





BUYER'S STARTER PACK

BUYER'S ROADMAP

home shopping

experience.



MEET WITH A REAL ESTATE **PROFESSIONAL**

> Discuss the type of home you're looking for, including style, price, and location.

THE BUYER'S ADVANTAGE

As the home buyer, your agent's commission is paid by the seller of the home in almost all circumstances. This means your representation costs you nothing!

GET PRE-APPROVED SEARCH FOR HOMES You will need pay stubs, W2s, and bank statements. Knowing and help you find the what you can afford is perfect home. critical to a successful

The fun part! Your agent will schedule showings

ADVANCED SEARCH

Not all real estate websites are the same. Your real estate professional has tools and systems to ensure you see every available home that meets your criteria.

> MAKE AN OFFER Your agent will prepare the offer based on the price and terms you choose.

NEGOTIATIONS AND CONTRACT

It may take a few tries to get it just right, but hang in there. You're on your way.

CONTRACT

In most cases, the contract provides you with a timeline to obtain financing, as well as time to inspect the physical condition of the home. Your real estate professional will inform you of all of your rights and responsibilities related to the contract.

IN ESCROW You and the seller have agreed to the price and terms. The home is effectively held for you until closing.

FINAL DETAILS Perform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

> PREPARING FOR CLOSING You will be finalizing your loan, reviewing documents, and discussing the findings from the inspection. Your agent will be managing this entire process for you.

CLOSING

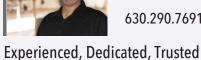
This is the transfer of funds and ownership. A title company or an attorney typically acts as an independent third party to facilitate the closing.

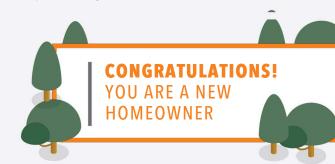
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DAVID SEGATTI

630.290.7691

david@davidsegatti.com www.davidsegatti.com









GENERAL QUESTIONS

Where do you want to buy property?		
Is there any specific part of the city/area that you prefer?		
Is there a specific school or school district you'd prefer to live in/near?	OYES	ONO
If yes, which school district(s)?		
Do you have any pets?	OYES	ONO
What kind, and how many?		
Have you bought or sold a home in the past?	(YES	ONO
If yes, how long ago and where?		
Do you need to sell a property before you can purchase another?	OYES	ONO
Are you currently in a lease?	(YES	ONO
If yes, when does it expire?		
How soon do you want/need to be in a new home?		
Interested in a new home, a resale home, or both? \bigcirc N E W	○ RESALE	Овотн
Do you or any members of your family have any disabilities, conditions, or other circumstances that features? If yes, which features do you or your family members require?	would require speci	fic home





FINANCING & PRICING

Have you arranged financing yet?	O Y E S	\bigcirc NO
Do you need assistance in locating financing?	OYES	ONC
Have you been pre-qualified, pre-approved, or otherwise informed as to what your maximum purchase amount is?	() YES	ONC
Do you have enough funds in your account to cover	0123	0110
earnest money (typically 1 percent of the purchase price)?	OYES	ONO
If yes, what amount have you been pre-qualified/pre-approved for?		
Will your financial company issue a pre-qualified/pre-approval letter stating this amount?	OYES	ONC
What monthly payment range would you feel comfortable with?		
Will you require down payment assistance?	OYES	ONC
Other Information		



MY PASSION IS REAL ESTATE

and I'm never too busy to answer any questions.

David Segatti

630-290-7691 david@davidsegatti.com www.davidsegatti.com







YOUR NEW HOME

What style of home would you prefer?							
Are stairs acceptable?						YES	ONO
Primary bathroom?						YES	ONO
If yes, which would you prefer?		01/	2 BATH O	3/4 BATI	H OFUL	L 05	-PIECE
What square footage do you prefer?		1,000	O1,000-2,	000	2,000-3,0	000	3,000+
Do you want a basement?						YES	ONO
If yes, which style? \bigcirc \cup	NFINISH		PARTIALLY	OCOM	PLETELY	O WAL	_K-OUT
Air conditioning?	YES	ONO	Open floor plar	1?		YES	ONO
An office or study?	YES	ONO	Formal dining r	oom?		YES	ONO
Patio/deck?	YES	ONO	Sprinkler syster	m?		YES	ONO
Pool?	YES	ONO	Do you want a	garage?		YES	ONO
If yes, how many garage spaces?							
Heated garage?						YES	ONO
What size lot would you prefer?		\bigcirc S	MALL OM	1EDIUM	OLARGI	E OSF	PECIFIC
Is mature landscaping important to you?						YES	ONO
# of Bedrooms			# of Bathroom	/S			
Is a guarded gate important to you?						YES	ONO
Are there any other specific features that property search?	were not add	dressed in t	his questionnaire t	that you wou	ld like too be f	actored into	o your



CONTACT INFORMATION

Are you currently working with another real estate agent?		
Are you in an Exclusive Buyer Agency Contract with another agent?	OYES	ONO
Name		
Current Address		
Home Phone		
Mobile Phone		
Email		
Date		
Notes		



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david@davidsegatti.com www.davidsegatti.com Experienced, Dedicated, Trusted





