

LET'S GUIDE YOU INTO YOUR DREAM HOME

**FINDING THE
RIGHT REAL
ESTATE AGENT**

**CHOOSING THE
RIGHT LOAN**

BUYING VS. RENT

2021 COLLECTION

Your Dream Home

Write everything you dream about your future home having. We'll use this as a reference point during our house touring!

Cities You'd Like To Buy In: _____

Number of Bedrooms: _____

Number of Bathrooms: _____

Preferred Sqft: _____

Maximum Price: _____

School District: _____

When Do You Want To Purchase By: _____

Your Most Important Home Features:

FINDING YOUR AGENT

Hiring the right real estate agent is a vital part of the home buying journey. Let's break down how a buyer's agent can help you along the process.

- Works & negotiates for YOU, not the seller's best interests.
- Has access to available properties not syndicated to sites like Zillow and Trulia.
- Can schedule, on your behalf, to tour properties on days and times that work for you.
- Navigates legal contracts to ensure you are being taken care of, not taken advantage of, when purchasing a home.
- Stays aware of ever-changing local and federal laws that are pertinent to home buying.
- Helps you negotiate the best price and best terms so you aren't overpaying for a home.
- Buyer's agents don't collect commission from you - that is already negotiated with the seller's agent and seller. There are no out-of-pocket costs to hire a professional.

THE RIGHT LOAN

The mortgage industry isn't cookie cutter. There are a variety of loan programs available to help suit your needs and purchasing power.

- FHA Loans - 3% Down
- Conventional - 5% Down
- USDA - 0% Down
- VA - 0% Down
- Private Lenders - 0% to 50% down.

Most traditional banks will require a credit score of 640 with a 2-year work history. You may find a few local lenders that have the opportunity to purchase a home with a credit score as low as 580, as long as the other application details meet the application requirements.

BUYING VS. RENTING

Have you noticed how high rental rates have been growing in your market? It may be the right time to considering purchasing a home instead of renting.

With a booming housing market and a strong economic atmosphere, rental rates have been increasing at an alarming speed. This makes purchasing a home more sensible than renting in our current market conditions.

With low mortgage rates, monthly payments on your own home instead of a rental can be considerably cheaper. Home ownership also comes with the bonus of equity, personal space you can decorate and renovate without limitations, no hindrance on having pets, and the potential to net more money from your home when you choose to sell in a strong market.

While interest rates are at an all-time low, today's market conditions create the perfect time to consider purchasing. If you wait too long, the increasing interest rates can make a difference on your monthly payment by hundreds, or thousands, of dollars.

BUYING A HOME

There is a process to buying a home, that can be simplified with the help of your real estate agent.

- **Step 1:** Find the perfect real estate agent and let them know you're ready to purchase a home.
- **Step 2:** They'll connect you with a lender to get pre-approved for a mortgage.
- **Step 3:** You'll go over the perfect house in detail and your agent will look at the market for availability.
- **Step 4:** She/He will then schedule property tours until you find the right one.
- **Step 5:** Once you've found your dream house, your agent will discuss property details with you to place a sound offer.
- **Step 6:** After an offer is accepted, you'll go into a 30-45 day contract period, while your lender works to secure the full loan.
- **Step 7:** During this transaction period, home inspections and appraisals are conducted.
- **Step 8:** Your agent can then work with you to negotiate repair requests for items you'd prefer be taken care of by the seller.
- **Step 9:** If all conditions have been met for your mortgage approval and all parties have agreed to negotiations, then you get to make your way to the closing table.
- **Step 10:** After the final purchase contract has been signed at the title company, you get to move into your dream home!

MOVING DAY

When your move in date is near, you'll want to make sure to collect the proper information for the home to make your transition as smooth as possible.

- Property Address: _____
- Electricity Company: _____
- Trash Company: _____
- Trash Pick-Up Dates: _____
- Water Company: _____
- Sewage Company: _____
- Gas Company: _____
- Elementary School: _____
- Middle School: _____
- High School: _____
- Alarm System: _____

- Extra Notes:



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I was born and raised here in Memphis, TN. Graduated from Raleigh Egypt High in 1995. Go Pharoahs! I'm married with 2 children and 2 grandbabies! I also have 3 pups a black lab and two dachshunds all full of energy. I have a major car addiction with my last 5 years being filled with different Porsches. My most recent is an EV Taycan which will be hard to trump. I've been in the Real Estate industry since 1998. I first started in the closing business, which I did for 5 years for a local closing attorney. From this experience, I learned hands on what my clients needed in order to close on their home. I also had the opportunity to work in the mortgage industry which has given me more knowledge and experience with finance. This helps buyers and sellers make the right decisions for their families. I was also a small business owner of Memphis Home Connection Realty prior to merging my company with KAIZEN Realty. Real estate has become a passion to me because of the challenges and rewards of helping people realize the dream of owning a home. During my spare time I enjoy taking vacation with my family, playing sports and watching my TN Vols Football even though they stress me out every game.



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