



BUYER'S

guide

BRE ROBERTS

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COMPASS

We're here to help



Bre Roberts

TEAM LEADER

Kimberli Horyza

ASSISTANT

With a passion for sales, relationships and real estate, I absolutely love my job and helping all my clients achieve their specific real estate goals. I have an eye for the details, a way with negotiating and believe communication is key. I strive to make every transaction a stress free experience for my clients, go above & beyond in everything we do and hope to have some fun along the way.



TM Team

TRANSACTION COORDINATORS

Meet the TM Team , our amazing Transaction Coordinators. Their role is to manage the many moving parts of your transaction, from documentation and timelines to facilitating communication among all parties. You can trust that the details are in capable hands, ensuring a seamless experience for our buyers and sellers.

HOME BUYER'S

Roadmap

Use this roadmap as a quick overview of the buying process. If you have any questions, please reach out to your realtor!

1

FIND AGENT

Find a great agent that you're comfortable working with

2

FIND A LENDER

If you don't know any lenders, your agent can refer you to one! They will go over all of your finances and determine how much you can afford

3

SEARCH

Your agent will set up a search in the MLS so you can find some homes to see in person!

6

APPRAISAL

Your lender will order an appraisal and an appraiser will go to the property to verify the value for the loan

5

INSPECTION

Your agent will help you schedule a home inspection and arrange to attend in person to review with the inspector

4

OFFER

Once you find a home, your agent will guide you through deciding on terms and writing an offer

7

SCHEDULE MOVE

Start packing and coordinate which day you'll be moving - schedule movers if necessary

8

CLOSING

Schedule with the title company to sign your closing docs, complete your final walkthrough, and grab the keys to your new home!



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REAL ESTATE *Terms*

PRE-APPROVAL

A pre-approval is a preliminary evaluation conducted by the lender to show that the buyer has the funds to purchase up to a certain amount. This is extremely helpful when you find a home you're ready to put an offer on.

OFFER

An agreement between a buyer and a seller to purchase a piece of real estate. This is also referred to as a purchase contract.

CONTINGENCY

When an offer is accepted by the seller, but there are certain conditions that must be met before the sale is final.

CLOSING COSTS

The fees that are paid at the end of the purchase by either the buyer, seller or both. These include taxes, insurance and lender expenses.

EARNEST MONEY

Also known as "good faith" money, this is the initial deposit that the buyer puts into an escrow account after having an offer accepted. It goes towards closing costs at the end of the sale.

TITLE SEARCH

A title search proves that the property is, in fact, owned by the seller. You can also purchase title insurance to make that no issues that arise later.

APPRAISAL

The appraisal is the value given by an appraiser to a property based on comparable properties that have recently sold. This is typically required by the lender in order to decide if the requested loan amount is in alignment with the value of the property.

HOME INSPECTION

An inspection is a professional examination of the property's condition. Your agent can recommend a qualified home inspector for you.

DISCLOSURES

All sellers are required to fill out a property disclosure stating what they know about the property - good or bad.

CLOSING

This is the final step of your real estate transaction. At closing the funds from the buyer are provided to the seller and the title is transferring into the buyer's name. The buyer receives the keys once this is complete.

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01 Finding a great agent

A real estate agent is a huge asset to you as you go through the home-buying process. This is one of the biggest decisions of your life and you need a skilled professional guiding you through the process.

Your agent will be working with your best interests in mind and can help guide you through all the stages of home buying.



CONNECT YOU WITH THE PERFECT HOME

Agents often have access to information about homes going on the market before the public. They can also arrange open houses and tours of homes that match your criteria.

NEIGHBORHOOD KNOWLEDGE

Agents will be able to offer insightful details about the neighborhoods you are considering.

ATTENTION TO DETAIL

The process of buying a home requires a good deal of paperwork. Your real estate agent will help you fill out all documents and get them submitted properly.

PROFESSIONAL NEGOTIATOR

Agents deal with any difficult conversations that need to happen. They will also help you submit a strong offer and negotiate with the seller on your behalf.

EXPERT GUIDE

Realtors are there to help you with any questions you have along the way. They offer an objective opinion when you're analyzing the features you're looking for.

02 Financials

How much home can you afford?



The best way to figure out how much you can afford is to go to a reputable lender and have them go over your finances with you. If you're not ready for that, you can also find many mortgage calculators online, which is a great starting point. When calculating, don't forget to include extra expenses like escrow fees, home inspection and appraisal costs and money for any home improvements.



Do you need a down-payment?

If you've been told you need a 20% down payment to purchase a home, you've been misinformed! The minimum down payments for the most common loans are only 3-3.5%! There are also down payment assistance programs that can help cover some or all of the down payment as well, which you can ask a lender about.



