NORTH&CO.
REAL ESTATE BY TRADE



CHANGING THE WAY YOU
EXPERIENCE REAL ESTATE

PHOENIX & SURROUNDING AREAS

BUYER'S REFERENCE GUIDE

A step-by-step guide to buying your home

ANGELA GORDON

520-370-1846
hello@angelagordon.com
www.angelagordon.com

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STEP-BY-STEP ROAD MAP

GETTING PRE-APPROVED

HOUSE BUYING VOCABULARY

THE COMPLETE PROCESS

CLOSING & BEYOND

IT'S ALL ABOUT YOU!

My real estate business has been built around one guiding principle: It's all about you.





YOUR NEEDS
YOUR DREAMS
YOUR CONCERNS
YOUR QUESTIONS
YOUR FINANCES
YOUR TIME
YOUR LIFE

My focus is on ensuring a smooth and enjoyable experience. In fact, I work to get the job done so well, you will want to tell your friends and family about it. I pride myself on the fact that 80% of my business comes from repeat customers and referrals.

Good service speaks for itself. I am looking forward to working with you.

WHAT I DELIVER

COMMUNICATION

Your needs always come first. I provide the service we agree to, in the ways that work for you, whether once a week, once a day, by phone, email or text message. That's how we'll do it. You'll always be kept in the loop. From viewing homes to being under contract on your dream home, you'll be aware of the steps throughout the entire process to ensure a smooth & timely closing. We'll agree on the communication method that works best for you.

EXPERIENCE AND EXPERTISE

The complexities of your real estate transaction will be well-handled. Smoothing the way for purchasing your new home, I will capably remove many potential challenges before they have the opportunity to appear.

NEGOTIATING

My experience and skills will allow you to rely on me to get you the best price for your home. When we decide to submit an offer, we will negotiate all of the terms of the agreement to match your needs thus ensuring your satisfaction at closing.

WHAT I DELIVER

SHOWING

I will keep myself available at all times to ensure you are able to view a home as soon as it comes on the market. This is especially important when multiple buyers are looking for the same home as you.

SATISFACTION

I'll guarantee your satisfaction. Our relationship is dependent on ME meeting and exceeding your needs. We identify those needs together and I will create a strategy based on what you're looking for.

THE HOME BUYING PROCESS IN 11 EASY STEPS

CHOOSE A REALTOR

GET PRE-APPROVED

FIND YOUR DREAM HOME

MAKE AN OFFER & NEGOTIATE CONTRACT

SEND ESCROW & EARNEST MONEY

BUYERS LOAN APPLICATION

HOME INSPECTION & REQUEST REPAIRS

BUYERS LOAN APPROVAL

SIGN CLOSING DOCUMENTS

PRE-CLOSING WALK-THROUGH

PURCHASE INSURANCE AND WARRANTY

WELCOME HOME!

GETTING READY TO BUY

Every lender requires documents as part of the process of approving a mortgage loan. Here are documents you're generally required to provide:

- W-2 Tax returns — or business tax returns if you're self-employed — for the last two or three years for every person signing the loan.
- At least one pay stub for each person signing the loan.
- Account numbers of all your credit cards and the amounts for any outstanding balances.
- Two to four months of bank or credit union statements for both checking and savings accounts.
- Lender, loan number, and amount owed on installment loans, such as student loans and car loans.
- Addresses where you've lived for the last five to seven years, with names of landlords if appropriate.
- Brokerage account statements for two to four months, as well as a list of any other major assets of value, such as a boat, RV, or stocks or bonds not held in a brokerage account.
- Your most recent 401(k) or other retirement account statement.
- Documentation to verify additional income, such as child support or a pension.

WHERE BUYERS FOUND THEIR HOME

- 51% INTERNET
- 34% REAL ESTATE AGENT
- 8% YARD SIGN
- 4% FRIENDS/FAMILY
- 2% HOME BUILDER





PREPARE TO BUY

TALK TO MORTGAGE BROKERS

Many first-time home buyers don't take the time to get prequalified. They also often don't take the time to shop around to find the best mortgage for their particular situation. It's important to ask plenty of questions and make sure you understand the home loan process completely.

