



BUYER'S GUIDE

YOUR ROADMAP TO FINDING
THE PERFECT HOME

RYAN
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Keller Williams Realty



MEET YOUR *agent*

RYAN RANDALL

REALTOR


Just like a seller is represented by an agent, it's important that a buyer also has an agent on their side, negotiating on their behalf and guiding them through the buying process.

Prior to becoming a Realtor, I spent over 20 years in the freight brokerage industry, most recently serving in a senior manager role on a department of defense government contract.


My combined experience puts me in a great position to be your Realtor of choice, ensuring you are well-represented from day one!



LET'S STAY CONNECTED!

 214-232-9786

 ryan@dfwtexashomes.com

 dfwTexasHomes.com

 501 PGBT STE. 125 RICHARDSON, TX

RYAN'S SOCIAL MEDIA



@dfw.texashomes

COMMON HOMEBUYER

QUESTIONS & CONCERNS

You have questions, Realtors have answers. You have challenges, Realtors are problem solvers. You're not sure how to do something, there's a good chance your Realtor has seen it before.

Agents have a fiduciary responsibility to serve their clients and will be working with your best interests in mind.



Can I save money by working directly with the listing agent?

Working with a buyer's agent ensures you have an advocate focused on your best interests, guiding you through the process and negotiating on your behalf.

I don't want to commit to a long-term agreement.

Let your agent know you want a shorter agreement. You can even sign an agreement to see just one specific property. Decide later if you want something longer.

What if I sign an agreement and I don't like my agent?

Not every match is made in heaven. Simply sign a short-term or even a one property agreement. If you don't buy that specific property, you have no further commitment.

I have a friend/relative that is an agent.

Buying a home is a big investment! An agent should have more than a real estate license to offer. Be sure your agent is an industry pro that will represent you well.

I'm just looking right now & not ready to buy.

Great! Most people look for several months before buying. Your agent can set you up to receive automatic emails with the newest listings in your search area.



Keller Williams

GET TO KNOW ALL ABOUT YOUR LOCAL
REAL ESTATE BROKERAGE

Keller Williams (KW) is a real estate franchise and marketing company that was founded in 1983 by Gary Keller and Joe Williams. With over 1,100 offices and more than 200,000 associates worldwide, KW is one of the largest real estate companies in the world. KW is known for its agent-centric culture, which emphasizes education and rewards agents as partners.

Each year on the second Thursday in May, we celebrate Red Day as part of our legacy worth leaving. Making a difference in the lives of others and bettering the communities that we service lies at the heart of the Keller Williams Culture. This observance defines who we are and is a natural extension of our commitment to the highest level of professional customer service. KW is headquartered in Austin, TX.

KW CENTRAL 75

WWW.RYANRANDALL.KW.COM | 501 W. GEORGE BUSH HWY,
STE 125. RICHARDSON, TX 75080

MEET OUR TEAM

get to know us



RYAN RANDALL

REALTOR



REGINA MCCLENNY

TRANSACTION COORDINATOR



SAM BROCK

SENIOR LOAN OFFICER

WHICH WEBSITE SHOULD YOU USE TO SEARCH FOR HOMES?

RYANRANDALL.KW.COM

You might be thinking, “Well I like using Zillow, Realtor.com, RedFin, etc.? What is the benefit of using the KW website or mobile app?”

I’m glad you asked! Below are several reasons why we think KW has the best all-around platform to search for homes!



Did I mention the mobile App?

Everything you need at your fingertips. Photos, property details, upcoming open houses, nearby schools, and more. There’s even a detailed payment calculator!

It’s easy to use!

The mobile app is super easy to navigate. It uses GPS to find all homes in the MLS nearby. There’s a customizable filter, and you can draw a search area on the map!

Keep track of your favs!

When you see a home you like, just click the heart icon which keeps track of all your favorite properties in one place. Then decide which ones you want to tour!

One, two, see!

Simply click “Request Tour”, then choose a date & preferred time. Your agent will get an instant notification on their phone. You can even request a virtual tour!

