



## BUYER NEXT STEPS GUIDE

To ensure an enjoyable and fulfilling home purchase, it may be a good idea to consider the responsibilities of home ownership.

Home ownership has many benefits when compared to renting, but select differences must be considered. Along with the ability to add and remove walls or to paint your walls crazy colors, comes the responsibilities of mortgage payments, taxes, and frequent home maintenance. We suggest that sufficient financial planning and expectations are set accordingly prior to home ownership.

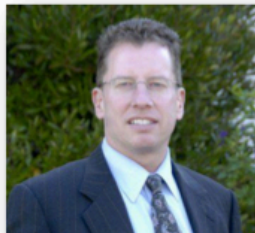
### First things first!!

You are guaranteed to get sound advice and counsel when you call one of our preferred lenders below. They will educate you and walk you thru the process and hold your hand if you need it! These gentlemen are the cream of the crop in Mortgage Lending. We've personally worked with them, we send our family and friends to them... and we recommend them to all of our clients. They save transactions when other Lenders fail; more impressively they help get our clients offers accepted simply because of their stellar local reputations.

Call one of our preferred LOCAL lenders below to start the pre-approval process.  
Be sure to tell them we recommended you!



Tony Russo  
Opes Financial Advisors  
(925) 640-1141  
Specialties: Move-Up Buyers,  
Financially Savvy Clients



Neil Clifton  
Mortgage Lending  
(510) 468-1043  
Specialties: First Time Buyers,  
Refinance, Reverse Mortgage



Fazal Kaka  
First Republic Bank  
(510) 506-3110  
Specialties: Personal Banker,  
High Net Worth Indv, Business Owners



## Concepts for Prospective Homeowners

### Are you in it for the long haul?

Owning a home is a multi-year endeavor that requires more work than simply decorating. You must be ready to maintain your new home. This will require time and money to be reserved for repairs and maintenance. In order to be able happy with your investment, it's important that you are prepared for the risks of home ownership along with the joy of having your own living space.

## **How much can you afford?**

Sometimes your paycheck can make finding your dream home difficult. It's important to realize that spending a large majority of your income on a mortgage can create a stressful situation when the bills come around. In order to make sure owning a home is a pleasant experience, it's better to buy an affordable home now rather than a "dream home" that will sink your bank balance. Don't worry, we can help you find that dream home in a few years when your finances improve!

## **What is your debt-to-income ratio?**

Debt-to-income ratio is an important heuristic for lenders. Generally speaking, your overall debt should never surpass 40% of your income, while housing debt should never exceed 32% of your income. It is useful to determine how much 32% of your income constitutes, and use that number to gauge what homes are available to you in an area. Remember that while you may not be able to afford a large comfortable residence in a highly sought urban area, it may be possible to find a comfortable home at the same price in a different neighborhood.

## **What do you want?**

When buying a home, it's important to have a specified list of things that you're looking for. Things that could influence your appreciation of a home include neighborhood bylaws, amount of maintenance required vs. cost of having upkeep provided for you, or the amount of traffic during the day/amount of noise during the night. Having a specific list of things you are looking for in a home will help you narrow down your search to find the perfect property.

## **We Can Help**

Here at South Livermore Real Estate, you will find a real estate agent who is best suited to help you tackle the workload associated with the property search. Our job is to make sure you find somewhere that makes you happy to wake up in the morning. Once you hire us to assist in the home buying process, it's important for us to know your price point, and what features you want in a property. By finding the perfect balance between price and features, we promise that you will find a home that you love. Some of the things we will do to help your home-buying experience include:

## **Staying on Track**

We can help you achieve your goals in finding a home. Our agents will keep your objectives in mind and provide both a framework to evaluate how well each home matches up with your preferences. It's easy to be overwhelmed by the home buying process. With our help, you will stay on track and find everything you want and need in a home.

## **Make the Offer**

Proposing that final offer can be a daunting affair. We'll make sure to help with paperwork preparation, thereby giving you another set of eyes to ensure that your offer is submitted smoothly. Remember, while it is your decision to buy a house, it is the seller's decision whether or not they will sell it to you. This is important to remember, as the seller may reject or counter your offer. This means that you shouldn't have your heart on any one property you hope to own. It's also important to provide a deposit check to the seller's broker that demonstrates the validity of your offer on the home.

## **Have Inspections Done**

It is important to check your potential home prior to purchasing it. Home inspectors are important for finding harmful materials such as asbestos, lead, or mold. Many other important inspections are necessary, such as plumbing, wiring, and pest control. Getting an inspection prevents you from purchasing a home that has a hidden flaw, such as black mold or rodents that will require you to pay more down the line in order to remove it. Inspections usually cost a few hundred dollars, but are more than worth it. We have several,

dependable inspectors that we'd happily recommend in order to make sure your new property doesn't have any unknown downsides.

## **Final Walkthrough**

Do a final walkthrough prior to closing the deal. This ensures that the seller's have stuck to their obligations before the final signing. Our agents would be happy to go through the house with you to ensure that you find everything in top shape.

From the moment you hire a South Livermore Real Estate agent, we work diligently to make sure you find the home that best suites you. The process can be arduous, we're here to help make the complicated issues simple. Should you have questions regarding how we can facilitate the home buying process, contact us to learn what we can do for you!

Contact us today, if you are serious about taking next steps. If you still need more information, sign up for our personally created white paper: **How to Get Your Offer Accepted**. In this guide, we personally coach you on how to be a competitive buyer- even if you aren't making the highest offer. You can call us today and we will send it to you for FREE or you can sign up for it on our website.

**(925) 989-1300**

**[Scott@southlivermorerealestate.com](mailto:Scott@southlivermorerealestate.com)**

**Call or Text!**

