


BUYERS CONSULTATION



#TEAMFAST

#1 REVIEWED SF BAY AREA TEAM ON ZILLOW (11 YEARS EXPERIENCE)

We are #TEAMFAST at EXP REALTY, a fast paced, energetic Real Estate Team that helps clients proactively sell, buy and invest in real estate. We service the entire San Francisco Bay Area. While most realtors sell 4 homes a year, we sold over 100 last year!

We go above and beyond to make sure you get all of the information on a buy and maximize your profit for a sale, and our phones are answered 7 days a week.

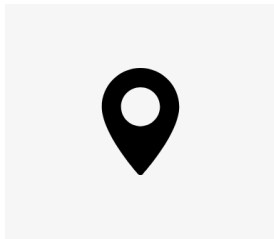
When working with our team, clients receive proactive communication and a results-driven approach. "Most people don't just want to sit on the market. They want to sell, which is why they choose us. Our clients know they are going to receive top dollar for their existing home and are going to get the best deal available on their purchase."

#TEAMFAST has assembled a comprehensive team of real estate experts who specialize in outstanding client service, home needs analysis, and aggressive marketing and advertising. Along with our team, we ensure complete success in meeting our clients' real estate needs, whether buying their dream home or selling their existing property.

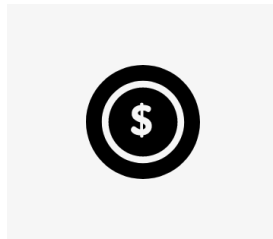
In a fast paced market, our listings are selling for 105% percent of list price. More than 91 percent of the listings are receiving multiple offers through our customized marketing strategies.

THINGS TO CONSIDER

When buying a house, everyone has priorities. The buying process is complex and takes time, and it's easy to get off track. Having written priorities is a helpful way to guide you through the process without forgetting some of the features that are important to you and your family. Your realtor will also want to understand your prioritized list. Understanding which features mean the most, will help eliminate houses that won't work for you and compare the homes that will.



LOCATION



AFFORDABILITY



SIZE

TOOLS FOR YOUR HOME SEARCH

Although Zillow may be the most popular platform buyers use to search for their dream home, it does not have the most up to date data from the MLS. Our team is equipped with the best tools in the industry to help our clients with their search.

Real Scout

Imagine your dream house. How would you describe it? Does natural light flow in through skylights and french doors? Are the streets lined with trees?

A good realtor learns what you're looking for and suggests homes based on his or her intimate understanding of the inventory in a particular neighborhood. Ironically, the way people describe the home they're searching for is incompatible with today's real estate search portals. RealScout is laying the foundation for a more personal home search.

#ROADMAP

1

FINDING YOUR NEW HOME

INITIAL CONSULTATION

Understand your objectives, priorities, and time frames.

Examine local market conditions.

Discuss lending qualification.

Define how we will work together.

FINANCING

Obtain loan pre-approval letter from lenders.

Determine budget and price range for home.

Prepare proof of funds if purchasing with cash.

HOME SHOPPING

Setup online home search.

Tour properties that meet your home search criteria.

Monitor market activity.

MAKE AN OFFER

Review comparable sales and discuss appropriate offer strategies.

Prepare detailed offer package.

Negotiate the best possible price for your new home!

2

THE ESCROW

ESCROW SETUP

Identify title company.

Submit purchase contract and initial deposit funds to escrow.

SUBMIT HOME INFO TO LENDER

Submit purchase contract to lender for processing.

Confirm contingency removal and dates

INSPECTIONS AND PROPERTY CONDITIONS

Conduct buyer inspections; property, pest, chimney, roof, etc.

Conduct review of seller disclosures and HOA documents (if applicable).

INSPECTION REVIEW

If new critical issues are discovered during buyer inspections, negotiate repairs or renegotiate price.

3

CLOSING PROCESS

SIGN-OFF AND LOAN FUNDING

Review all closing and transaction costs.

Sign loan documents.

Provide cashier's check or send wire for down payment and closing costs.

Lender sends balance of funding to title company one business day prior to close.

FINAL WALKTHROUGH

Confirm property condition and completed repairs, if any. Property condition should be consistent with condition on date of contract acceptance.

RECORD AND CLOSE ESCROW

Deed is recorded in person at county recorder's office by title company representatives.