Your info stays private!

Unlike some of the most popular home search sites, we do not sell your name, email address, phone number, or anything else. Because, well that’s not cool.

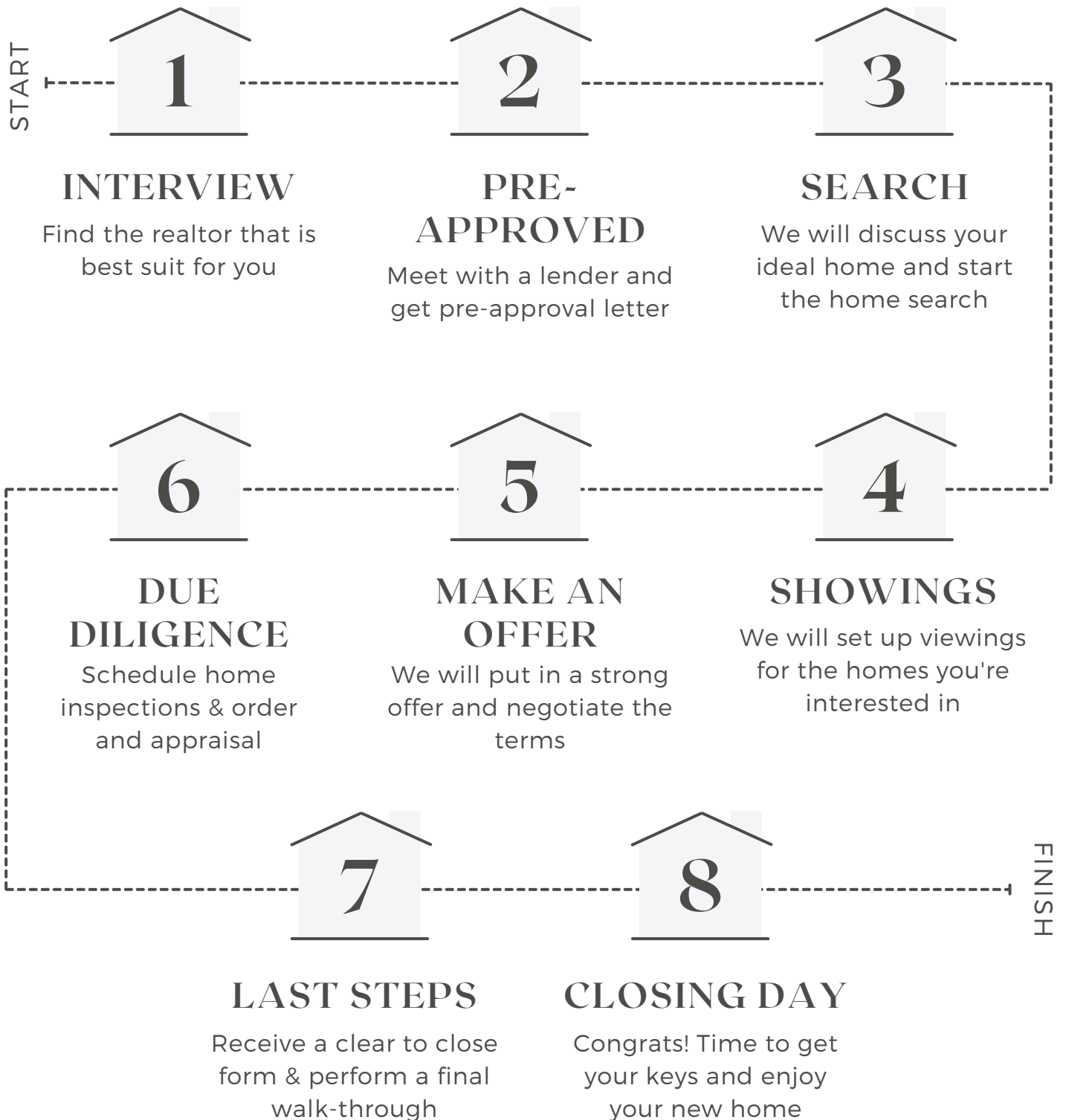
LETS FIND YOUR
**DREAM
HOME**

WE ARE HERE TO GUIDE YOU
THROUGH YOUR HOME-BUYING
JOURNEY

every step of the way!



