

*Essential Guide for Finding Your Dream Home*

# BUYER'S GUIDE



**MILES WIDE LUXURY**  
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# ABOUT US





Desirée Phillip

REAL ESTATE AGENT

 Mileswideluxury  @Mileswideluxury

## Privilege to be serving you!

I always try when engaging a client, regardless of background, to treat each one as I'd like to be treated. This may read like a cliché but it continues to be one of my personal and business mantras.

I am known to not shy away from delivering hard truths whilst guiding some on their real estate journey. I have been gifted the ability to form lasting, steadfast relationships with most of my clients. Thus far, I reckon 80 per cent of my listings have been by referral. And that fact is NEVER lost on me.

I don't do this all alone: I work with a select, expert team of agents who like I do, values the art of discretion, understands the market and aims to deliver positive results. The industry is aggressively competitive. We don't have 28 hours in any given day, but I still relish offering a unique, personalised experience while acquiring AND maintaining enduring relationships with anyone who crosses that threshold and CHOOSES me and Miles Wide Luxury with whom they'd rather work.

I am Desirée. I am here. And I am happy to serve!

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# HOME BUYING PROCESS

## 1 FIND A REAL ESTATE AGENT

Choose a real estate professional to help you find the right home, understand the market, and walk you through the process.

## 2 PREPARE YOUR FINANCES

Set a budget, get pre-approved for a mortgage, and look into neighborhoods that fit your price and way of life.

## 3 START YOUR SEARCH

You can use real estate websites, go to open houses, and work with your agent to find homes that meet your needs.

## 4 MAKE AN OFFER

Make an offer with the help of your real estate agent when you find a house you like. The offer should include the price, any conditions, and a due date for the seller to reply.

## 5 GET A HOME INSPECTION

You should hire a qualified home inspector to look at the house and find any problems that need to be fixed.

## 6 GET A HOME APPRAISAL

A professional appraiser figures out how much a house is worth and writes up a home assessment. The appraiser will look at things like the home's size, location, state, and the prices of similar homes that have recently sold in the area.

## 7 CLOSE THE DEAL

When the seller takes your offer, you will need to work with your agent, lender, and lawyer to complete the deal.

## 8 MOVE IN

Congratulations, you now own your own house! Get the movers and utilities to work together so that you can move into your new home without any problems.



MILES WIDE LUXURY  
REAL ESTATE



One fact about buying a house is that it can be a big investment that may go up in value over time. This can give you the chance to build your wealth and be financially stable in the long run.



# TERMS TO KNOW

## DOWN PAYMENT

The amount of money that the buyer pays the seller up front to seal the deal to buy the house.

## MORTGAGE

A loan that a banker gives to a buyer to help them pay for the cost of buying a home.

## APPRAISAL

A qualified appraiser's best guess at how much the property is worth in order to find its fair market value.

## HOME INSPECTION

A registered home inspector carefully checks the house to see if there are any problems that might affect the sale or value of the house.

## CONTINGENCY

A condition that must be met before the sale can go through, like the buyer getting financing or the home check being satisfactory.

## OFFER

A proposal to buy a property, including the price and terms of the sale.

## CLOSING COSTS

Charges that come with buying a house and are paid at the end of the deal. Fees for things like appraisals, title insurance, and lawyers may be included.

## DISCLOSURE

The seller has to tell you about any problems or flaws they know about with the property that might lower its value or make it less safe.

## TITLE

This is the legal right to own and sell the land. The buyer gets this right at closing.

## ESCROW

An account held by a third party that holds money, papers, and other things connected to the property sale until the deal is finalized.

## UNDER CONTRACT

In this step of the sale process, the seller has agreed to the offer but the deal has not yet been signed.

## CLOSING

The final step in a real estate transaction where the buyer pays for the property and the seller transfers ownership.

# 08 STEPS TO BECOMING A HOMEOWNER

1

FIND A REAL ESTATE AGENT

2

PREPARE YOUR FINANCES

3

START YOUR SEARCH

4

MAKE AN OFFER

5

GET A HOME INSPECTION

6

GET A HOME APPRAISAL

7

CLOSE THE DEAL

8

MOVE IN



PREPARE  
TO BUY





01

# FIND A REAL ESTATE AGENT

It can be just as hard to find your dream home as it is to find a real estate person you can trust and get along with. Because you are about to make a big investment, you need to work with an agent who cares about your needs just as much as you do.

