

Buyer's Guide

Taking you from LISTED to SOLD!



Jennifer Greenfield

REALTOR®

Boot Team Realty

972-978-0127





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A modern living room with a grey sofa, a wooden coffee table, a fireplace, and large windows. The room is bright and airy, with a neutral color palette. The text is overlaid on the image in a white, elegant font.

Welcome!

Whether this is your first home or your fifth, buying real estate is a big decision — and I'm honored to be part of your journey.

This guide is designed to give you clarity, confidence, and a clear path forward. From financing and showings to negotiations and closing day, I'll be here to guide you through every step.

My approach is never one-size-fits-all. Your needs, pace, and goals are important — and I'll tailor every part of the process to your needs.

Time is of the essence, Your dream home could be on the market right now at this very minute.

Let's move with purpose
— and find the right home.

Why Work with Me?

When it comes to buying a home, you don't just need a Realtor — you need a trusted guide, skilled negotiator, and local expert.
That's where I come in.

I combine market insight with personalized service to help you find the right home, negotiate with confidence, and make smart decisions every step of the way.

From loan pre-approval to closing day, I stay hands-on and proactive — protecting your interests, answering your questions.

I listen and focus on your needs. I treat your goals like my own and work tirelessly to help you move forward with clarity.

I'm not here to just open doors —
I'm here to guide you through the process.

Buying Timeline!

THIS ISN'T JUST A HOUSE. IT'S YOUR NEXT CHAPTER.

1. BUYER CONSULTATION:

We clarify your goals, timeline, and budget to build a strong game plan.

2. PRE-APPROVAL:

Your lender confirms buying power and issues a pre-approval letter.

3. HOME SEARCH:

We tour homes, refine your criteria, and move fast on the right house.

4. SUBMIT OFFERS:

I write a competitive offer and diligently negotiate on your behalf.

5. INSPECTIONS & OPTION PERIOD:

We review the inspection and negotiate repairs if needed.

6. APPRAISAL & FINAL APPROVAL:

Your lender orders the appraisal and clears your loan to close.

7. FINAL WALKTHROUGH:

We make sure everything is in the agreed-upon condition.

8. CLOSING DAY:

You sign, fund, and officially become a homeowner.

Financing Your Home!

Understanding your financing options is the first big step in buying with confidence.

HERE IS WHAT TO EXPECT:

1. USE A TRUSTED LENDER:

I am happy to connect you with local pros who get the job done — no surprises.

2. GET PRE-APPROVAL:

A lender will confirm your budget and strengthen your offer with a pre-approval letter.

3. EXPLORE LOAN OPTIONS:

Choose from conventional, FHA, VA, or USDA — your lender will guide you.

4. KNOW YOUR COSTS UPFRONT:

Be prepared for your down payment, closing costs, inspection, and appraisal.



This isn't just an approval.
It's your buying advantage.

Showing Expectations!

BE READY TO ACT QUICKLY:

Great homes don't sit long. I'll help you stay ahead of new listings and move fast when it matters.

STAY FLEXIBLE WITH SCHEDULING:

We'll do our best to accommodate your calendar, but quick availability can give you an advantage — especially in a competitive market.

LOOK BEYOND THE SURFACE:

Cosmetic issues like paint or flooring can be changed. Focus on layout, location, and long-term potential.

TAKE NOTES & STAY ORGANIZED:

After a few homes, details blur together. Keep track of what you liked (or didn't) — it helps us fine-tune your search.

ASK QUESTIONS IN REAL TIME:

I'll point out pros, cons, and things others might miss — and I encourage you to ask anything on your mind.

FEEDBACK HELPS US REFOCUS:

If a home misses the mark, your input helps us pivot and refine our next steps.

Making Offers!

KNOW THE MARKET:

I'll help you understand current pricing trends and how to structure a strong offer based on local data.

MOVE QUICKLY WITH STRATEGY:

When the right home comes along, timing matters. We'll act fast — but smart.

OFFER MORE THAN JUST PRICE:

Strong terms can make your offer stand out. I'll help you consider things like earnest money, option periods, and closing timelines.

