

A BUYERS GUIDE

THINGS TO CONSIDER WHEN BUYING A HOME



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Exceptional service all of the time.



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THINKING ABOUT BUYING?

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Are you thinking about buying a home but don't know where to start?



You need an agent who is there to protect you and who has your best interest at heart.



We have been successfully helping buyers secure their dream home since 2005.



There are so many pieces to purchasing a home and if you're not careful it can cost you thousands of dollars.

HERE'S THE BEST PART.



I'm free. It doesn't cost you anything to work with me, the seller pays my fees.



We're here to guide you through every phase of the transaction. From finding you that perfect home and making professional recommendations as to what you should or shouldn't do throughout every phase of the transaction.



We make suggestions on what you should and shouldn't be asking for, financing strategies, what inspections you should have, repairs, what costs are customary for the buyer to pay and what is customary for the seller to pay.



The seller has an agent who is representing them and their best interest and you need one too.



We guide you through making an offer, on positioning yourself on getting your offer accepted even when there are competing offers.



We go over contingencies, and so much more. We are here to hold your hand and guide you through the entire process to ensure you make the right choice, so you don't spend money unnecessarily. We are here to be your support system and life long friend even after we give you the keys to your new home. Please reach out and let us help you on your way to homeownership. We've got you covered!

WHAT TO EXPECT WHEN BUYING A HOME

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Purchasing a home is most likely going to be one of the largest investments in your life. You need an experienced professional agent to walk you through each phase to ensure your best interests are protected. I have been in the industry since 2005. I've assisted several satisfied buyers over the years. Here are just a few ways that we help you. First we will make sure you are qualified to purchase a home. You'll know things like what types of loans you can qualify for and what the full payment will be including the payment, interest, taxes and insurance. Once we know you're qualified, we'll go house hunting and make sure you are fully aware about neighborhoods, schools, and anything that could possibly be problematic with the area or home that could affect the value later. Then we help you negotiate an offer in a way that is beneficial for you and the seller. Once it's accepted, we open up escrow, help facilitate the delivery of the initial deposit, and start scheduling inspections and the appraisal. We are diligent about making sure we don't miss any contractual deadlines so that we keep your deposit safe and you won't be at risk of losing it. It's super important after the inspections to know what is customary to or not to ask for from the seller. We will be in constant communication with all of the parties in the transaction to ensure that your best interest is covered and that we can close and close on time. There are so many more parts to the transaction I could be here for a few hours telling you, so better yet, give me a call and I will become your trusted advisor walking you through step by step and ensuring you make the right decisions all the way until we give you the keys to your new home. And don't forget, the seller pays my fees so it doesn't cost you anything to utilize my services but I can guarantee you it will cost you if you don't have proper representation from an experienced professional who is on your team. Give me a call and let's see how we can get you into your new home.



3 TIPS TO GET YOUR OFFER ACCEPTED

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Are you competing with other buyers on your dream home or do you want to make sure you've got the best chance of getting your offer accepted? These three buyer tips are sure to help you. I know how scary it can be and how excited you can get. It's my job to help you get your dream home. Here are a few tips.

#1 Make sure you've offered a competitive price on the home. If there are multiple offers and you are able to remove the appraisal or loan contingency, then do so. But make sure you know the risks in doing so.

#2 Put down a larger earnest money deposit. It shows that you are serious and also shows that you have money and most likely are more qualified to purchase. Be sure not to remove your loan or appraisal contingencies until you are absolutely certain that you are fully approved to purchase the home and the underwriter has given the full approval, otherwise you could stand to lose that deposit. What if you don't have enough money for a large down payment? Well, maybe you can remove some of your contingencies. For example, maybe you've seen the inspections and know the house is in great shape, you could remove the inspection contingencies. Or, you've been through the entire approval process and have DU approval, then you can remove your loan contingency so that your offer looks stronger.

#3 Let the seller know that you have not written offers on any other properties, you've verified the taxes and taken them into consideration in regards to your payment. Let them know that you are going to be as reasonable as possible in regards to repairs and requests once you go into escrow. Write them a personal letter identifying specific things in the home that you love. Believe it or not all of this helps, especially if the seller has emotional attachment to the home.

To discuss a strategy that best fits you, call me to schedule a free consultation.



APPROVAL VS. PRE-QUALIFICATION

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Approval vs. Pre-Qual



Actually Provides the Lender all necessary Docs to determine approval amount



Initial Step in the home loan process where discussion of finances - not proof!



Then decided which loan product is BEST



End up costing Thousands in the end because a Pre-qualification is not a TRUE approval



Accurate Interest Rate



Risk of losing initial deposit or even inspections for the home



Verified Employment



See past Taxes



Bank Statements

Why do you need an approval rather than just a pre-qualification? It can end up costing you thousands of dollars if you truly aren't qualified. We've been helping buyers since 2005 from making huge mistakes when purchasing that could cost thousands of dollars. A prequalification is NOT a true approval. It's the initial step in the home loan process where you just discuss your financial situation with the loan officer, but nothing is verified. The approval is where the buyer actually provides the lender with all of the necessary documentation to tell them what they are approved for, which loan product is the best option for them, and gives the buyer a better idea of the interest rate. You want to go through the entire approval process. The lender has done things like verified your employment, seen your taxes, looked at your bank statements, they've truly verified everything you will need in order to let you know how much they will loan you and what your payment will be. It's essential that you do this, otherwise you could stand to lose your initial deposit and any money that you've spent on things like inspections or the appraisal. Don't fall into that trap, call us and let us walk you through the safest and most strategic way to become a homeowner and don't forget, it's free to have an agent represent you, the seller pays for our fees but we are here to protect your best interest.



THE 10 MUST NOTS WHEN IN ESCROW

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Once you find your dream home, we need to make sure you get to move into it. The ten MUST NOTS once you're in escrow on your home. Over the years, we've seen so many buyers make these crucial mistakes after they've gone into contract with their dream home. Feel free to reach out to me, if you would like me to go into more detail on any of these. Once you go into contract don't do any of the following:

- | | |
|------------|---|
| #1 | Don't change jobs, become self employed or quit your job. |
| #2 | Don't buy a new car, van or truck or you may end up living in it. |
| #3 | Don't use any charge cards or let your accounts fall behind. |
| #4 | Don't spend any money you have set aside for closing. |
| #5 | Don't omit any debt or liabilities from your loan application. |
| #6 | Don't buy any furniture even if the payment is deferred until after closing. |
| #7 | Don't allow any additional inquiries on your credit except for insurance purposes. |
| #8 | Don't make any large deposits or take out any large deposits without first checking with your lender or your agent. |
| #9 | Don't change bank accounts. |
| #10 | Don't co-sign on a loan for anyone, no matter what! And... be sure to tell your lender if you are already a co-signer for anyone. That debt plays into your debt to income ratio. |

Give us a call and we'll be sure to give you more information about how to stay safe and assure we can close on your home once your offer has been accepted.



CONTACT US TO TALK MORE

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We would love to answer your questions and talk more about what you read in this article. We can lead you on the right path to selling your current home or buying the home of your dreams! We look forward to hearing from you!



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