FUNDING YOUR HOME PURCHASE

Financial pre-qualification or pre-approval

- Application and interview
- Buyer provides pertinent documentation, including verification of employment
- Credit report is requested
- Appraisal scheduled for current home owned, if any

Underwriting

- Loan package is submitted to underwriter for approval

Loan approval

- Parties are notified of approval
- Loan documents are completed and sent to title

Title company

- Title exam, insurance and title survey conducted
- Borrowers come in for final signatures

Funding

- Lender reviews the loan package
- Funds are transferred by wire

Why pre-qualify?

We recommend our buyers get pre-qualified before beginning their home search. In a seller's market, homes enter into a contract within few days of hitting the market. We want to avoid the frustration of not being able to make an offer on the home you love by setting you up for success from the start.

MAKING AN OFFER

Once you have found the property you want, we will write a purchase agreement. While much of the agreement is standard, there are a few areas that we can negotiate:

The Price

What you offer on a property depends on a number of factors, including its condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a low offer just to see if the seller accepts, this often isn't a smart choice, because the seller may be insulted and decide not to negotiate at all.

The Move-in Date

If you can be flexible on the possession date, the seller will be more apt to choose your offer over others.

Additional Property

Often, the seller plans on leaving major appliances in the home; however, which items stay or go is often a matter of negotiation.

Typically, you will not be present at the offer presentation - we will present it to the listing agent and/or seller. The seller will then do one of the following:

- Accept the offer
- Reject the offer
- Counter the offer with changes

By far the most common is the counteroffer. In these cases, my experience and negotiating skills become powerful in representing your best interests.

When a counteroffer is presented, you and I will work together to review each specific area of it, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.

Once the offer is accepted, the buyer has three business days to initiate earnest money deposit (EMD). Typically 3% of purchase price.

INSPECTION CONTINGENCY

A home inspection contingency could well be the most important one for home buyers. This contingency gives buyers the right to have their new home professionally inspected after putting down earnest money. And finalizing the real estate transaction usually hinges on this contingency. If something is wrong, a contingent offer allows the buyer to request that it be fixed and to renegotiate the price—or back out of the sale.

It's rarely advisable to waive an inspection contingency, and home buyers should generally consider this a must-have clause in a sales contract. Once you know the problems, you can talk with the sellers about what they need to fix before you buy the home.

APPRAISAL CONTINGENCY

With this real estate contingency, a third party hired by the mortgage lender evaluates the fair-market value of the current home for sale. In the event that the appraised value proves to be less than the sale price, the appraisal contingency lets you back out of the deal.

In hot markets, eager buyers might feel pressured to waive a contingency, but they could end up paying more. However, the lender will only put up a certain amount of money for the appraised cost—which may not be the asking price—and the buyer will have to cover the rest.

For example, let's say you have a fixed-rate loan that covers 90% and you need to put 10% down for a home selling for \$500,000. If the property is appraised at \$475,000, the lender is only going to cover 90% of that appraised value, or \$427,500. In this case, instead of a \$50,000 down payment, you would be expected to put down \$72,500 to cover the difference. Waiving this contingency in the purchase contract can be a gamble.

LOAN CONTINGENCY

You don't want to sign a property sale without having the money to back it up. A mortgage contingency is a contingency that protects the buyer and seller from getting into a real estate sale without a proper loan. Under this contingency, the buyer has a specified period of time to obtain a loan that will cover the mortgage after the offer is accepted. If the buyer can't get a lender to commit to a loan, the buyer has the right to walk away from the sale with the down payment.

Like an appraisal contingency, eager buyers and sellers in hot real estate markets might want to waive this contingency for the current home for sale, especially if cash is on the table. But waiving this contingency means that if your mortgage lender delays or denies your loan after a seller accepts your offer, you can lose the deposit during escrow, so it's a risky venture.

PROPERTY TRANSFER TAX

Transfer tax is a transaction fee imposed on the transfer of land or real property from one person (or entity) to another. Transfer tax includes country transfer tax and city transfer tax (if applicable).

CLOSING COSTS

Closing costs are fees associated with your home purchase that are paid at the closing of a real estate transaction. Closing is the point in time when the title of the property is transferred from the seller to the buyer. This includes escrow fee, loan origination fee, title insurance, underwriting fee, etc.

SEWER LATERAL

In 2009, the United States Environmental Protection Agency (EPA) and the California Regional Water Quality Control Board ordered the East Bay Municipal Utility District (EBMUD), six East Bay cities and one sewer district to fix old, cracked sanitary sewer pipes. Affected property owners must obtain a certificate from EBMUD certifying that all of their private sewer lateral are leak-free. Property owners may also voluntarily choose to have their laterals tested and certified.

