



Buyer Guide

A Complete Guide To The Home
Buying Process



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STARTING THE JOURNEY...

of obtaining **HOME OWNERSHIP**

I have made it my goal to become a master of the home-buying process and I am here for you. Helping people like you buy their homes over the years has allowed me to master the skills of the process. My professionalism, consistency, and dedication is what drives me to help serve you!

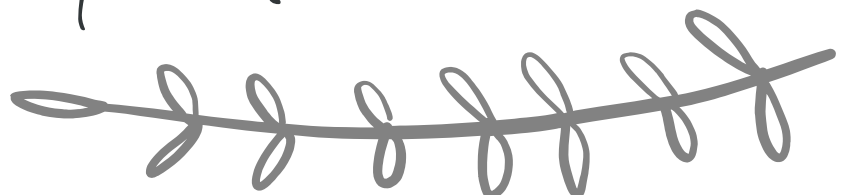
This guide is information gathered over my experience in real estate that will help answer your questions and help you fill any blanks all while making this process easier for you.

Once you have gone through this guide and you still feel like you have questions or need clarification, let me know. Helping people is my passion as I am a community market leader. Let me help provide you an amazing service as I help you through one of the biggest journeys one can go on.

Hoping to help in any way possible,

BEST REGARDS,

Nicole Tournau



1.

IT'S TIME FOR *you to buy a house*

As this can be a very stressful time, I want to ensure your confidence in me to let you know I am here to help the process run effortlessly and smoothly; always putting you and your family first. This is something I am passionate about and enjoy doing; therefore, I am happy to help guide you through the entirety of the process.

My goal as the communities market leader is to provide those in our community with an immaculate service. With my years of combined work, digital marketing strategies, online platform, and a heart that cares more about serving you than selling you, I can ensure you have my full integrity in this process.

"Love where you live, Live where you love"

WHAT ARE YOUR *goals & objectives*

What is the reason you are buying? Is it because you have to sell your home? Are you looking to upgrade? Are you looking to downgrade? Do you need to relocate for a job? Are you moving to be closer to family? Are you moving to be in a nicer area or closer to better schools? This is all very important why you are moving and what you are looking for. When I know what you are looking for I can better accommodate you and your needs! 'Why' is it that you are wanting to buy right now?



2.

Let's figure it out &

WRITE IT OUT

For me to better understand what you are looking for, I want to cover the bases and ensure that you do to by explaining the reasonings behind your move. Fill out the boxes below and elaborate for better communication in this process!

I want to buy a house because...

Owning a house would make me feel...



3.


GETTING DOWN TO IT

Yes, knowing your why is extremely important, but so is having a vision in mind. Being verbal about what assets and characteristics of a home are important to relay over to your agent so we have the same idea in mind when looking for that perfect home. Do you need land for outdoor amenities? Are you a chef and would love a gourmet kitchen? Let me know so we can find this dream and make it a reality!

the features of the home most important to me are...



it's important for my house to be...



4.

WHAT TO EXPECT

getting from point A to point Z

- 1** *Initial Consultation*
We will discuss your goals and how we can help you achieve them. I love meeting in person, but have virtual options.
- 2** *Mortgage Pre-Approval*
This will give you an essential tool you need to make an offer once you find the right home.
- 3** *Instant Home e-Alerts*
We give you priority access to homes that match exactly what you're looking for as soon as they become available.
- 4** *Showings*
Working around your schedule, we will make appointments at the homes you have chosen to see.
- 5** *Drafting an Offer*
We will discuss the terms of your offer and compile them into a contract.
- 6** *The Negotiation*
I will fight for every penny as though it is my own money.
- 7** *Managing the Details*
I manage all the details necessary to get you to the finish line.
- 8** *Closing*
You will receive keys and become the owner of your new home, yay!
- 9** *After Closing*
I pride myself on maintaining life-long relationships with my clients and continuing to bring value to you.

5.

important information regarding

FINANCING PROCESSES

Before you start looking at homes for sale, get your financial house in order. If you don't know your credit score, now's a good time to check it. If you think it doesn't look right, request your free credit annual report from www.myFICO.com and fix any errors you spot!

