Buyer's Guide

Breaking Down The
Home Buying Process

One step at a time.

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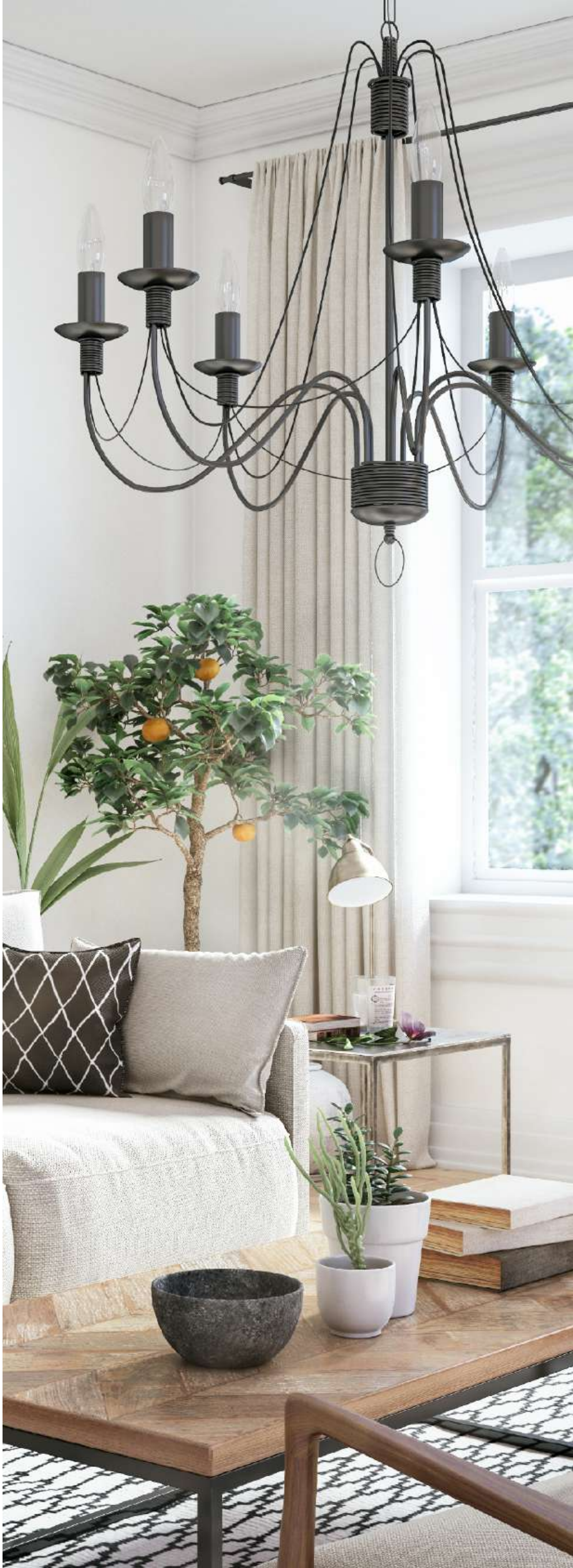
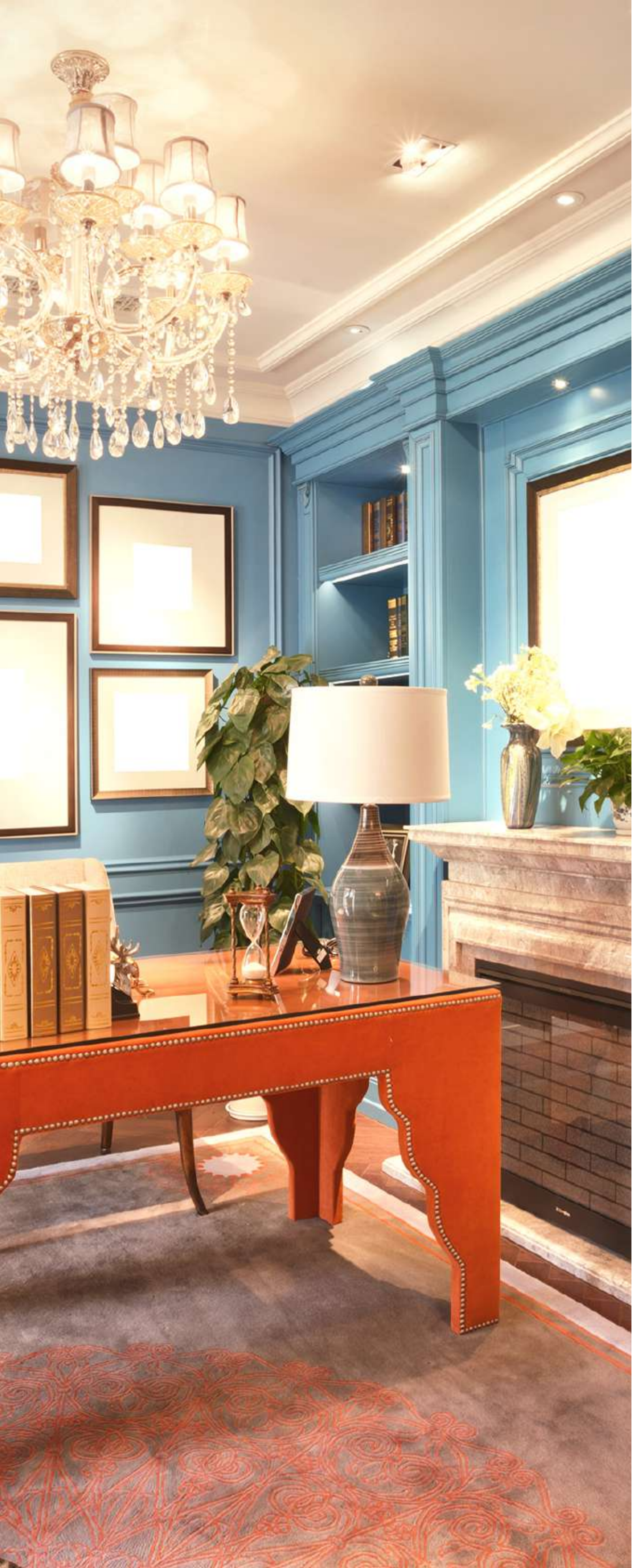
GROUP