BE READY TO MOVE

This is especially true in markets with a low inventory of homes for sale. It's very common for home buyers to miss out on the first home they wish to purchase because they don't act quickly. By the time they've made their decision, they may find that someone else has already purchased the house.

FIND A TRUSTED PARTNER

It's absolutely vital that you find a real estate professional who understands your goals and who is ready and able to guide you through the home buying process.

MAKE A GOOD OFFER

Remember that your offer is very unlikely to be the only one on the table. Do what you can to ensure it's appealing to a seller.

PREPARE TO BUY

FACTOR MAINTENANCE AND REPAIR COSTS INTO YOUR BUYING BUDGET

Even brand-new homes will require some work. Don't leave yourself short and let your home deteriorate.

THINK AHEAD

It's easy to get wrapped up in your present needs, but you should also think about re-selling the home before you buy. The average first-time buyer expects to stay in a home for around 10 years, according to the National Association of REALTORS®' 2013 Profile of Home Buyers and Sellers.

DEVELOP YOUR HOME/NEIGHBORHOOD WISH LIST

Prioritize these items from most important to least.

SELECT WHERE YOU WANT TO LIVE

Compile a list of three or four neighborhoods you'd like to live in, taking into account nearby schools, recreational facilities, area expansion plans, and safety.

HOUSE BUYING VOCABULARY

LOAN ESTIMATE

Your lender is required to provide you with this three-page document within three business days of receiving your loan application. It will show estimates for your interest rate, monthly payment, closing costs, taxes, and insurance. You'll also learn how your interest rate and payments could change in the future, and applicable penalties incurred for paying off the loan early (called "prepayment penalty") or increases to the mortgage loan balance even if payments are made on time (known as "negative amortization").

CLOSING DISCLOSURE

Your lender is required to send this five-page form, which includes final loan terms, projected monthly payments, and closing costs, three business days before your closing. This window gives you time to compare the final terms to those in the Loan Estimate (see above), and to ask the lender any questions before the transaction is finalized.

MORTGAGE AND NOTE

These spell out the legal terms of your mortgage obligation and the agreed-upon repayment terms.

HOUSE BUYING VOCABULARY

DEED

This document officially transfers ownership of the property. In a cash deal, it goes to you, but otherwise you will not get the deed until you pay off the mortgage.

AFFIDAVIT

These are binding statements by either party. For example, the sellers will often sign an affidavit stating that they haven't incurred any liens on the property.

ADDENDUM

This word describes any amendments to the sales contracts that affects your rights. For example, the seller may arrange to retain occupancy for a specified period after closing but agree to pay rent to the buyer during that period.

INSURANCE POLICIES

These documents provide a record and proof of your coverage, be they insuring the title or the property itself. Homeowner insurance documents will generally be your responsibility, while proof of title insurance will be given to you at the closing table.

THE HOME INSPECTION

Once your offer is accepted, it's time to schedule your home inspection. While this setup is usually not a requirement for getting a mortgage, it's a way to protect yourself from buying a home that will cost you more money than it's worth. It's your job to find an inspector and pay for the inspection. However, your real estate agent may be able to help with this. They can recommend an inspector and possibly even set up the inspection for you.

A typical home inspection will cover surface-level elements of the home such as structural components, outlets, heating and cooling systems, appliances and more. However, the inspector will not be able to check out aspects of the house that aren't easily accessible or visible. For instance, you'll need a specialized inspector to identify lead, mold, asbestos, radon and pest problems.

Be sure to attend your inspection and ask all the questions you can think of. This is your chance to walk through your new home with an expert. They can tell you about the red flags and make recommendations for what to fix and how to go about it.





THE APPRAISAL

Appraisals are a required part of the home buying process. The appraisal protects both you and your lender from paying more for a home than it's worth. Your mortgage company will order the appraisal for you, although it's important to note that the appraiser is always an independent third party. By law, appraisers can't be affiliated with you or your mortgage company. This ensures the appraisal process is fair.