Because our agents have a lot of experience, you can be sure that we will help you find your dream home and walk you through the whole process of buying a home.

## OUR EXPERTISE

The information our agents have about the business is more in-depth than what the public can find. Because they know about market trends and other things, they can help you find the right home at the best price.

## NEGOTIATING SKILLS

Our team's knowledge and experience lets us help you through the home-buying process and help you make smart choices. To make sure you get the most for your money, our agents know how to handle tricky talks.

## PROFESSIONAL STANDARDS

Our agents are expected to be the most professional people possible. To keep up with changes in the law and how things are done in the government, they get training and compliance checks on a regular basis. This makes sure that you get good advice throughout the whole process of getting a house.

## CUSTOMER SERVICE

Customer service is very important to us. Our agents are dedicated to giving you great service and responding to any questions or worries you may have. We care about and value our clients the same way we would want to be treated.

# PREPARE YOUR FINANCES

## DETERMINE YOUR BUDGET

Take a look at your income, costs, and debts to figure out how much you can spend on a house. This includes not only the mortgage payment, but also the property taxes, insurance, and repairs that need to be done on the house.

## GET PRE-APPROVED FOR A MORTGAGE

This will give you a clear idea of how much you can afford and will make the home buying process smoother.

It's important to research and compare mortgage rates and terms from different lenders to find the best option for your financial situation.



# PREPARE YOUR FINANCES

## DOWN PAYMENT

The down payment is the first amount of money that the buyer gives to the seller to seal the deal to buy the house. Most of the time, the down payment is between 10% and 20% of the price of the home.

## IMPROVE YOUR CREDIT SCORE

Alf you have good credit, you may be able to get a lower interest rate on your mortgage. To improve your credit score, pay off any bills you have and don't miss payments.





FIND YOUR  
DREAM HOME





# START YOUR SEARCH



## MAKE A LIST OF MUST-HAVES AND NICE-TO-HAVES

Write down the things you need in a house, like the number of bedrooms and bathrooms, the location, and the size of the yard. Also write down the things you'd like to have but aren't necessary.



## RESEARCH NEIGHBORHOODS

Do some research on the areas you're interested in, thinking about things like schools, safety, how easy it is to get to public transportation, and other services in the area.

## ATTEND OPEN HOUSES AND HOME SHOWINGS

You can learn more about the homes you're interested in by going to open houses and home showings. Draw and write down things to help you remember each house.