welcome to *our world*

Experience the difference.



Just a *few* steps

away from finding the right home for you.

As your trusted advisor, I will guide you through the home buying process, one step at a time, offering my professional experience during our journey and at the same time delivering an unforgettable customer experience to you.

Experience Matters

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Home *Buying* Steps

This is meant to be illustrative in nature and all steps are not necessarily required in the chart below.

1

Discuss Representation

We will review how I will represent you and discuss the New York State Agency Disclosure Form.

2

Buyer Consultation

- Discuss the process of buying
- Determine your home needs
- Review current active inventory
- Design a game plan

3

Pre-Approval

Your offer has little weight without the documentation of a pre-approval letter. A pre-approval better positions your offer for acceptance by the seller. I can provide you with a selection of mortgage lenders to choose from.

4

View Homes

I will help identify their relevance based on the criteria we established. I'll assist you with current market value and keep you informed when new homes become available.

5

Make An Offer

I will prepare a written Offer to Purchase, review disclosures, include your pre-approval, present your offer, and negotiate the price and terms.

6

Reach An Agreement

Upon acceptance of your offer by the seller, we will schedule the home inspection.

7

Home Inspection

I will provide you with a list of home inspectors or you may opt to use your own. Inspection time should be mutually agreed upon by buyer, seller, and Realtors®. Any required repairs will be negotiated with the seller.

8

Attorney Draws Contract

After home inspection is complete, the seller's attorney will prepare the contract. After review by your attorney, the contract is signed by all parties.

9

Escrow Deposit Is Due

The escrow deposit is due upon signing of the contract.

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Home *Buying* Steps

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10 **Mortgage Application**
Complete and provide necessary documentation to your mortgage company.

11 **Schedule Appraisal And Order Title**
- Your mortgage representative will schedule the appraiser
- Your attorney will order title

12 **Mortgage Commitment**
Once you obtain your final mortgage commitment, the focus turns to your “to-do list”.

The Walk-Through 13
Once the closing date is established, I will schedule a walk-through. This will allow you to confirm inspection items have been completed and everything is in working order.

Closing Costs 14
Your attorney will provide you with final closing costs a minimum of 3 days prior to closing.

Obtain Funds 15
You may be required to secure bank or certified checks that you will bring to closing.

16 **Attend The Closing**
At this time you will meet with your attorney and the seller’s attorney to transfer title into your name.

17 **Congratulations!**
Receive the keys to your new home and start moving in.