THE HOME BUYING PROCESS





MOST COMMON

BUYER MISTAKES *To avoid*

Homebuyer mistakes are common, but they can be disastrous & lead to unwanted process delays and financial issues down the road. Here are the top 6 common mistakes to avoid:

Not Getting Pre-approved Before Looking

- 1 Beneficial to determine how much house you can afford

Not Working With A Real Estate Agent

- 2 Having a real estate expert helps make the home buying process go more smoothly overall

Not Saving Up Enough

- 3 There are a number of expenses to consider when buying a house, make sure to be prepared

Neglecting First-Time Buyer Programs

- 4 Programs & grants exist that can help you to get your first home.

Not Researching The Neighborhood

- 5 Take the time to research the home's neighborhood before committing to a sale.

Rushing To Make An Offer

- 6 Be 100% sure of your interest in the home before making an offer.

10 steps TO BUYING A HOME

There are 10 key steps that are taken when it comes to buying a new home. I will help guide you through each of the stages and explain each of the processes we will take. Below are the steps we will cover in this home buyer guide.

- 1 FINDING AN AGENT
- 2 PREPARE YOUR FINANCES
- 3 GET PRE-APPROVED
- 4 START HOME SHOPPING
- 5 MAKING AN OFFER
- 6 ORDER AN INSPECTION
- 7 NEGOTIATE FINAL OFFER
- 8 APPRASIAL ORDERED
- 9 SCHEDULE YOUR MOVE
- 10 CLOSING DAY!



home buying
PROCESS



FINDING AN AGENT

THAT IS BEST SUITED TO YOU!

Just like a home seller is represented by a **listing agent**, it is wise for a home buyer to be represented by a **buyer's agent** to guide them through the home-buying process..

Agents have a fiduciary responsibility to serve their clients and will be working with your best interests in mind.



Listens To You And Prioritize Your Needs

When buying a home, there is no one-size-fits-all solution – you need advice specific to your situation. The right agent will be attentive to your needs and work to come up with the best solutions for you.

Understands Your Local Real Estate Market

It's essential to have a realtor who's familiar with the local market where you're buying, to develop a pricing strategy and allow them to move quickly.

Knows How To Negotiate

Your Realtor can negotiate on your behalf and understands when to make concessions and when to push to get you the best deal.

Solves Problems Expeditiously

When you're buying a home, obstacles will certainly arise along the way. Your Realtor will resolve the issue and keep the home-buying process moving along.

Communicates With You Regularly

A great Realtor will communicate with you regularly and set clear expectations as to how the process will work.

PREPARE YOUR *finances*

HOW MUCH CAN YOU AFFORD?

Mortgage lenders recommend you do not stretch yourself beyond buying a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure their monthly payments never increase.



CHECK YOUR CREDIT

It's important to have a credit check done as this will be a factor in determining your mortgage approval and interest rates.

YOU CAN IMPROVE YOUR SCORE BY

- Paying down your credit card balances
- Continue making payments on time
- Avoid applying for other loans, cards, or anything else that effects credit score

Save for a down payment & other expenses!

In order to make your dream of buying a home a reality, you will need to save cash for your downpayment, earnest money, closing costs, and home inspector.

A DOWN PAYMENT IS BETWEEN
3.5% & 20% OF PURCHASE PRICE

GET PRE APPROVED

If you're ready to make your dream of owning a home a reality, you've probably already heard that you should consider getting preapproved for a mortgage. It's time to understand exactly what that means and how it might help you.

WHAT IS MORTGAGE PRE-APPROVAL?

Being pre-approved, unlike being pre-qualified means you've actually been approved by a lender for a specific loan amount. You will complete a mortgage application and the lender will verify the information you provide. They'll also perform a credit check.

