

**BUYER'S
GUIDE**



The Road To Home

STEP BY STEP GUIDE TO BUYING YOUR DREAM HOME

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QUESTIONS TO ASK *yourself*

Whether you've done it before or not, the challenge of buying a home can be incredibly daunting. To help you demystify the process and get the most out of your purchase, let's examine what you'll need to consider before you buy.

To help you assess the home buying process, ask yourself these questions:

- 1 Why do I want to buy a home?**
- 2 What do I want in a home?**
- 3 Do I have enough savings for a downpayment?**
- 4 How will I finance the home loan?**
- 5 Have I considered all costs associated with purchasing a home?**
- 6 Am I ready for all the responsibilities of being a homeowner?**

WHEN YOU ARE READY,
IT'S TIME TO TALK TO A
TRUSTED
agent!

YES Realty Partners is a group of Brokers & Realtors led by Keith & Yonna Smith, here to serve the needs of anyone looking to purchase or sell a home in Charlottesville, Albemarle, & the Surrounding Counties. We are fully equipped to help you in your home-buying journey. Get to know more about our team by visiting our website! www.yesrealtypartners.com



YES REALTY PARTNERS
A Keller Williams Alliance Partner

*Are you ready to find
the home of your
dreams? What are you
waiting for? Let's start
house-hunting today!*

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BROKERS & REALTORS



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THE HOMEBUYING process

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1 MEET WITH AN AGENT

Discuss the type of home you're looking for, including style, price, and location. Have a list of preferred features ready, like # of beds/baths, basement, garage, etc

2 GET PRE-APPROVED

Meet with a Local Lender. You will need pay stubs, W2s, and bank statements. Knowing what you can afford is crucial.

3 SEARCH FOR HOMES

Not all websites are the same. Your agent will work with you to find the best matches based on your criteria and schedule showings for you.

4 MAKE AN OFFER

This can be tricky in a competitive market. Discuss your options with your agent. This includes whether or not you are asking for closing costs to be paid by the seller.

5 CONTRACT

The contract provides you with a timeline to finalize details. Your agent will inform you of your rights and responsibilities related to the contract.

6 DETAILS

Conduct an inspection, contact a lawyer or closing company, and review terms with the lender. You will be finalizing your loan and discussing the findings from the inspection. Your agent will manage this entire process for you.

7 CLOSING

This is the transfer of funds and ownership. A title company or an attorney typically acts as an independent third party to facilitate the closing.

YOUR DREAM *home*

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BUYER INFORMATION

NAME: _____

PHONE: _____

EMAIL: _____

CO-BUYER: _____

PHONE: _____

EMAIL: _____

DESIRED LOCATION:

EXTERIOR NEEDS:

- Single Family Detached
- Semi-Detached
- 1 story
- 2 story
- 3 story
- Townhome
- Condominium

INTERIOR NEEDS:

- 1 bedroom
- 2 bedroom
- 3 bedroom
- 4+ bedroom
- 1 bathroom
- 2+ bathroom
- 1.5 bathroom
- Separate dining room

EXTERIOR WANTS:

- Mature Trees
- Fenced in yard
- Large lot and yard
- Swimming pool
- Driveway
- Fire pit
- Garage
- Maintenance free landscaping

INTERIOR WANTS:

- Fire Place
- Walk in closets
- Master bath
- Eat in kitchen

ADDITIONAL COMMENTS:

home requirements

IT'S TIME TO *save up!*

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BUYER INFORMATION

EARNEST MONEY

This is an upfront, good faith deposit and is applied to the closing costs.

CLOSING COSTS

Closing fees include items such as an attorney's fee, survey fees, and document preparation fees.

DOWN PAYMENT

This is the money you will pay at closing. It's the difference between your mortgage amount and the purchase price.

Finance Tips

1 PREPARE YOUR FINANCES

Make sure to check your financial readiness for home ownership. Do you have enough savings? How is the status of your employment? Do you have debts that need to be paid off? Make sure that you are aware of all the costs of buying a house including all the taxes and closing costs that you would need to pay. Create a budget of how much you can afford and stick to it.

2 CHECK YOUR CREDIT SCORE

When applying for a home loan, having a good credit score is important. Check your credit score beforehand and take necessary steps to improve it such as lowering any debts that you have and holding off applying for any other loan. Remember, the higher your credit score is, the better the terms of loans that can be offered to you.

3 FIND THE RIGHT LENDER

Find a lender that best suits your financial situation. This should include conventional lenders as well as asset-based lenders. An experienced broker can help you find a lender that's right for you.

4 GET PRE-APPROVED

Once you've checked your credit score, prepare all the necessary documents and submit them for pre-approval. Getting pre-approved is important to know how much you can borrow.

LET'S DO THE house hunt!