Credit Check

Having your credit checked is something to expect once you are getting pre-qualified. Your lender will run your credit and this will determine how high or how low of an interest rate you will receive. The better the credit, the better the interest rate - so if you are in the early stages of buying (6+ months out), it's a great idea to find out what your credit score is and start working on getting that number up!

Pre-qualified & Pre-Approved

Many times these terms can be used interchangeably in different areas. You will want to ask your real estate agent which is more credible in your market and then apply.

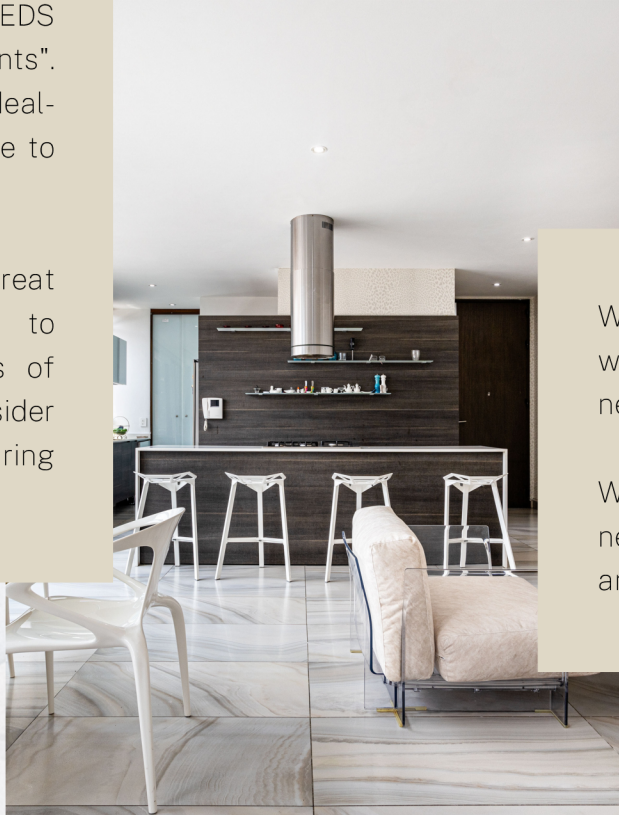
Either way, being pre-qualified or pre-approved shows the seller that you're serious and that you have the funds to purchase the home if you choose to write an offer. Pre-approval can also help you budget as you will know exactly what you can afford.

This pre-approval does not guarantee a loan will be offered so you still want to be careful with your spending during this time. **DO NOT make any large purchases, change jobs or apply for new credit cards during this time.**

03 Tour Homes

Make a list of all of your NEEDS and a list of all of your "wants". Figure out what is a "deal-breaker" and what you'd like to have but isn't necessary.

Is a big kitchen or a great backyard more important to you? These are the kinds of things you'll have to consider once you start comparing homes.



We will start touring homes and weigh all the positive and negative aspects of each one.

When you find THE house, your next step will be to make an offer and go through any negotiations.

Home searching tips.....

- Take photos with your phone while visiting each house. Bring a notepad or take notes on your phone to remember how you felt about specific features.
- Focus on the things you can't change like the neighborhood, lot or size of bedrooms.
- Test things as you walk through the home. Open and close windows, turn faucets on and flush toilets to make sure everything is in working order.

04 Make an Offer



Once you've found the home you want, the next step is to make an offer. We will look at comparable properties in the area and decide on a reasonable purchase price.

I will also call the listing agent and see if there are any specific terms that the seller is specifically looking for to help write a competitive offer.

Negotiate Offer

Don't be afraid to bargain for what you want. Whether that be price, seller concessions, or carpet replacement. You don't know what they're willing to do unless you ask.