If the appraised value of the home comes back higher than your purchase price, good news! You just snagged a deal and some additional equity in your home. On the other hand, a lower-than-expected appraisal value can cause problems for your mortgage process since your lender will never lend more than the appraised value of the property. If your appraisal comes back low, you have a few options:

- BRING MORE MONEY TO THE TABLE TO MAKE UP FOR THE DIFFERENCE IN PRICE
- NEGOTIATE WITH THE SELLER TO LOWER THE HOME PRICE
- CONTEST THE APPRAISAL IF YOU THINK THERE'S AN ERROR IN THE REPORT
- START YOUR HOME SEARCH OVER

DETERMINING YOUR DOWN PAYMENT



How much you need for a down payment depends on the type of loan and how much the house costs. The more you can put towards a down payment, the lower your monthly payment can be and the more you'll save on interest. Conventional loans typically require a down payment of at least 5% of a home's price. FHA loans require as little as 3.5%.

Along with your down payment, you'll have to pay closing costs, or fees associated with processing and securing your loan. These can vary depending on the price of the house and the type of mortgage, but estimate between 2% and 5% of the home's value.



UNDERWRITING

While all of this is happening, your mortgage company will work on underwriting your loan. This is the process of verifying your income, assets, debt, and property details to issue a final approval for the home loan.

Much of this happens behind the scenes, but your mortgage company may ask you for additional documents during this time. For instance, they could ask for documentation that shows where deposits in your bank account came from or provides proof of additional assets. It's important to stay on top of your lender's requests to make sure you don't slow down the loan process.

WHAT YOU CAN DO TO ENSURE YOUR LOAN CLOSES

The biggest thing you can do to make sure you don't run into problems is to avoid any major financial changes or spending. Don't apply for new credit lines or loans, and don't make purchases that will deplete your assets. You can do these things after your loan closes.

Taking on new debt changes your debt-to-income ratio (DTI), a key factor in determining the loan amount you can get approved for. If your DTI increases, you may be able to qualify for less - which could be a problem depending on your home price. If you push your DTI past about 45%, it's possible you won't qualify for a mortgage at all.

CLOSING ON YOUR HOME

You found a home that meets your needs, got your offer accepted, and got approved for a loan. Now, you're finally ready to sign on the mortgage paperwork and, in most cases, take possession of the property. Here's what you need to know about closing:

ACKNOWLEDGE YOUR CLOSING DISCLOSURE

Before your closing, you'll get a document called a Closing Disclosure, which will include a summary of the final costs of your loan.

It's important to acknowledge that you received the document as soon as possible. Your lender is legally required to give you the Closing Disclosure three business days before closing, so if you don't acknowledge receipt of your Closing Disclosure quickly enough, your closing could be delayed.

WHAT YOU SHOULD BRING

- Your driver's license or other valid, government-issued photo ID
- A cashier's check or proof of wire transfer to pay your down payment and closing costs
- Your Closing Disclosure to compare to the final paperwork
- A list of key contacts, such as your agent or lawyer, in case you have questions

CLOSING ON YOUR HOME

WHO SHOULD ATTEND

In general, all buyers who are going to be on the loan should plan to be at the closing. It's possible to close if you can't be present, but you'll need to give someone power of attorney.

In some states, the buyer and seller will both be at the closing, whereas in other states each party attends a separate closing. In other words, you might see the seller at closing, but it's not a guarantee.

You can expect a closing agent to facilitate the closing. They're a neutral third party who will help both buyer and seller along the way. And of course, your real estate agent can attend, although this is not required.

CLOSING ON YOUR HOME

WHAT YOU'LL PAY FOR AT CLOSING

At closing you'll need to pay any closing costs. Here's a breakdown of the most common upfront costs:

DOWN PAYMENT:
Your down payment will become the equity you have in the home.

ESCROW FUNDS:
Your lender will collect these funds at closing to ensure there's enough money in your account to pay tax and insurance bills as they come due.

THIRD-PARTY FEES:
This covers costs from third parties your lender uses to process your loan. These fees typically include appraisal fees, title insurance costs and credit report fees.

PER DIEM INTEREST:
You'll pay daily interest upfront to cover the period between closing and the date your first mortgage payment is due.

HOMEOWNERS ASSOCIATION (HOA) DUES:
If you're moving somewhere that has HOA dues, you may be required to pay a year's worth of dues at closing.

DISCOUNT POINTS:
A point (or discount point) is a fee paid to lower your interest rate. If you've chosen to pay points, you'll pay for them at closing.