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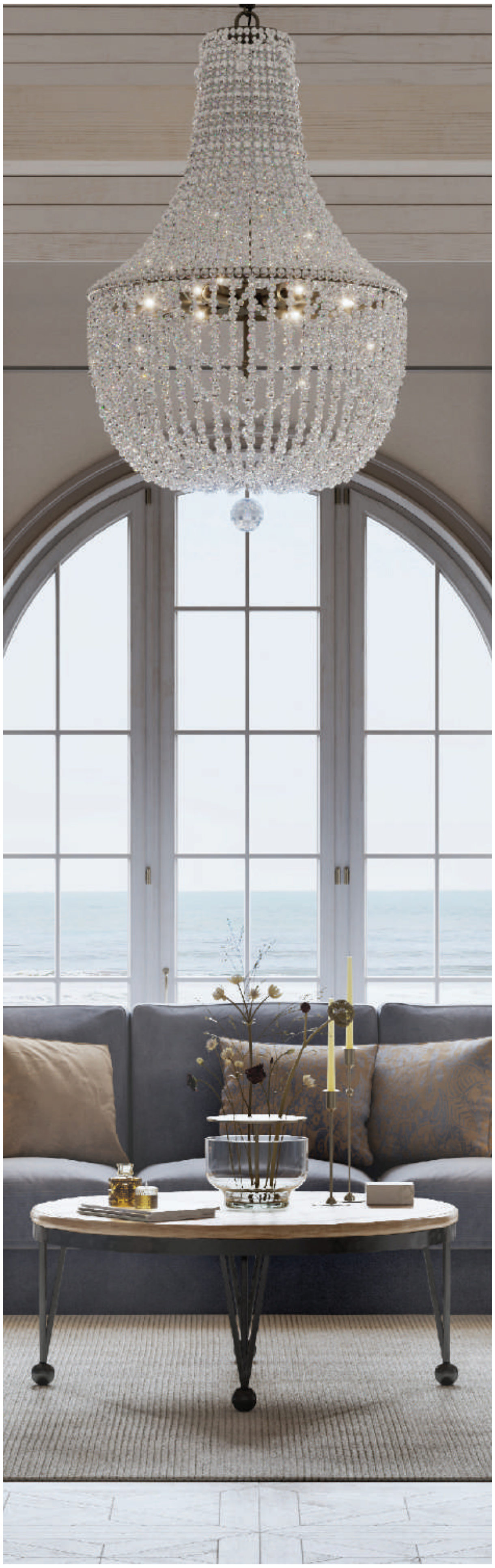


Managing *Expectations*

01.

How much home can you afford?

The first step in the home buying process is getting pre-approved for a mortgage to determine your affordability and in which towns to focus our attention. This allows us to save time and only look at the homes that meet your criteria and budget.

Competitive Mortgage Rate
I can connect you with local mortgage companies who communicate quickly and can get you the best possible rates. More importantly, I know the ones who get the job done seamlessly and give you the personal attention you need.

Maintain Your Credit Score
It's important not to make large purchases during this time that could negatively affect your opportunity to secure a loan. Things to avoid: purchasing furniture, a car, or making large purchases with your credit card.

Your *Wish* List

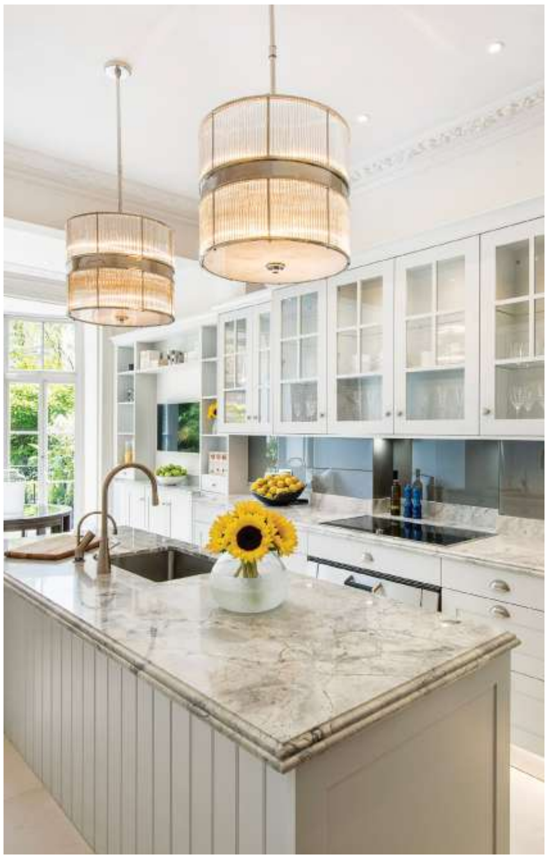
02.