Finding a Lender

Not every lender is right for you. I have compiled a list of questions to help in the decision making process. Here are a few:

- *Google your prospective lender and check reviews and testimonials.*
- *Ask what their current turn time is and does that work for you?*
- *What types of loans programs do they offer and specialize in?*
- *What are the fees associated with the loan they are offering?*

I also have preferred lenders and we can provide that list upon request.

Basic Information You Will Need to Apply

Depending on your situation you may need additional documentation, such as retirement and pension papers, divorce decree, or child support orders. However, this short list will be a great start:

- ☐ Past 2 Pay Stubs
- ☐ Past 2 Bank Statements (All Pages)
- ☐ Past 2 Years Tax Returns
- ☐ Past 2 Years W2's and/or 1099's
- ☐ Driver's License
- ☐ Social Security Card

Payment over Purchase Price

Of course the purchase price of your new home is important, but at the end of the day you will be living with the monthly payment. Work with your lender to determine what you can comfortably afford.

Pre-Approved vs. Pre-Qualified

A Pre-Qualification is an informal you "might qualify for", non-committal determination by the lender or mortgage broker.

A Pre-Approval is a formal determination in writing, on a loan amount up to a specified amount from the lender or mortgage broker. This gives you more negotiating power and leverage.

6.

ALL ABOUT ESCROW

Escrow is the neutral 3rd party that takes paperwork from all sides, handles the process of delivering funds to the appropriate parties, and works with a title company to ensure the deed is recorded in the buyer's name - basically the middle man! Escrow is also a process in which all that is handled, and can take anywhere from 20-45 days depending on various variables. Below you will find an example timeline of a 30 day escrow. Please know, nothing is ever set in stone in escrow - everything is always subject to change.

01

Open Escrow

Your contract is accepted!!

02

Earnest Money Due

Earnest Money is due upon acceptance of your offer and the opening of escrow. This is your 'good faith' deposit.

03

Seller Disclosures Due

The seller is contractually obligated to disclose all material facts (eg., any leaks, insurance claims, major renovations/repairs, etc) and the paperwork is due 3 days after opening escrow.

10

Physical Inspection Period Ends

You have 7 days (by default unless otherwise negotiated) to conduct any and all inspections and decide if you would like to negotiate repairs and move forward. During this time you can back out and still have rights to your deposit.

27

Loan Contingency Period Ends

Your lender has 3 days prior to close to collect documentation and decide if you are fully approved or not. If they claim you are not, you can still backout as long as it's prior to 3 days before closing, and you'll still have rights to your deposit.

28

Final Walkthrough

Just a few days before escrow closes, you'll walk through the property to ensure all requested repairs are done, and to make sure the property is in the same condition as it was when you submitted the offer.

30

Closing

The papers are signed and the deed is recorded. You will receive keys and become the owner of your new home!

7.

how much is it actually costing

WHEN BUYING?

Earnest Money Deposit

DUE IMMEDIATELY AFTER CONTRACT ACCEPTANCE

Typically the EMD amount is determined based on the purchase price in our market. It's common for 1-2% of the purchase price. It can be delivered by wire (usually there's a \$20-30 fee included), cashier's check or personal check. This will become part of your downpayment and is not an additional fee.

Down Payment

DUE AT CLOSE OF ESCROW

The amount you will need for a downpayment is determined by the type of loan you qualify for. FHA is a minimum of 3.5% whereas conventional loans can range anywhere from 3 - 20%. Ask your preferred lender for options available.

Home Inspection

DUE AT TIME OF INSPECTION

We always recommend hiring a home inspector, as you never truly know the real condition of the home from just the outside. The cost ranges from inspector and details such as size of home and if there's a pool. We typically see \$300 - 500, payable by credit, cash or check. This is an additional fee.

Appraisal

DUE AT TIME APPRAISAL IS ORDERED

Like home inspections, appraisals also range on the appraisers and size of the home. They are hired by the lender to ensure that the property is worth what they are lending to the borrower, they range from \$400 - \$1000.

Closing Costs

DUE AT CLOSE OF ESCROW

Closing costs are the fees included for escrow, title and lender services. They range from 2 - 5% of purchase price. We go into detail on the next page as to what those fees entail.

IMPORTANT!!!

You will pay for a home inspection report and an appraisal report (if financing) which is nonrefundable (approximately \$1,000) if these services are completed, even if you do not end up buying the home.