NEGOTIATE WITH CONFIDENCE:

I'll advocate for your best interest and guide you through counteroffers and contingencies with clarity.

STAY FOCUSED ON THE GOAL:

Emotions can run high. My job is to keep you focused, protected, and moving forward — always with your long-term goals in mind.



Escrow to Close!

1. CONTRACT ACCEPTED:

Once your offer is accepted, the home officially goes “under contract.”

2. OPTION PERIOD (IF APPLICABLE):

You’ll complete your home inspection and decide whether to move forward, request repairs, or renegotiate.

3. APPRAISAL ORDERED:

Your lender will order an appraisal to confirm the home’s value.

4. LOAN FINALIZATION:

The underwriting team reviews all documents and issues the final loan approval — also known as “clear to close.”

5. TITLE & INSURANCE:

The title company prepares closing documents, confirms legal ownership, and coordinates with your lender.

6. FINAL WALKTHROUGH:

We’ll do a final check to ensure everything is in agreed-upon condition before you sign.

7. CLOSING DAY:

You’ll sign all paperwork, fund your loan, and receive the keys — you’re officially a homeowner!

Let's Stay Connected!

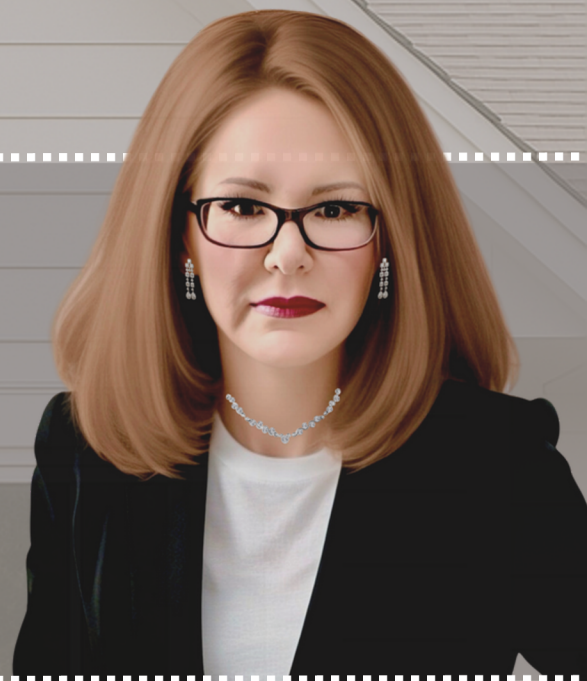
I'm here for whatever comes next
— questions, referrals, or your next move.
You can count on me — now and always.



Jennifer Greenfield
REALTOR®

Boot Team Realty

972-978-0127



JGreenfield.tx@gmail.com



@JenniferGreenfieldRealtor



@DFW.TEXAS.REALTOR



BootTeamRealty.com

Buyer Cost Expectations!

<u>EXPENSE</u>	<u>ESTIMATED COST</u>	<u>WHEN TYPICALLY PAID</u>
OPTION FEE	\$100 to \$300	IMMEDIATELY AFTER CONTRACT IS SIGNED
EARNEST MONEY	1% to 3% of Purchase Price	WITHIN 3 DAYS OF SIGNED CONTRACT
INSPECTION FEE	\$350 to \$600+ Depends on Chosen Inspector	DURING OPTION PERIOD
APPRAISAL (IF FINANCED)	\$400 to \$700+	ORDERED BY LENDER AFTER OPTION PERIOD
SURVEY (IF APPLICABLE)	\$400 to \$600	ORDERED BY LENDER AFTER OPTION PERIOD

***** DISCLAIMER: NOT GUARANTEED *****

Some buyer expenses — like closing costs, home warranties, or repairs — may be negotiated depending on market conditions and seller flexibility. These opportunities are not guaranteed and vary by situation, but I'll guide you through every option to strengthen your offer.

Your lender will also provide a separate breakdown of loan-specific costs, including fees, interest rates, and prepaids. These vary by lender and loan type and are not determined by your Realtor.