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1 DON'T FORGET TO TAKE PHOTOS WITH YOUR PHONE

When touring several houses, it's helpful to take photos of every room so that you can remember the details later on.

2 BRING YOUR REAL ESTATE AGENT WITH YOU.

Your agent is the best person to accompany you when touring houses. They can easily spot red flags that you wouldn't notice. They'll also be able to identify good deals and help save you time searching for the right home.

3 CHECK YOUR CELL RECEPTION IN ALL AREAS OF THE HOUSE.

You don't want to be stuck in a home where you have to go outside just to use your phone!

4 DON'T FORGET TO SET LIMITS FOR YOURSELF.

Decide on how much you can afford. Don't let emotions take over, You will thank yourself later.

5 TEST THINGS AS YOU WALK THROUGH THE HOME

Decide on how much you can afford. Don't let emotions take over, You will thank yourself later.

6 DO YOUR RESEARCH.

Make sure the neighborhood is a good fit for you. Check out the demographic, schools, crime stats, and even registered sex offenders in the area.

7 ASK QUESTIONS.

- Are there environmental factors to consider? (factories nearby, radon, water quality, etc.)
- What is the average property tax for the area and are there HOA (Homeowner's Association) dues?
- Are there restrictions on additions, pools, parking, etc.?
- How old are big ticket items such as the roof, furnace, wiring, plumbing, foundation?

YOU FOUND THE PERFECT HOME!

now what?

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Finding the home that you like doesn't immediately mean that you are guaranteed to be the new owner of that home. You need to make an offer that will be compelling enough for the seller. Remember that this is a very important part of the homebuying process. If you make the wrong offer, the seller might end up accepting the offer of another buyer.

It can be a strong competition! But as your real estate agents, we will do our best to ensure that you are making the right offer.

- 1 Get pre-approved.
- 2 Leave some allowance for negotiation in your offer amount.
- 3 Put down a significant amount for the deposit.
- 4 Research about similar listings in the area and compare the pricing.
- 5 *** WE NEED A #5***
- 6 Offer a shorter closing period.



DON'T FORGET THE HOME inspection

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Congratulations on getting your offer accepted! It's not yet time to move in, though! Make sure to conduct a home inspection first. You want to discover flaws and damages that need repair BEFORE you move into the home.

1 Hire a professional home inspector.

No matter how meticulous you are, it is best to hire a professional home inspector.

2 Take note of this home inspection checklist:

- Foundation and structure
- Interior
- Plumbing and HVAC
- Electrical
- Infestations

3 Ask questions.

Don't be shy to ask questions like how old the roof or foundation are. You need to know these things so you'll have an idea on when you should conduct your next home maintenance.

4 Discuss the home inspection results with your agent.

No matter how meticulous you are, it is best to hire a professional home inspector.



THE CLOSING *process*

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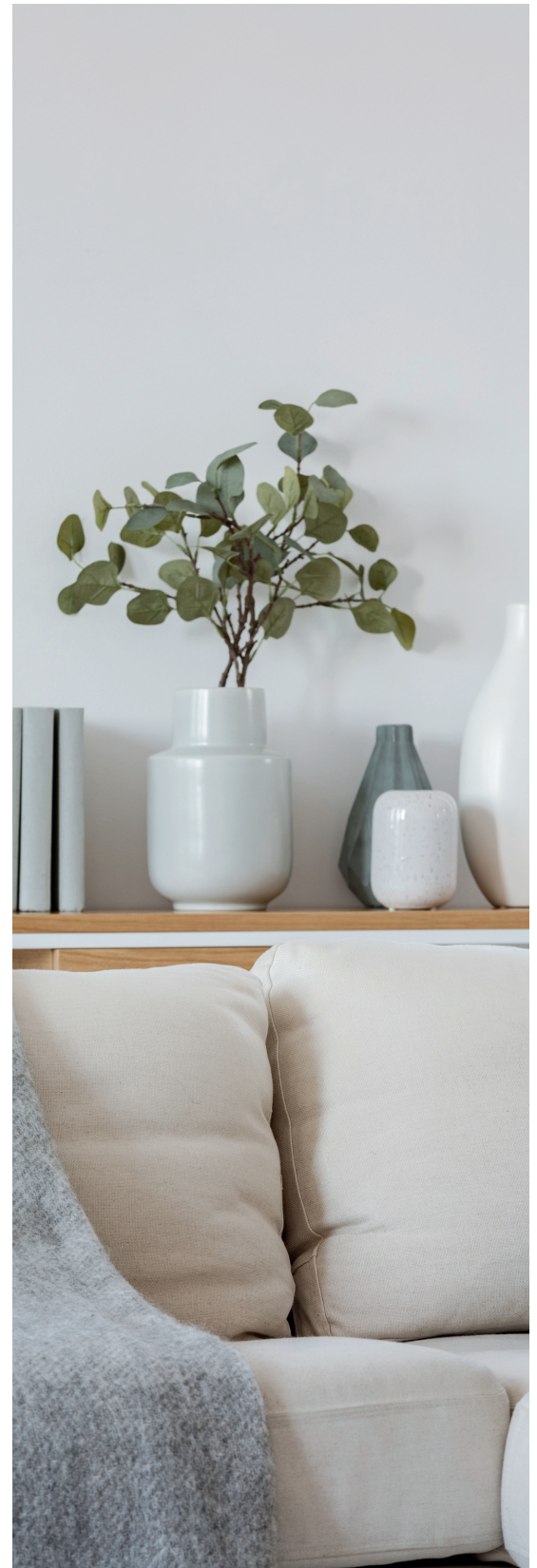
STEPS TO THE CLOSING PROCESS