# MAKE AN OFFER

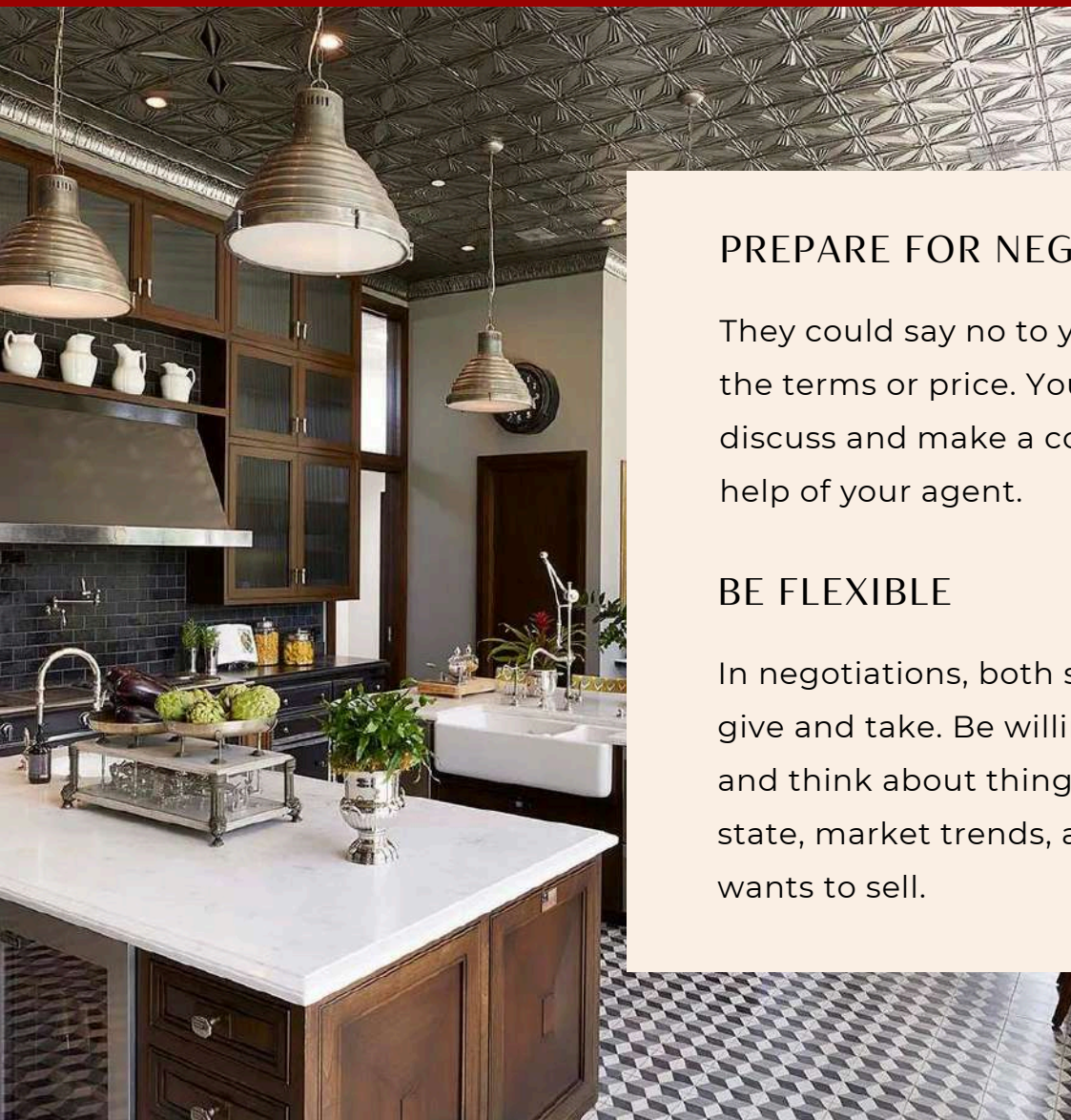
When you find a house you like, make an offer to the seller with the help of your real estate agent. The price you want to pay, any conditions you want to include, and any other terms and conditions you want to list should all be in your offer.

## PREPARE FOR NEGOTIATIONS

They could say no to your deal or change the terms or price. You should be ready to discuss and make a counteroffer with the help of your agent.

## BE FLEXIBLE

In negotiations, both sides may have to give and take. Be willing to compromise, and think about things like the property's state, market trends, and why the seller wants to sell.





# GET A HOME INSPECTION



A home inspection is when a professional looks at the house and rates its state and structure. The inspection's goal is to find any problems that could lower the property's value or put people in danger.

The inspector will look at the roof, foundation, and general structural integrity of the house, as well as the electrical, plumbing, HVAC, and other systems. In addition, the tester will look for signs of water damage, pest infestations, and other possible problems.

The inspector will write up a thorough report of any problems that were found based on what they found. You can use this report to talk to the seller about fixing things or lowering the price you pay for the house.





FINAL  
STEPS





# GET A HOME APPRAISAL

The appraiser will look at the home's size, location, condition, and similar sales in the area, among other things, during the assessment. Then, based on their research, they will give you an estimate of how much the property is worth.

Keep in mind that the appraisal can affect your loan, since lenders use it to decide how much they will give you.



## APPRAISAL CONTINGENCY

Buyers often put an appraisal contingency in their purchase agreement. This lets them back out of the deal if the assessment comes in lower than the purchase price.

## APPRAISAL COST

For most homes, the buyer pays for the appraisal. The price can be anywhere from a few hundred to a few thousand dollars, based on the type of appraisal and the size of the home.

## HOMEOWNER'S INSURANCE

To protect your investment in the home, make sure you get homeowner's insurance.

## PROPERTY TAXES

Your property taxes will be based on the assessed value of your home, so the assessment could change how much you have to pay in property taxes. If the estimate is higher than expected, you might have to plan for your property taxes to go up.