HOMES TOURED

ADDRESS	PRICE	HOW MUCH DID YOU LIKE THIS HOUSE?
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10
		1 2 3 4 5 6 7 8 9 10

HOMEWORK

Your answers to these questions will guide me in how to best serve you. We'll discuss them at our meeting:

What is the most important thing you are looking for in your realtor?

What prior real estate transaction experiences have you had?

How would you like to be communicated with? (please circle)
Email Phone Text Other (explain)

Please list what you are most concerned about in the home buying process.

TIPS FOR USING AN ATTORNEY
FOR BUYING REAL ESTATE

Why?

Buyers may wonder why to use an attorney if they already have a contract with the seller. An attorney who practices real estate law will provide the buyer with experienced insight and expertise, giving them peace of mind during the closing process.

An attorney may provide the following:



DOCUMENT REVIEW

Contacts the Seller's attorney to ensure the Title Commitment (which discloses all liens and titles existing on the property) is reviewed.

Reviews all documents prepared by Sellers' attorney for closing, including the Deed (which conveys the title to the Buyer.)



CLOSING FIGURES REVIEW

Verifies closing figures from the Seller's attorney. These figures include all expenses concerning the sale and satisfaction of liens and encumbrances on the property.

Contacts applicable contact entity to obtain a proration through the closing date.

Obtains the most recent tax information and tax assessment for the property to prepare closing figures.



LEGAL ADVICE

Buyers may wonder why to use an attorney if they already have a contract with the seller. An attorney who practices real estate law will provide the buyer with experienced insight and expertise, giving them peace of mind during the closing process.

WHAT MY CLIENTS SAY

" My husband and I have bought and sold many properties throughout the years in different states. We have had the opportunity to work with many realtors. I am thrilled to share that Angela is the best, most aggressive, most knowledgeable and most helpful realtor we have ever worked with. Her desire and willingness to assist through the entire process (buying and selling) is simply unmatched. Angela is also a lot of fun! We really enjoyed working with her! I would strongly recommend her for your real estate transaction needs! "

Marijo
Mesa, AZ

" My husband and I just recently went through the process of purchasing our first home together. We put all of our faith and trust into Angela. She was honest and amazing to work with. Her dedication to helping us find the right home was truly amazing. She went above and beyond in multiple different ways. I cannot recommend her enough. Whether you are looking to buy or sell, Angela is your go to gal! Look no further and make the phone call today! You will not regret doing business with Angela. She will be my first and only recommendation to family and friends and she will be my only choice when it comes to the buying and selling process in the future. Thanks Angela! "

Kenzie
Mesa, AZ

" Angela helped us start to finish with our home buying process. We had to operate a lot the info and showings remotely being from a different state and she accommodated our schedules and facetimed us for showings. She also went above and behind and solved protentional issues before they slowed up the process. And finally and importantly she made us feel very welcome in our new home and new state. This isn't even the full list of what Angela did for us! I would recommend her for anyone looking to buy or sell your home, you won't go wrong! Thanks again Angela for everything! "

Eli
Mesa, AZ

" Angela was greatly helpful at every stage of the buying process. She was great to work with and expertly handled her duties as realtor with superb professionalism and efficiency. I cannot recommend her enough if you are thinking of buying or selling a property. "

Sam
Scottsdale, AZ

ABOUT ME

Helping my clients with their real estate needs is a privilege, and one that I do no take for granted. With that being said, my business is built off of referrals and word of mouth. I take pride in my client's experience during and after the process. My client reviews will provide a good understanding of how I go above and beyond for each and every client.

As an Arizona native, I can say that I love everything about the sunshine state. Whether you are looking for a perfect hiking spot, a getaway up North to catch some snow, or our amazing winter weather, Arizona has something to offer everyone.

My husband and I have six kids and two boxers. We stay busy and enjoy every second of it. You will find us running our children around to sporting events, working out when we can get it in and enjoying family time by the pool on Sundays.

I enjoy giving back to the community. Helping those that need help from us the most is not only a passion of mine, but giving back is an area I focus on in my business. Two local organizations that I am passionate about are House of Refuge and Paz de Cristo. If you're curious at all about these organizations and how you can help, I would love to help get you pointed in the right direction.

I know that questions will come up during the the process. Please know that I am available to answer your questions and be here for you every step of the way.

I am looking forward to working with you and helping you make your real estate dreams come true!

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