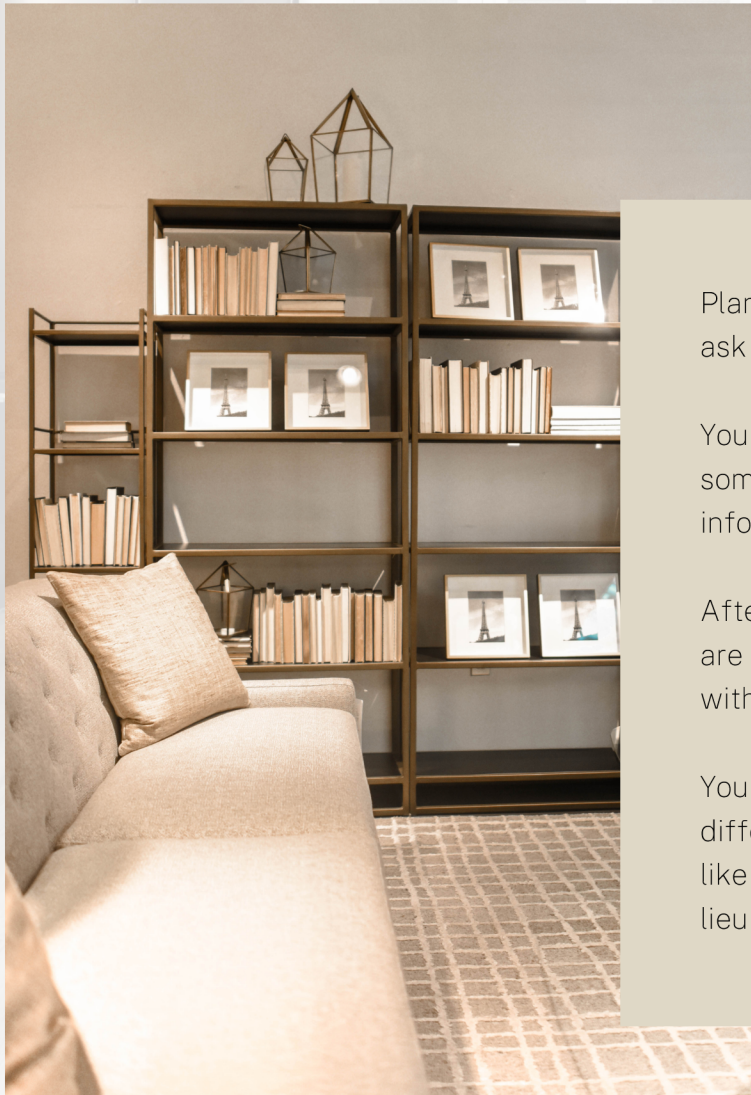
"If you don't ask, the answer is always no"

It's not uncommon for the seller to send a "counter offer" to your original offer. This is a normal part of the negotiating process.



05 Inspection

It's always a good idea to have a home inspection. In Arizona, the inspection period is part of the purchase contract and is set to be 10 days. (Tip: You can shorten this period to help create a more competitive offer) This is your "due diligence" period to have a professional home inspector to come to the property. You can also consider extra inspections, such as termite, pool, or a sewer scope.



Plan to attend the inspection and be prepared to ask any questions you have.

You will receive a report of findings, but it's sometimes easier to see the issue and hear the information directly from the inspector.

After the inspection is complete, decide if there are any pressing issues you want to negotiate with the seller.

Your agent can help you collect quotes for different repairs, and you can decide what you'd like the seller to repair and/or request a credit in lieu of repairs.

06 Appraisal



Your lender will typically require an appraisal of the home before finalizing the loan.

The home appraiser will take into account the neighborhood, housing market, age and condition of the home, etc.

A property title search will ensure that the sellers are truly the owners of the property and any liens or judgments are disclosed.

Loan Approval

The loan is only fully complete after the lender gets the "clear to close" from the underwriter that is reviewing your file. You will receive a final approval letter after they review your income, credit report and employment status once more.

Home owner's insurance is also required before the mortgage company will finalize the loan.

07 Schedule your move



You will want to get movers scheduled as soon as possible. Make sure to avoid scheduling the move and closing on the same day if possible. If you will be doing renovations, start getting quotes from contractors.

Make sure you set up the transfer of utilities for closing day.

08 Closing

Closing is the final step for you to become the legal owner of your home. You will take a final walk-through 1-3 days before closing to assure that negotiated work has been completed and everything is in working order.

The closing process itself requires a lot of paperwork and patience. Be prepared with your government issued photo ID, cashier's check/wire information, and any other documents required by the title company or loan officer.

Don't forget to re-key all the locks and change the garage door opener code when the property is officially yours.

Congratulations on your new home!

HOME TOURING *Checklist*

ADDRESS OF PROPERTY: _____

DATE VISITED: _____ PRICE: _____

BEDROOMS: _____ BATHROOMS: _____ SQUARE FOOT: _____

LOT SIZE: _____ YEAR BUILT: _____

SCHOOL DISTRICT: _____

CURB APPEAL					INTERIOR				
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
DISLIKE		NEUTRAL		LOVE	DISLIKE		NEUTRAL		LOVE
EXTERIOR					PRICE				
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DISLIKE		NEUTRAL		LOVE	DISLIKE		NEUTRAL		LOVE
LOCATION					NEIGHBORHOOD				
<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5	<input type="radio"/> 1	<input type="radio"/> 2	<input type="radio"/> 3	<input type="radio"/> 4	<input type="radio"/> 5
DISLIKE		NEUTRAL		LOVE	DISLIKE		NEUTRAL		LOVE

ADDITIONAL COMMENTS: _____
