS FOR YOUR BENEFIT

- Reducing Your Costs: My main focus is to help reduce your overall costs wherever possible.
 - Seller Contribution to Commission:
 - Recent changes may allow us to negotiate with the seller to cover some or all of my fees
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- Detailed Breakdown:
 - Budget Planning Assistance:
 - I'll help you plan your budget to account for potential commission costs.
 - We'll explore creative options, like incorporating agent fees into your mortgage if that makes sense.
 - Negotiating Added Benefits:
 - I'll strive to secure additional benefits for you, such as:
 - Reduced closing costs.
 - Price reductions.
 - Seller contributions, such as including extras.



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MY TOP THREE FOCUSES



Cost-Effective Home Match: My aim is to find you a home that fits both your needs and your budget in the most cost-effective way.



HOME SEARCH AND MARKET STRATEGY THAT WORKS FOR YOU

- Prioritizing Favorable Terms: When searching for homes, I'll focus on properties with:
 - Favorable commission terms for you.
 - Sellers who are willing to help cover commission costs.
- Detailed Breakdown:
- Budget Planning Assistance:
- Long-Term Cost Savings:
 - I'll look for properties that could save you money in the long term, including:
 - Energy-efficient homes.
 - Properties with lower property taxes.
 - Homes with renovation potential to add future value.
- Leveraging My Network:
 - I'll tap into my network to find off-market deals or motivated sellers who can make the process financially easier for you.

House Hunting Tips



INVESTIGATE THE AREA

Drive around neighborhoods that interest you to get a feel of the area, how the homes are cared for, what traffic is like, etc.



ASK AROUND

Talk to family, friends and co-workers to see if anyone might know of a house for sale in an area you're interested in. One of them may even know of someone that's thinking about selling but hasn't put the house on the market yet.



KEEP AN OPEN MIND

Finding your dream home isn't always an easy task! Have a priorities list but keep an open mind when viewing houses.



TAKE PICTURES AND NOTES

When you visit multiple houses it gets difficult to remember specific details about each one. Take Photos and notes while touring houses so that you can reference them later when comparing the properties that you've seen.



CHECK OUT THE NEIGHBORHOOD BEFORE MAKING AN OFFER

Sometimes the best way to get authentic feedback about lifestyles and amenities in a specific community is by talking to those who live there. Of course, you can find feedback online with a general neighborhood ratings by zip code search.

Make a Fair Offer

- **Work with your real estate agent** to evaluate comparable listings in the area to determine the right amount to offer.
- **Know how to time your offer.** The housing market is extremely competitive in most areas right now, so for many buyers, getting into contract quickly is key.
- **Offer cash if you can.** Not having a mortgage will make the sale much more efficient.
- **Wait for a response from the seller.** It's the worst part, but obviously necessary.
- **If the offer is accepted,** you're ready to move on to the other steps in the homebuying process.
- **If the seller declines or counteroffers** and you still want to buy the home, come up with a more attractive offer and resubmit.
- **Avoid common deal-breakers.** If you want the best shot at scoring your dream home, it's wise to know what pitfalls to avoid.

Frequently Asked Questions

How will you tell me about the newest homes available?

The Multiple Listing Service Website provides up-to-date information for every home on the market. I constantly check the New on Market list so I can be on the lookout for my clients. I will get you this information right away, the way that is most convenient for you; by phone and/or email

Will you inform me of homes from all real estate companies or only Keller Williams Realty?

I will keep you informed of all homes. I want to help you find your dream home, which means I need to stay on top of every home that's available on the market

Can you help me find new construction homes?

Yes, I can work with most builders and get you the information you need to make a decision. On your first visit with the builder, I will accompany you. By using my services with a new construction home purchase, you will receive the services I offer, as well as those provided by the builder, at no additional cost

How does for sale by owner (FSBO) work?

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving the commission. If you see a FSBO and want the advantages of my services, let me contact the owner for you and make an appointment. Most times the homeowner will work with an agent, even though their home is not listed, since the agent is introducing a potential buyer to their property.

Can we go back through our property again once an offer is made, but before possession?

Usually, we can notify the seller and schedule a convenient time to visit the property again. Immediately before the closing, we will schedule a final walk-through and inspection of your new home.

Once my offer is accepted, what should I do?

Celebrate and focus on moving into your new home! You will want to schedule your move, pack items and notify businesses of your address change. I will provide you with a moving checklist to help you remember all the details. I will also give you a good faith estimate and HUD statement, which will indicate the amount you will need to bring to closing.

THANK YOU!

Congratulations on taking the first step toward finding your dream home! We're honored to be a part of your journey.