Homebuyer Tip!

EXPECT SURPRISES!

Lenders look at every detail of your finances when granting preapproval. You might be asked about a car loan payment you made with a credit card. Be prepared to answer lender questions as soon as they come up.



TYPES OF MORTGAGE LOANS

	BEST FOR	WHO QUALIFIES
FHA Federal Housing Administration	Borrowers with lower credit scores and a down payment less than 20%.	Anyone who meets the minimum credit and income levels
USDA U.S. Department of Agriculture	Income-qualified buyers in rural and some suburban areas who want a low or zero down payment.	Someone who is buying a home in a USDA rural area
VA Department of Veterans Affairs	Military-qualified borrowers who appreciate a low interest rate and no down payment minimum.	<ul style="list-style-type: none">- Veterans- Surviving Spouses- Nation Guard- People honourably discharged
Adjustable-Rate	Home buyers who don't plan on having the mortgage for a long time, or who believe interest rates will be lower later	People who intend to hold the loan for a short time or expect to see a positive change in their income
Conventional Loan	If you have a strong credit score and can afford to make a sizable down payment	For people with a credit score of 620 or higher, reliable income, and at least 3% down payment



begin your
**HOME
SHOPPING**

4

START HOME *shopping*

START TOURING HOMES



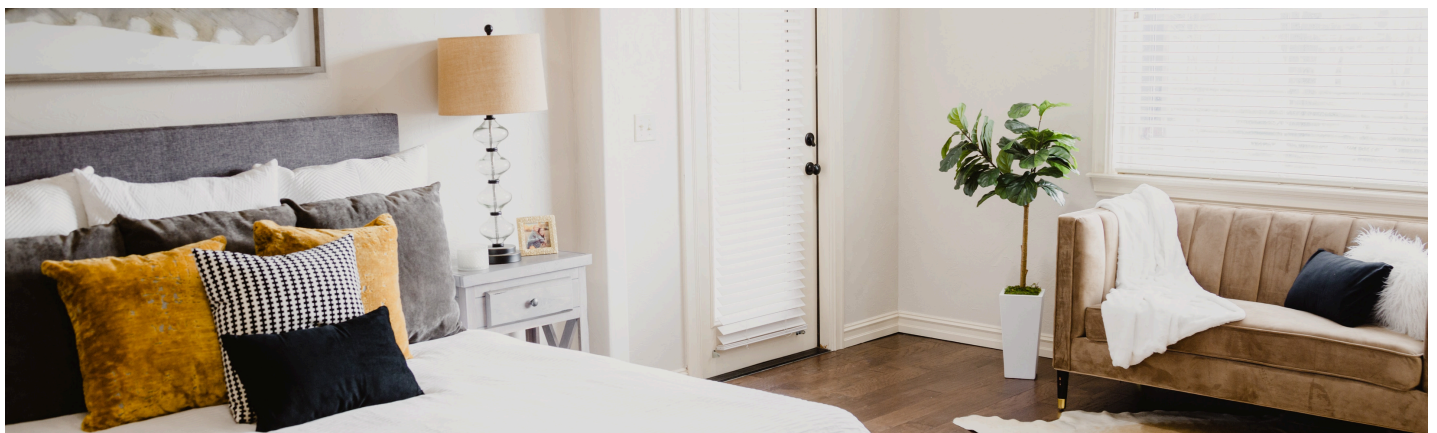
Time to start house shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written.

Once we have found the house for you, we will present an appropriate offer based on recent sales and current buyer activity in the area.

CREATE KW USERNAME

Signing up on KW is quick and easy. When you find homes you like, simply “favorite” them by clicking the heart. You can schedule in-person or virtual tours from either the app or the website.

First, go to ryanrandall.kw.com and create your account. Then download the app in either the Apple Store or Google Play and search for Keller Williams. Just look for the white app with red lettering. It looks like this...