8

what are

● CLOSING COSTS?

Closing costs are the lender third-party fees paid at the close of a real estate transaction and due at the close of escrow (hint the name). The buyer's closing costs usually total 2% - 5% of the final sale price which may include but are not limited to:

Escrow Fees

Paid to the escrow firm for their services.

Lender Fees

This can include everything from underwriting to loan discount points, which can be purchased to lower your interest rate.

Homeowners Insurance

Required by most lenders, you will typically pay your premium for one year.

Private Mortgage Insurance

Typically required if your down payment is less than 20%.

Title Insurance

A one-time fee, required to protect you in case the seller doesn't have full deed to the property. Typically paid for by seller, but is negotiable.

Property Taxes

You will typically pay six months of county property taxes up front.

Recording Fees

Paid to the city or county to record your deed in public records.

Home Warranty

If this is not provided by the seller, you may choose to purchase one.

Homeowners Association Dues and Transfer Fees

If your home has a homeowner's association, you will pay 1 - 6 month's dues upfront at closing. There may also be a transfer fee, and responsibility would be determined during contract negotiations.

**Please check with your lender for the full scope of what your actual closing costs will be.*

9.

AFTER ESCROW

checklist

So you got the keys to your amazing new home... Congratulations! Time to move allll the boxes, and start the amazing experience of homeownership. You've got a lot on your plate, so we want to highlight some important tasks that are necessary for a smooth, comfortable transition.

☐ *Change Over Utilities*

Although this is on the 'After escrow checklist', we recommend that you call the utility companies 1 - 2 weeks before closing to schedule the transfer of service into your name and start service the day of closing.

- ☐ GAS
- ☐ ELECTRIC
- ☐ INTERNET
- ☐ WATER
- ☐ TRASH

☐ *Update Change of Address at Post Office*

This can either be done at the local post office, or by visiting the link: <https://moversguide.usps.com/mgo/disclaimer>. Please note there is a \$1.05 processing fee with the online option.

☐ *Update Change of Address With Your Bank*

This can be done at your local bank, online, or by making a quick phone call.

☒ *Guess what?*

With your consent, I will send an change of address postcard to your provided list of friends and family! We'll leave it to you to have the housewarming party :)

☐ *Register Your Home Warranty*

Among the piles of paperwork, you'll receive your home warranty which you can register online. If you cannot find it, simply call us and we will send you in the right direction.

Commandments of Buying a Home

1

Thou shalt not change jobs, become self employed or quit your job.

6

Thou shalt not buy furniture even if the payment is deferred until after closing.

2

Thou shalt not buy a new car, van or truck (you may end up living in it).

7

Thou shalt not allow any additional inquiries on your credit except for insurance purposes.

3

Thou shalt not use charge cards excessively or let your accounts fall behind.

8

Thou shalt not make large deposits without first checking with your lender.

4

Thou shalt not spend money you have set aside for closing.

9

Thou shalt not change bank accounts.

5

Thou shalt not omit debts or liabilities from your loan application.

10

Thou shalt not co-sign on a loan for anyone. If you have ANY questions, or recently broke a "commandment", call/email your lender.

This is a list of items that could potentially effect your credit and your ability to purchase a home, this is meant to be used as a list of what not to do!

Welcome Aboard!

Buying or selling your home is like taking an airline flight across the country. When you start on your trip, you have no idea how the trip will go. Neither does the pilot! You could run into 50 different types of turbulence or you could have a smooth flight and land on time. Certainly, the pilot will try to use his or her experience to navigate around storms and go for the smoothest flight plan, but if they're honest, they can't promise a turbulence-free trip. Their job is simply to get you to your destination in the least time and with the least amount of aggravation, while keeping you informed throughout the trip. As your real estate consultant, I see myself as the pilot of your plane. My job is to assist you in buying or selling your home with the least amount of aggravation. I can't promise you there won't be turbulence, but I can promise that I'll utilize my experience and expertise to take you on the smoothest flight possible. And if we do hit turbulence, I won't bail out on you! I'll be your teammate throughout the flight until we get you safely to your destination. I look forward to a safe and timely landing! If you have any friends or family who would like to travel with me, please give me a call with their name and number. It helps me keep "fares" low and gives you First Class Service!

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Experience a first-class real estate journey ✈