Let's identify your criteria.

We will sit down together and review what you would like to have in your home, versus what you need in a home. I'll use that information together with your budget to come up with a custom search that balances all of the information we discussed.

I'll work hard to find homes that closely fit your needs and will present only the best options to you. As a result of my affiliation with Christie's International Real Estate, I have access to a wide network of inventory, some that may have not hit the market yet. Once we narrow down your favorites, I will schedule a very organized tour of those homes which will allow you to decide which one is the best fit for you. In the event you hear about a home, see a for sale sign, or find a property online, contact me immediately so I can schedule a private viewing for you.

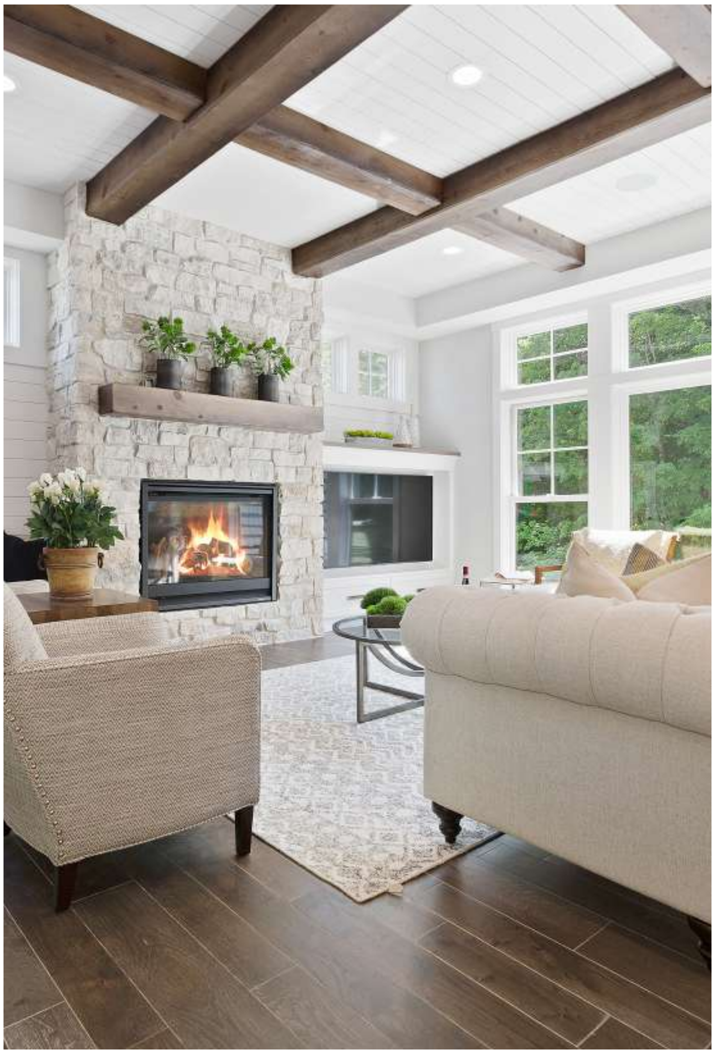
Things to *Consider*



- RESALE VALUE - Will this home be easy to sell again or is there something about the home which cannot be changed, such as location or style that will affect its "resale" value?
- LOCATION - Is the home in a desirable location, is it close to the things that are important to you such as schools, access to transportation and shopping?
- SIZE - Is the square footage appropriate for your current and future needs?
- CONDITION - Are you looking for "move-in ready" or would you consider a "fixer-upper"?

03.

Making an *Offer*



It's time to make an offer and start negotiations.

Fair Market Offer

I will prepare a CMA (Comparative Market Analysis) on the home to give you the facts on what other homes with similar features are selling for. Together we will review the details so you are able to make an educated decision on your initial offer. You will tell me what you are willing to pay and I will work diligently to get you the best possible end result.