ADJUSTABLE RATE MORTAGAGE (ARM)	The interest rate is tied to a financial index making the monthly mortgage payment go up or down over time.
ANNUAL PERCENTAGE RATE (APR)	The percent of interest that will be charged on a home loan.
APPRAISAL	A report highlighting the estimated value of the property completed by a qualified 3rd party. This is typically done for the benefit of the buyer's lender to ensure the property is worth the purchase price.
ASSOCIATION FEE/HOA FEE	In addition to a mortgage, certain housing communities such as townhomes have a monthly fee associated with maintaining the common areas and amenities.
BALLOON MORTGAGE	A long-term mortgage loan that starts small but has a large payment due at maturity.
CLOSING	When the new title to the property is officially recorded by the County Record's Office and ownership of the property transfers to the new buyer.
CLOSING COSTS	The buyer and seller have expenses associated with the transaction other than that of the actual cost of the home. For example, the buyer has a variety of fees due for obtaining a new loan and the seller must pay commission to both agents.
CLOSING DISCLOSURE	A form that provides the final details about the mortgage loan. It includes loan terms, projected monthly payments, and how much the extra fees will be.
COLLATERAL	Something of value (in this case your home) that is held to ensure repayment of a mortgage or loan.
COMMISSION	A percent of the sale price of the home that is paid to agents. The seller pays commission to both the buyer and listing agent.
COMPARABLES	Homes in the area of interest that have recently sold that have similar features.
CONTINGENCIES	Conditions which must be met in order to close. Contingencies are typically tied to a date, referred to as a deadline. If the contingency is not satisfied the contract may be canceled.
COUNTEROFFER	The response from the seller in regard to an offer.





DEBT TO INCOME RATIO	A lender will evaluate whether a borrower's income is large enough to handle their payments on existing debts plus their new mortgage payments.
DOWN PAYMENT	A percent of the cost of the property that is paid up front as a part of the mortgage.
EARNEST MONEY	The deposit made from the buyer to the seller when submitting an offer. This deposit is typically held in trust by a third party. Upon closing, the money will generally be applied to the down payment or closing costs.
ESCROW	This term has multiple meanings; earnest money is typical held by a third party until closing in "escrow." It can also be referred to as the time period from when the contract is written and accepted by the seller to when the home sale actually closes.
EQUITY	The difference in the market value of a home versus what is owed on the home.
FHA	A mortgage that is financed through a private lender and insured by the Federal Housing Administration, often requiring a lower down payment and income to qualify.
FIXED RATE	The interest rate will remain the same for the entire life of the mortgage.
HOME EQUITY LINE OF CREDIT	A loan or line of credit that your lender may offer using the equity in your home as collateral.
HOME INSPECTION	The process in which a professional inspects the seller's home for issues that may not be readily apparent, and then creates a report for the buyer to review.
HOME PROTECTION PLAN	A one-year service that covers the cost of repairs or replacements to items covered in the plan (such as stoves, dishwashers, A/C, heaters, etc.).
HYBRID	A loan that starts with a fixed rate period, then converts to an adjustable rate.
MORTGAGE INSURANCE	Insurance written in connection with a mortgage loan that protects the lender in the event the borrower cannot repay their loan. This is usually not required if the borrower has 20% or more for the down payment.
MORTGAGE NOTE	A promise to pay a sum of money at a standard interest rate during a specific term that is secured by a mortgage.



These are the taxes that are enforced by the city, town, count and state government entities. Sometimes they are included in the total monthly mortgage payment paid to the lender and sometimes they are paid directly by the home owner. REO Real estate owned properties or foreclosed properties current owned by a financial institution such as the bank that made the loan to the previous owner. REVERSE MORTGAGE This is specifically for seniors and it allowed them to convert the equity in their home to cash. SHORT SALE A situation when the seller's lender is willing to accept an offer and allows the sale to be completed for an amount less than the mortgage amount owned by the seller. TITLE A legal document proving current and proper ownership of the property. Also referred to as a Title Deed, this document highlights the history of property ownership and transfers. UNDERWRITING The process in which the potential home buyer is evaluated for their financial ability to obtain and repay a loan. This normally includes a credit check and an appraisal of the property.	MULTIPLE LISTING SERVICE (MLS)	The national list of real estate properties that are available for sale. These are the most reliable sources to receive up-to-date listing information.
PROPERTY TAXES These are the taxes that are enforced by the city, town, count and state government entities. Sometimes they are included in the total monthly mortgage payment paid to the lender are sometimes they are paid directly by the home owner. REO Real estate owned properties or foreclosed properties current owned by a financial institution such as the bank that made the loan to the previous owner. REVERSE MORTGAGE This is specifically for seniors and it allowed them to convert the equity in their home to cash. SHORT SALE A situation when the seller's lender is willing to accept an offer and allows the sale to be completed for an amount less than the mortgage amount owned by the seller. TITLE A legal document proving current and proper ownership of the property. Also referred to as a Title Deed, this document highlights the history of property ownership and transfers. UNDERWRITING The process in which the potential home buyer is evaluated for their financial ability to obtain and repay a loan. This normally includes a credit check and an appraisal of the property. VA LOAN Special no down payment loans that are available to American who have served in the Armed Forces. These loans are issued by private lenders and are guaranteed by the Department of	PRE-APPROVAL	how much money a buyer might be qualified to borrow based on the preliminary financial information provided. This gives the seller more confidence in the buyer's ability to close
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	VA LOAN	by private lenders and are guaranteed by the Department of



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