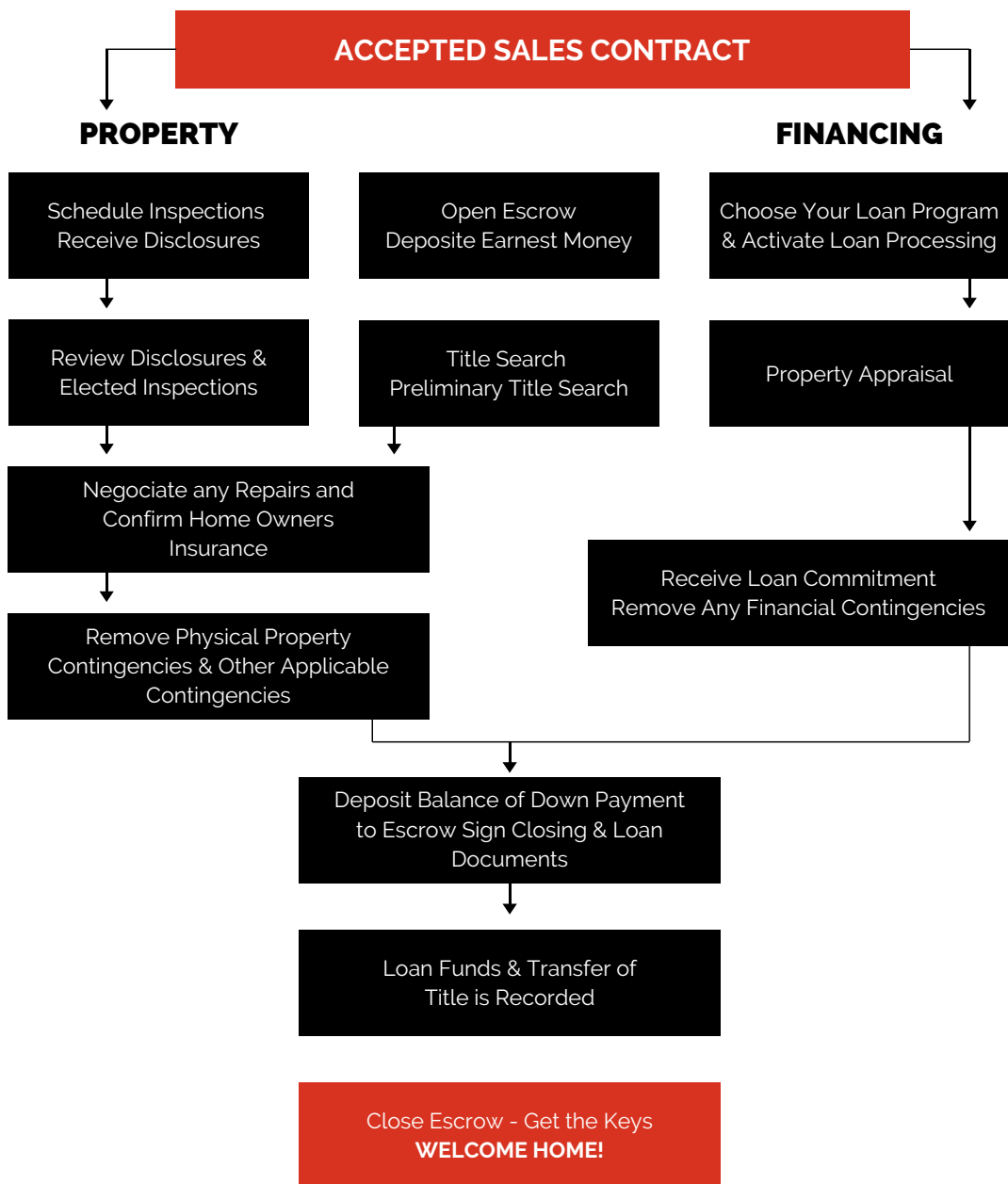
SIDE WALK ORDINANCE

The Side Walk Ordinances address the backlog of private sidewalk repairs in the City of Oakland and reduce City liability related to private sidewalk damage. The ordinances would require sidewalk repairs upon title transfer of real property and would establish joint liability for injuries resulting from sidewalk damage.

#ESCROW

LIFE OF AN ESCROW

Once your contract is accepted, the escrow process begins. Working closely with your agent and lender will ensure a smooth and successful transaction.





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REAL
ESTATE**

BROKERED BY
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REALTY