Details

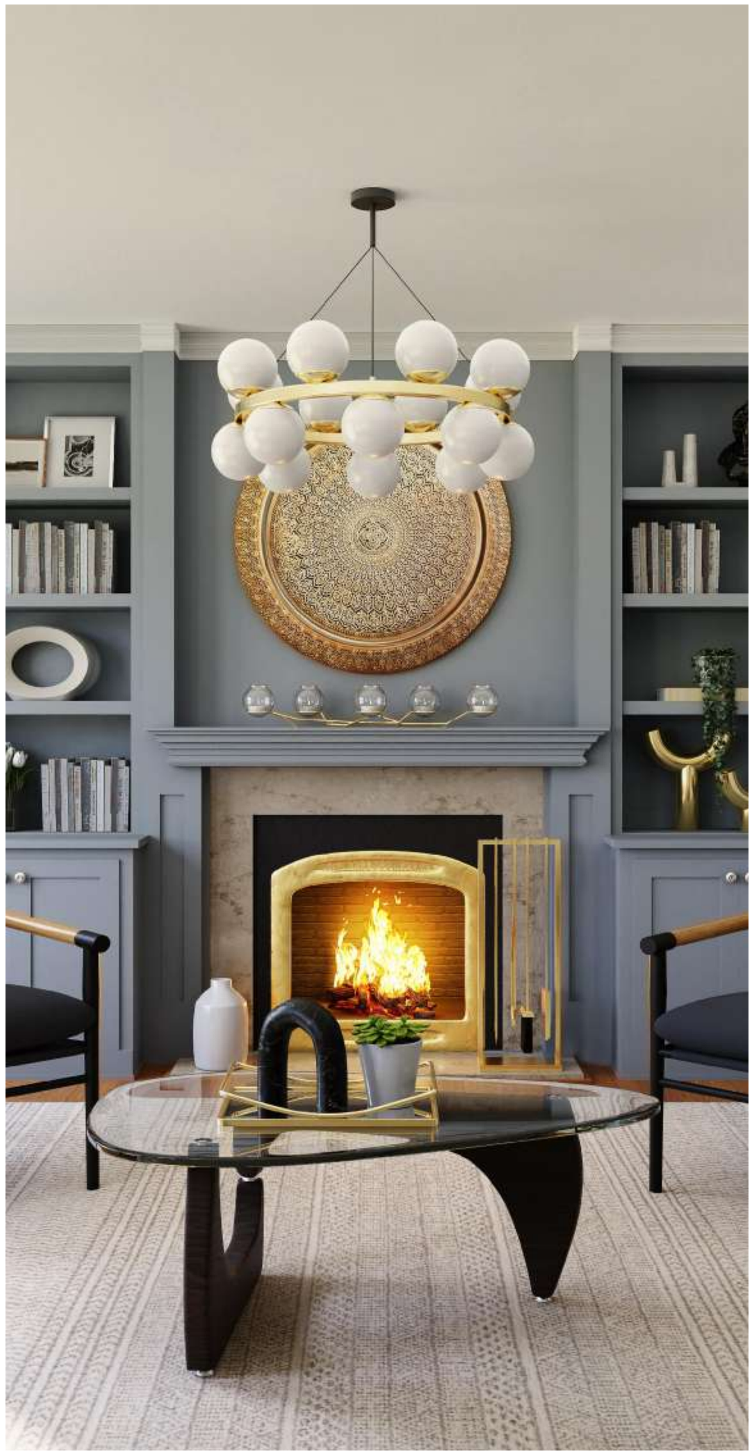
1. Once we have prepared your Offer to Purchase, I will present your offer, along with your pre-approval letter, to the lisitng agent. The seller may choose to accept, reject, or counter your offer. I will guide you through the negotiation process.
2. Once the price and terms are agreed upon, you will conduct your home inspection. After satisfactory inspection, all information will be sent to both attorneys. The seller's attorney will prepare the contract. You will review the contract with your attorney and sign.
3. At the time of contract signing, you will give your deposit check which will be held by the seller's attorney in escrow until closing. The deposit money will be applied to your down payment at closing.

Congratulations!

We are now ready to move to the next step, "contract-to-close". Until things are finalized, it is possible that additional changes may be considered. I will be there every step of the way to guide you through any challenges that may arise.

Contract To *Close*

04.



Just a few more steps before you get the keys to your new home...

I will help you navigate all the critical pieces such as appraisals, and mortgage concerns so you can experience a stress-free and seamless transaction. I will always be available to answer your questions and keep things moving toward your closing.

Appraisal
The mortgage company will send an appraiser to appraise the value of the home. This will ensure the loan can move forward. Simultaneously, you will be required to provide financial documents to your lender.

Title Search
Together with your lender, your attorney will be working with the title company to ensure the home has a clear title.

Final Walk-Through
We will schedule an appointment within 1-2 days of closing to determine if the requests for repair were completed and that the home is in the same condition as it was when we made our offer.

