

COLDWELL BANKER®

Home Buyer Guide

 COLDWELL BANKER REALTY

ColdwellBankerHomes.com



YOUR SEARCH BEGINS

Buying a home is one of life's biggest investments and most exciting adventures. I am your partner in the process, guiding you along the way to make your experience smooth and successful.

This Home Buyer Guide includes helpful information to get you started:

- Purchasing Process
- The Power of Pre-Approval
- Your Home Search
- Full-Service Support



YOUR PARTNER IN THE PROCESS

When you choose me to represent you, you'll have someone by your side every step of the way, giving you the insights and information you need to have confidence in your decision.

I will:

- Meet with you to discuss your needs and goals, and to plan your property search
- Help you get pre-approved and establish your budget
- Show you properties that meet your criteria
- Keep you informed of new properties that come on the market
- Work with you until you find the right home
- Help you determine your offer
- Negotiate the offer and contract in your best interests
- Facilitate the home inspection and resolution process
- Prepare you for closing and the associated costs
- Keep you updated on the progress of your transaction every step of the way



STEP BY STEP | HOMEBUYING

- 1 Obtain mortgage pre-approval
- 2 Schedule consultation focused on lifestyle priorities
- 3 Tour local communities & amenities
- 4 Tour selected properties
- 5 Write an offer to purchase
- 6 Negotiate terms
- 7 Accept the contract

CONTINGENCIES

- ✓ Conduct inspections
- ✓ Order homeowner's insurance
- ✓ Order appraisal
- ✓ Obtain mortgage financing
- ✓ Obtain title insurance

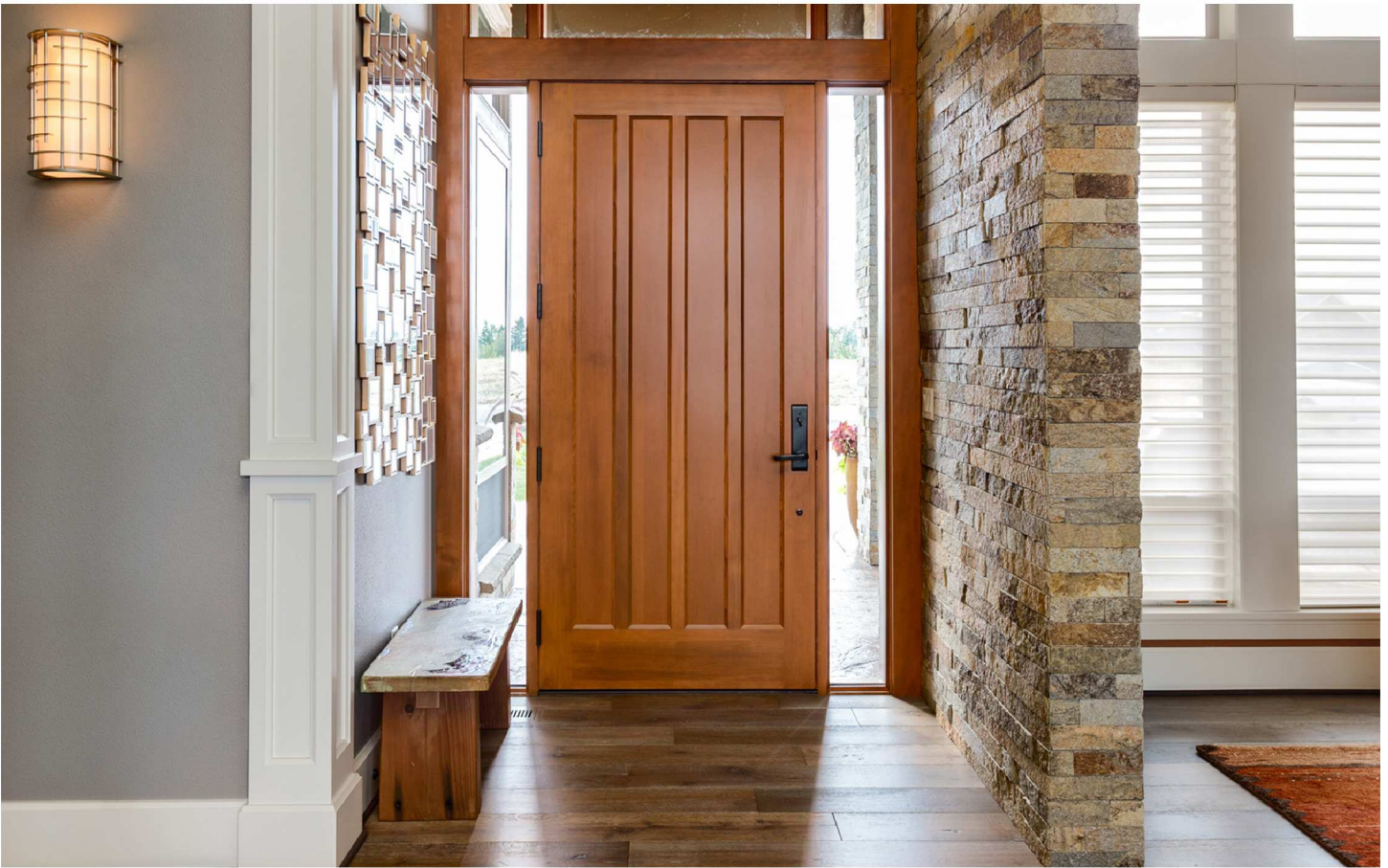
- ✓ Obtain funds for closing
- ✓ Close on your home
-  Move in!