HOUSE HUNTING *Tips*

TO FIND YOUR DREAM HOME



Planning

Write down all of the things you must have in your new home, things that would be nice to have and things that don't really matter.



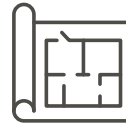
Stay in Budget

Get pre-approved for a loan before looking at houses. It will make the buying process much easier and you will know which houses to look at.



Location

Consider any potential home's proximity to your work, neighborhoods charm, and how the home is situated on the lot.



Size & Floor Plan

Think about how the new home space will be used and whether it will fit your lifestyle now and in the future.



Neighborhood

Drive around on weekdays & weekends, during the day and in the evening. Do the neighbors keep the yards clean and tidy?



Keep an Open Mind

The key is looking past the exterior cosmetic blemishes to the home's bones. Look for a well-built home with potential for changes.

happy house hunting!



your house **WANTS VS NEEDS**

MUST HAVE

WOULD LIKE TO HAVE

DETERMINE THE FEATURES

THAT YOU ARE LOOKING FOR IN YOUR IDEAL HOME AND PRIORITIZE

TYPE OF HOME

- Single Family Home Townhouse Condo

CONDITION OF HOME

- Move-In-Ready Some Work Needed is Ok Fixer Upper

DESIRED FEATURES

- Small Yard Lagre Yard Car Garage

Bedrooms _____ Bathrooms _____ Ideal Square Footage _____

Desired Location / Neighborhood / School District: _____

MAKING *an offer*



MAKING AN OFFER

So you've found your perfect house congrats! The next stage is making a competitive offer. Demand for homes is at a high, so the competition is higher! This makes it important to act fast.

Competitive Offer

A good rule of thumb, specifically in a seller's market, is to start strong. To do this we will access the property's market value with a CMA and determine what it is worth in the current market.

Cash vs Loan

Paying in cash vs taking out a loan offers a faster closing timeline & fewer chances of issues arising, making it more appealing.

Shorter Closing Timeline

An offer with a shorter timeline for closing is generally more attractive to sellers.

Larger Deposit

A larger earnest money deposit presents a more serious offer.

Personal Connection

Include a letter to the sellers with your offer, letting them know why you love their home! To create an emotional connection making you stand out from the rest.



how much

TO OFFER

We will look at recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Using this we can determine the best price that you would like to offer.

THE PROCESS OF
MAKING AN
offer!

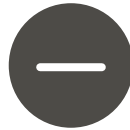
OFFERS PRESENTED

TO THE SELLER COULD

ACCEPT



COUNTER



DECLINE



Your offer is accepted!
It's time to celebrate,
now we will move
ahead with any
conditions laid out in
the offer like home
inspections.

The seller may come
back with their own
counter offer. In this
case, we will review the
terms with you and
proceed to negotiate
until we reach an
agreement.

The seller may reject
your offer. We will ask
questions to discover
why and if there is
anything we can do to
make the offer more
appealing.

TIP!

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

YOUR OFFER IS ACCEPTED

congrats

You will now sign the purchase agreement, then you are officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.

you're in
ESCROW



ORDER AN *inspection*



During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of the findings.

A home inspection can help identify deficiencies in a home you're considering purchasing. If the inspection reveals problems or repairs are needed, you may be able to negotiate with the seller to fix those issues.

INSPECTION TIME PERIOD

THE TYPICAL INSPECTION PERIOD IS
BETWEEN 3-7 DAYS

It is critical that we begin scheduling the inspections you choose to have done as soon as we are under contract on your potential new home. This will ensure that we do not run out of time or have any delays in the process.

TYPES OF INSPECTIONS

- Home Inspection
- Radon Testing
- Wood Destroying Organism (WDD)
- Mold Inspection
- Foundation Inspection
- HVAC Inspection
- Lead-Based Paint Inspection

NEGOTIATE FINAL *offer*

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixtures. If you are working with a real estate agent they should handle the negotiations on your behalf.