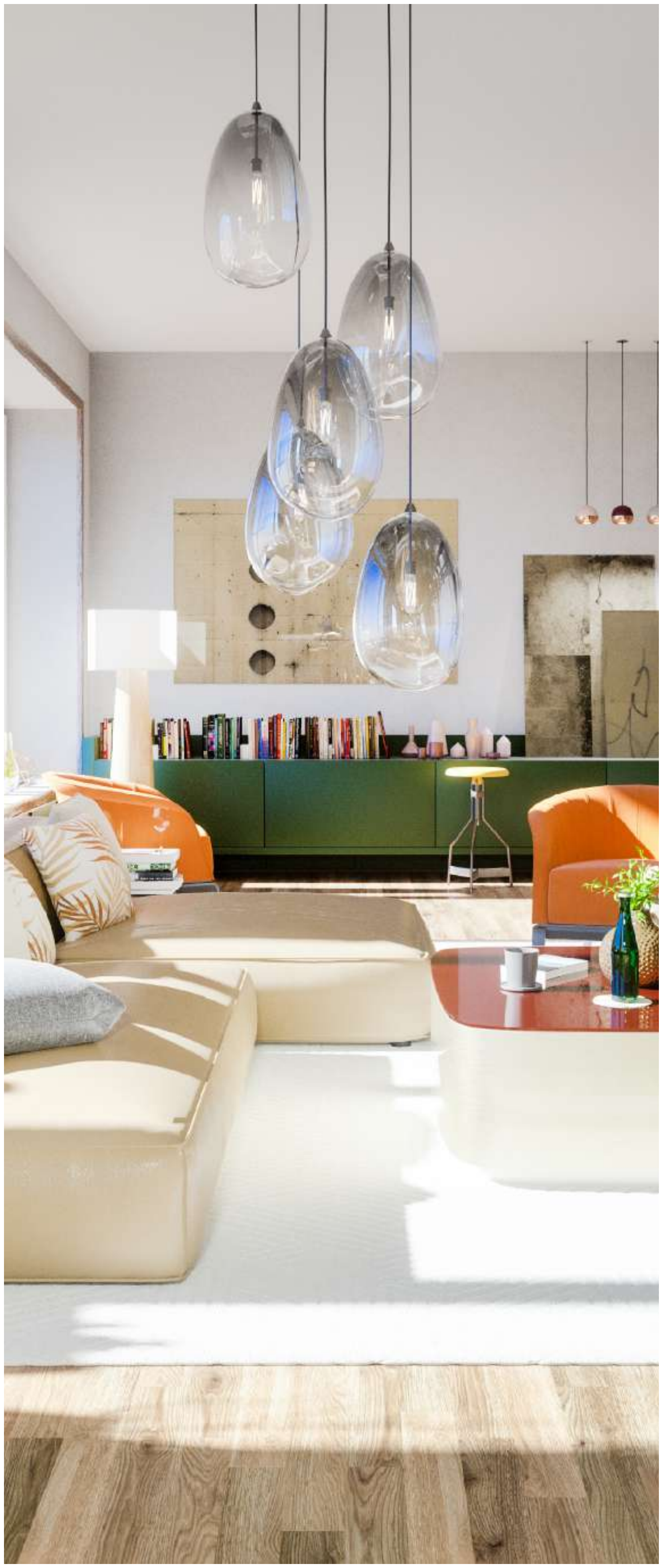
05.

Almost *home*

Closing Costs

- Down payment
- Loan application fee
- Attorney fee
- Deed recording fee

(Detailed costs provided by your attorney)



Home *Sweet* Home

To do list

- Obtain homeowner's insurance
- Change of address
- Change utilities into your name
- Cancel utilities of current residence
- Arrange for movers
- Confirm commitment with lender

Buyer’s *Anticipated* Closing Costs

Legal and Title costs

- Attorney Fee
- Survey
- Recording Fees for Mortgage and Deed
- Title Search/Title Policy
- Title Insurance: Ask for a rate schedule
- Mortgage Tax

Mortgage costs

- Application Fee
- Appraisal Fee
- Points (if applicable): to be determined by your lender

    -Fee paid to lender to “buy down” interest rate on mortgage

Inspection costs

- Home Inspection
- Radon Inspection
- Wood Destroying Insect
- Oil Tank Scan
- Well and Septic Inspection

    -where applicable

Miscellaneous costs

- Homeowner's Insurance
- Mansion Tax on homes valued over $1,000,000
- 1% consideration if applicable
- Flood Insurance

    -where applicable

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