STEP BY STEP | LEASING

- 1 Obtain credit check
- 2 Schedule consultation focused on lifestyle priorities
- 3 Tour local communities & amenities
- 4 Tour selected properties
- 5 Write an application to lease
- 6 Review terms
- 7 Sign Lease





THE PRE-APPROVAL PROCESS

Here are some of the documents that you will need to provide your lender to get the pre-approval process started:

Income

- Current pay stubs, usually for last two months
- W-2s or 1099s, usually for last two years
- Tax returns, usually for last two years

Assets

- Bank statements
- Investments/brokerage firm statements
- Net worth of businesses owned (if applicable)

Debts

- Credit card statements
- Loan statements
- Alimony/child support payments (if applicable)



MAKING AN OFFER

There are many factors that influence the market value of a home. I will give you the insight and information you need to make an offer you're comfortable with. Some of the factors to consider include:

- How long the home has been on the market
- If the price has been reduced
- How much the home is worth – I will provide a comparable market analysis (CMA) showing the list and sale prices for similar homes in your area
- If there are multiple offers
- Other items that might be included in the sale (furniture, hot tub, etc.)
- The “list to sale price ratio,” an indication of how competitive the market is for homes in this area
- Why the seller is selling
- Whether the seller is offering an assumable loan or financing

Once the offer is written, I will present it to the seller's agent. At that point the seller can accept your offer, reject it or counter it to start the negotiation process. I will work with you to plan a strategy to ensure the most advantageous terms and acceptable pricing for you and your budget.



CLOSING ON YOUR HOME

Once your offer has been accepted, the closing process begins. Here are some of the typical steps involved.

Home inspection – Most property sales are contingent on the results of a home inspection, which is paid for by the buyer. The inspection typically occurs within 10 days of offer acceptance, and includes a review of the home's exterior elements like the roof, siding, trim and windows, as well as kitchen and bathroom fixtures and appliances, and major systems like heating and cooling, plumbing and electrical.

If defects are discovered during the inspection, you may exercise the remedy described in your offer or negotiate with the seller to determine what repairs will be made.

Title search – This is a historical review of all legal documents relating to ownership of the property to ensure that there are no claims against the title of the property. It is also recommended that you purchase title insurance in case the records contain errors or there are mistakes in the review process.



Appraisal – As a standard part of the mortgage process, your lender will order an appraisal report to ensure that the loan will be guaranteed by the home's value.

Final walk-through – If it's requested in the contract, you'll be given the chance to look at the home to make sure it's in the same condition as when you signed the sales agreement.

Closing costs – In addition to your deposit and down payment, there are a variety of other costs involved in closing including:

- Loan origination fees, appraisals and reports
- Surveys and inspections
- Mortgage insurance
- Hazard insurance
- Taxes
- Assessments
- Title insurance, notary and escrow fees
- Recording fees and stamps



FROM START TO FINISH

Coldwell Banker Realty helps you through all aspects of the home-buying process. Our affiliations with our preferred partners ensure that you receive complete assistance from beginning to end, giving you one-stop-shop convenience.

MORTGAGE SERVICES – Guaranteed Rate Affinity* provides mortgages across the country and features extremely competitive rates, fantastic customer service and a fast, simple process.

TITLE SERVICES – Our local title partner can research and resolve any issues before the closing to help ensure the transaction closes smoothly and on time.

WARRANTY SERVICES – American Home Shield® provides that extra measure of security that makes you feel more comfortable and confident in the purchase of your home.

INSURANCE SERVICES – Anywhere Insurance Agency offers competitive rates on homeowners, condominium, renters, automobile, second home, vacant home and umbrella coverage.

COMMERCIAL SERVICES – Highly skilled Coldwell Banker Commercial® affiliated agents offer a full spectrum of office, industrial, retail, multi-family and hospitality services.

*Operating in the state of New York as GR Affinity, LLC in lieu of the legal name Guaranteed Rate Affinity, LLC.

GUIDING THE WAY

YOUR COLDWELL BANKER ADVISORS



Meet **Maura Sayre**

With more than 30 years in the Real Estate industry, Maura's experience covers all aspects of construction, renovation, and home sales. Her superior negotiating skills and attention to detail have helped her continuously rank in the top 2% of Coldwell Banker Agents Worldwide.

As a full-time REALTOR® and longtime resident of Saunderstown, Maura's intimate knowledge of the local area and real estate market is a huge benefit to her clients.

Meet **Maria Leroux**

Uncompromising integrity and professionalism make Maria the ideal partner on your real estate journey. She will listen to your needs and work with you to execute a strategy to accomplish your goals and exceed your expectations.

As a full-time REALTOR®, she has the expertise to navigate the complexities of the market to ensure a seamless experience. Maria's passion for relationship building extends beyond transactions, embodying the role of a trusted advisor.

Originally from Athens, Greece, Maria made her home in Rhode Island in 2003. She fell in love with the gorgeous coastline and historic charm the Ocean State has to offer! Today, Maria resides with her husband and two teenagers in southern Rhode Island.



LET'S GET STARTED!