

ELIZABETH THOMAS

GIA Real Estate



254.394.3742

Buying A New Home

THE STEPS TO PURCHASING YOUR NEW HOME, WHAT YOU
NEED TO HAVE READY, AND HOW WE WILL GUIDE YOU
THROUGH THE PROCES.



Elizabeththomasrealtor



Elizabeththomas_

HOW NICE TO
meet you.

Thank you for choosing to put your trust in me for the process of buying and/or selling your home. I am committed to ensuring that ALL of your real estate needs are not just met, but exceeded! I've created this book for your convenience and I hope that it will be a valuable resource. While the entire process is outlined for you here, please know that I will be staying in constant contact with you throughout the process.

Elizabeth Thomas

254.394.3742

elizabeth@acerealestateco.com



"Giving you the fun, stress free home buying experience you deserve"

testimonies

Elizabeth is an excellent agent who has accompanied, instructed, calmed ruffled feathers and stayed by our side during our process. We sold a home in the throws of building a home. Her resources are exemplary and spot on. I've dealt with other realtors and none compare.

• I V E T T E

Elizabeth made home buying so easy for us! She was always able to calm our nerves and answer any questions we threw in her direction. She was able to help us get our first home and we couldn't be more excited!

• S A B R I N A

Elizabeth was a joy to work with through this entire process. Certain parts of it felt like an uphill battle trying to find the right home in our price range but Elizabeth helped us through the entire thing and kept our spirits up! We feel lucky to have found her and got to work with her.

• J O N A T H O N

Elizabeth is a joy to work with. She is always smiling, always helpful, finds homes that fit your criteria without overstepping size, location and especially price. After we closed we received the sweetest closing gift personalized for us. On our day of move in, she stopped by with a treat for our family. Since then we have received a few gifts that are incredibly thoughtful to the time of year and family interests. The whole team is wonderful but we adore Elizabeth!! If you ever need someone to sell or buy or both, she is your girl! She takes care of you like you're her family.

• D E B

MY COMMITMENT TO YOU

1

GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! Looking at dozens of homes every week, I can help you identify potential problems within a home.

2

HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

3

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

4

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities affect the value of a home, we will make sure we submit a competitive offer on the right house for you.

5

NEIGHBORHOOD EXPERT

Working daily in neighborhoods with inspectors, contractors, and negotiating with sellers, I have the market knowledge you need to get the best results from your purchase. Understanding the local real estate market can go a long way when it comes time to make an offer on a house.

6

PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. Hopefully making buying a home a fun and stress-free process.

stage one

STAGE ONE : PREP WORK



GET PRE-APPROVED FOR A MORTGAGE

When you're ready to start house hunting, it's time to get pre-approved for a mortgage. When you apply, your lender will give you a pre-approval letter that states how much you're approved for based on your credit, assets, and income. You can show your preapproval letter to your real estate agent so they can help you find homes within your budget.

To get pre-approved, you need to apply with your lender. The preapproval process typically involves answering some questions about your income, your assets, and the home you want to buy.

Pre-approvals are a dress rehearsal for your mortgage and are necessary to make a serious offer on a home. They typically expire after 90 days and can be refreshed if you don't find the home you're looking for in that time. Know that pre-approvals don't guarantee your mortgage approval or interest rate. After you're pre-approved, avoid opening new credit lines or making large debt payments that can impact your FICO score.

Working with a lender to get preapproved for a mortgage is an important step in accurately determining your budget. A mortgage preapproval will give you real numbers since the lender will have detailed info about your finances. That includes a hard inquiry, which will show up on your credit report. The good news: If you apply with multiple lenders around the same time, it'll only count as one hard pull.

I have many lenders I can recommend depending on your situation! Once we are able to discuss your wants & needs - I will get you in contact with the right person!

stage two

STAGE TWO : THE SEARCH





YOUR WISHLIST

CREATE A WISHLIST

Make a list of the things you'll need to have in the house. Ask yourself how many bedrooms and bathrooms you'll need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your kids and/or pets to play in?

Once you've made a list of your must-haves, don't forget to think about the kind of neighborhood you want, the types of schools in the area, the length of your commute to and from work, and the convenience of local shopping. Take into account your safety concerns as well as how good the rate of home appreciation is in the area.

Time to See homes!

stage three

STAGE THREE : UNDER
CONTRACT & CLOSING





YOU'VE FOUND

The One

NOW IT IS TIME TO MAKE AN OFFER

WRITING AN OFFER

Before you make an offer on a house there are three key elements that you'll want to have in place before you make an offer on a house.

The first is a mortgage preapproval from at least one lender. Ideally, you should get preapproved before you start looking at houses. It can be time-consuming to pull together all the required documents, but most importantly, a preapproval lets you know how much house you can afford. Having a preapproval in hand also lets the seller know that you're serious and provides reassurance that the deal will close. That can be extra helpful in a scenario where the seller is in a hurry to move.

Second, know your market to ensure you're making a competitive offer. This can be based on comparable sales, other market information from your own research, or a comparative market analysis provided by your real estate agent.

Your offer got Accepted!

Option money - An option fee is an agreed amount of money paid by a Buyer to a Seller for the option to terminate a real estate contract. During your option period you will get an inspection & negotiate repairs. If the deal closes, the option money is typically credited toward your home purchase.

Earnest Money - Earnest money is an amount agreed to in the real estate contract that you will pay soon after entering into a contract as a show of "good faith" that you intend to purchase the property. If the deal closes, the earnest money is typically credited toward your home purchase.

ORDER AND ATTEND INSPECTION

A basic home inspection can raise issues you might face down the road and point out any necessary repairs. This visual assessment covers all aspects of the house and its systems, from the foundation to the roof. If you have a particular concern, like mold or radon, you may want to get one of the more specialized types of home inspections in addition to a standard inspection.

You choose the home inspector and pay for the home inspection. If it uncovers problems that weren't included in the seller's disclosures, you may be able to negotiate with the seller

FINALIZE HOME INSURANCE

It might feel a little strange to take out an insurance policy on a home you don't actually own yet, but most lenders make securing homeowners insurance a condition of giving you a mortgage. You'll want enough coverage to fully replace the home (which might not be the same as your purchase price or the appraised value), and typically the policy should become effective on your closing date.

ORDER APPRAISAL

We go the extra mile during this phase of being under contract, meeting the appraiser at your home, and creating an information packet that helps the appraiser



CLOSING DAY

CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

FINAL WALKTHROUGH

We will do a final walk of the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
 - Open and close garage doors with an opener
 - Flush toilets
- Run the garbage disposal and exhaust fans

CLOSING TABLE

Who will be there:

- Your agent
- Title Company

BRING TO CLOSING

- Government-issued photo ID
- Copy of the sales contract

RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially homeowners!! Time to throw a party and get to know your new neighbors!

FINAL THOUGHTS

I would love to work with you, please reach out if you have any questions.

ELIZABETH THOMAS

254.394.3742