HERE ARE YOUR OPTIONS AFTER A HOME INSPECTION REVEALS ANY PROBLEMS

1. Ask the seller to make the necessary repairs themselves
2. Ask for credits towards your closing costs
3. Ask the seller to reduce the sales price to make up for the repairs
4. Back out of the transaction (if you have an inspection contingency in place)
5. Move forward with the deal!



APPRAISAL

ordered



When your home is under contract, you can't move forward with the sale until an appraisal is done on your home. The outcome can affect whether or not you make it to closing and the price of the offer is the price you will end up with on settlement day.

WHAT DO HOME APPRAISERS LOOK FOR?

During the actual inspection, an appraiser looks at a number of factors in the home to determine its value, including:

- **THE BASIC CONDITION OF THE HOME** - Count the number of bedrooms and check for health and safety considerations.
- **UPGRADES** - Looking at any upgrades or improvements made to the property.
- **OTHER HOMES IN YOUR AREA** - As the location is a major factor in determining the value of a property.



APPRAISALS ARE BENEFICIAL FOR EVERYONE

This lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter. If approved you will receive your final commitment letter that includes the final loan terms and percentage rates.

MOVING

process



SCHEDULE

your move

AFTER SIGNING

- Schedule a home inspection
- Declutter, Sell or give anything away you don't want, maybe plan a garage sale
- Finalize your home mortgage
- Sort out your important documents

4 WEEKS UNTIL MOVE

- Give required notice if you are currently renting
- Make a list of everything to be moved
- Find packing materials
- Call several movers for estimates
- Start your packing

2 WEEKS UNTIL MOVE

- Transfer your insurance to be covered at your new home
- Notify utility companies of the moving date to stop services, & get final meter readings
- Schedule time for closing
- Change address for mailing, subscriptions, etc
- Pack one room at a time and label all boxes

1 WEEKS UNTIL MOVE

- Obtain certified checks for closing
- Arrange for childcare during the moving day
- Confirm moving/travel arrangements
- Pack clothes for each person, with enough clothes & personal items needed for a few days
- Schedule and attend a final walkthrough



CLOSING

day!



CLOSING *day!*

1 CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home 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.

2 FINAL WALKTHROUGH

We will do a final walkthrough 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 have been done.

3 CLOSING TABLE

Your agent will attend closing with you along with the closing agent. The sellers will typically arrive to sign paperwork at a different time that day.

4 CLOSING COSTS

Both buyers and sellers pay closing costs. However, the buyer usually pays most of them. The average closing costs for the buyer are between 2% & 5% of the loan amount.

5 BRING TO CLOSING

- Government-issued photo ID (cannot be expired)
- Homeowner's insurance certificate
- Certified funds or cashier's check

6 RECEIVE YOUR KEYS!

congratulations!





helpful
RESOURCES

RECOMMENDED *resources*

TO HELP YOU WITH YOUR HOME BUYING

INSPECTOR

TOTAL PRECISION
Derrick Decker
(682)232-9606

INSPECTOR

PILLAR TO POST
Scott Cunningham
(817) 875-0107

INSPECTOR

TEX INSPEC
Joey Cefalu
(214) 843-8772

MOVERS

ELEMENT MOVING
Lisa Feldman
(972)805-0988

CARPET

CARPET NOW
Robert Sherman
(972) 205-0830

HOME LOAN

HIGHLANDS MORTGAGE
Sam Brock
(972) 404-5059

PLUMBING

HOLE IN ONE
Front Office
(972) 429-2223

ROOFING

MAJOR LEAGUE ROOFING
Steve Nathan
(469) 708-7663

FOUNDATION

ELITE FOUNDATION
Mary Peterson
(214)650-4273



WHAT TO EXPECT

- ON YOUR SIDE
- HANDLING CHALLENGING CONVERSATIONS
- STAYING ON TOP OF ALL PAPERWORK
- GETTING YOU IN THE DOOR
- NEIGHBORHOOD EXPERT
- PROBELM SOLVER



SCAN BELOW TO FIND YOUR
PERFECT HOME!



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