- Hire a closing attorney
- Identify what payments are owed by whom
- Prepare documents for closing
- Perform a title search and purchase insurance
- Determine your closing costs
- Lock in your interest rate
- Lift real estate contingencies
- Perform a final walkthrough
- Sign all paperwork
- Ensure that the title is recorded
- Ensure that seller receives any money due

STEPS TO THE CLOSING PROCESS

SOME OF THE MOST COMMON FEES INCLUDE

- Legal fees
- Recording and notary fees, if applicable
- Title search and title insurance
- Origination, application and underwriting fees from lender
- Appraisal fees
- Local transfer taxes
- Homeowners Insurance
- Homeowners Association fees, if applicable
- Prorated taxes



TRUSTED AND CREDIBLE resources

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Recommendations on the best home inspectors, movers, plumbers, electricians, handyman, etc in your area.

LENDERS

- Jenna Stiltner, Atlantic Coast Mortgage
 - 434-531-0719
- Jay Domenic, Towne Mortgage
 - 434-960-3039
- Carl Garrett, Movement Mortgage
 - 434-466-3393

HOME INSPECTORS

- Virginia's Choice Home Inspections
 - Alex Rayfield
 - 334-221-5302
- Quarles Consulting
 - Martin Quarles
 - 434-960-3656
- Skyline Home Inspections LLC
 - Benjamin Kunkle
 - 540-205-6223

CLOSING COMPANIES

- Closure Title & Settlement
 - 434-872-0655
- Charlottesville Settlement
 - 434-817-0400
- Ralston Law Group
 - John Ralston
 - 434-817-1040
- Royer Caramanis
 - Tim Kelsey
 - 434-260-8767 ext 301

MOVERS

- Professional Movers
 - Eddie Giles
 - 434-974-4998
- Will on Wheels
 - 434-422-6939
- Moving Forward
 - 434-249-1708

PAINTERS

- ASL Painting & Powerwash
 - 434-760-1525
- Childress Paint & More
 - 434-964-9248
- The Paynes of Painting
 - 434-996-1925

LANDSCAPERS

- Davis Lawn Care
 - 434-960-5798
- Jacks Lawn & Landscape
 - 434-987-4451
- Dos Amigos Landscaping
 - 434-465-0075
- J.W. Townsend Landscapes
 - 434-973-1154

TRUSTED AND CREDIBLE *resources*

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PLUMBERS

- Absolute Plumbing
 - 434-202-5721
- Laco Plumbing
 - 434-202-5721
- Fluvanna Plumbing Services
 - 434-842-2288
- W.E. Brown, Inc
 - 434-295-1177

ELECTRICIANS

- Zane's Electrical Services
 - 434-293-6908
- Robertson Electric
 - 434-215-0216
- Jesco Services
 - 434-906-3656
- Dennis Roethlisberger
 - 434-989-7567
- Lake Home Services (Lake Monticello)
 - 434-409-7486

HANDYMAN COMPANIES

- Pythagorus Remodeling
 - 434-284-0156
- Dennis Roethlisberger
 - 434-989-7567
- Ray Muller, Jr
 - 845-399-0793

ROOFING COMPANIES

- Lynch Roofing
 - 434-218-0026
- Melvin Johnson
 - 434-589-1382
 - 434-962-0414
- Ben Novak
 - 434-907-5770
- DNA Softwash & Roof Cleaning
 - Dallas Kirby
 - 434-760-2128

TERMITE, WELL & SEPTIC

- AKS Pest Control
 - 540-661-2608
- Holistic Pest Control
 - 434-245-6125
- All In Septic
 - 804-523-0439
- American Pest Control
 - 434-218-7688
- Foster Well & Pump
 - 434-973-9079

MISCELLANEOUS

- Driveway Paving & Sealing
 - Ryan Ducharme
 - 434-546-2532
- Mold/Radon Remediation
 - Central VA Radon
 - 434-981-5261
- Floors by Collier
 - 434-825-0112
- European Stone Concepts
 - 434-589-8744