# CLOSE THE DEAL

## REVIEW THE CLOSING DISCLOSURE

Your lender will send you a closing statement a few days before the closing. This document has all the important information about your loan, like the terms, interest rate, and closing costs. Carefully read it over to make sure everything is correct.

## CONDUCT A FINAL WALKTHROUGH

Before the closing, do one last walkthrough of the house to make sure that any repairs or changes you asked for have been made and that it is in the same state as when you made your offer.

## REVIEW AND SIGN CLOSING DOCUMENTS

It is important to read and sign a number of papers at the closing, such as the settlement statement, the mortgage note, and the deed of trust. Carefully read them over and ask your agent or lawyer any questions you have.

## PAY CLOSING COSTS

You will have to pay closing costs, which could include agent fees, title insurance, appraisal fees, and other fees.

# MOVE IN

## CONGRATULATIONS ON CLOSING THE DEAL AND BECOMING A HOMEOWNER!

Moving in is an exciting step in the home buying process. Here's what to expect when you're ready to move into your new home

- Hire a moving company
- Pack and label your items
- Transfer utilities
- Change your address with the post office and relevant organizations
- Unpack and settle in
- Explore your new neighborhood

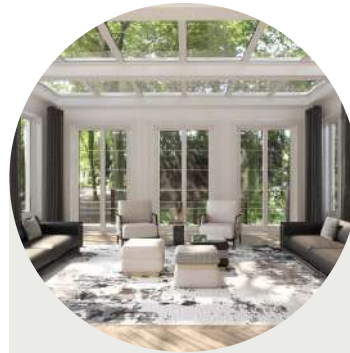


# OUR CUSTOMER REVIEWS



Jessica C. Odle-Baril

"Desiree is knowledgeable ,interested and efficient. I have been happy with her service... every time!."



Renée Lucas

"Not only is Desiree an absolute professional, she is genuinely a nice person. She went above and beyond for my family and I and for that, we are truly grateful. - would recommend her 1000x over.."



Freddie French

"Desiree rented my properties very quickly and picked the right tenants. She did the whole process from start to finish very professionally. Thanks Desiree. Coming from a retired real estate agent,."



Mary

"It was an absolute pleasure working with Desiree, who provided flawless service in a very timely manner. She went the extra mile to get things done and always kept us in the loop. A true professional real estate agent with a warm and genuine personality. Excellence is her hallmark. She made the entire process easy. Thank you, Desiree, and best wishes.."



# HOME TOURING

## Checklist

DATE VISITED:

ADDRESS:

LISTED PRICE:

LAYOUT/STYLE:

SQUARE FOOT:

FLOORS:

BEDROOMS:

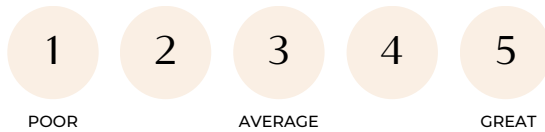
BATHROOMS:

YARD SIZE:

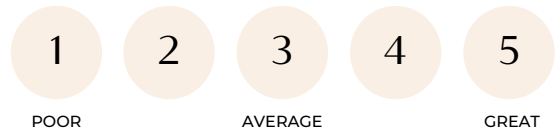
GARAGE SIZE:

NEIGHBORHOOD:

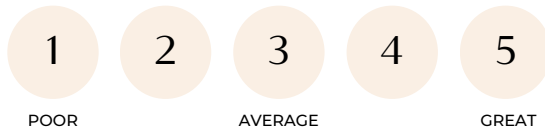
### STRUCTURAL FEATURES



### PLUMBING



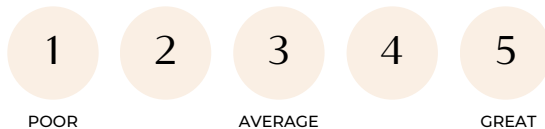
### FLOORING



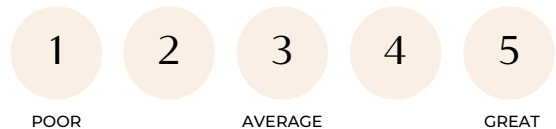
### LIGHTING AND ELECTRICAL



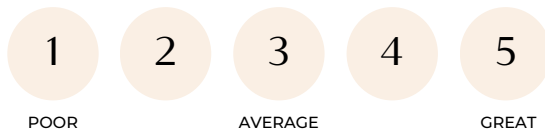
### NOISE LEVEL



### LOCATION



### INTERIOR



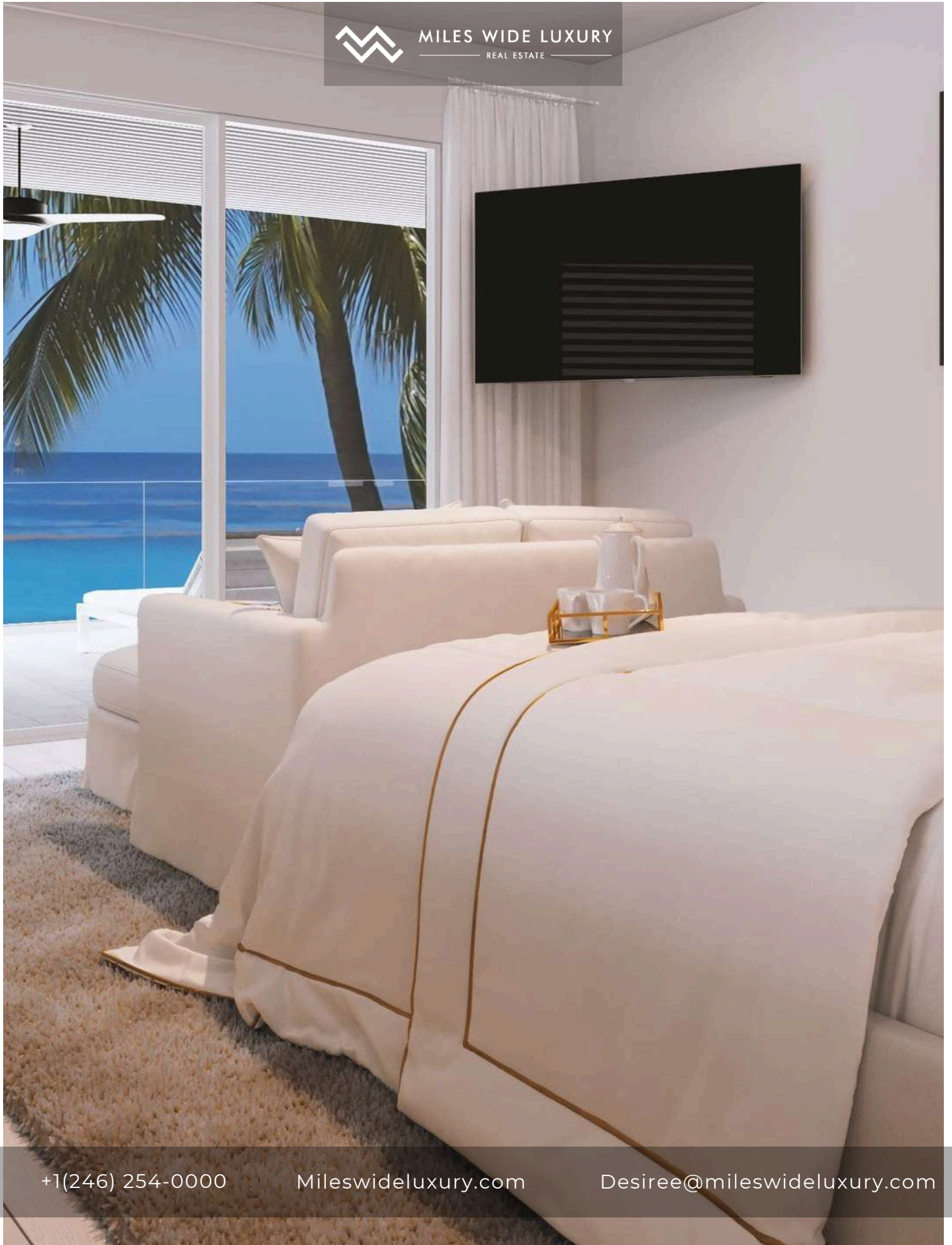
### EXTERIOR



# NOTES



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