

HOMEBUYER'S *Luxury Guide*

Your Step-by-Step Guide to Homeownership



SELLING LUXURY GROUP BROKERED BY
THE CLOSERS REAL ESTATE GROUP



THE CLOSERS
REAL ESTATE GROUP



Selling Luxury Group

Selling Luxury Group is determined to provide the highest-level luxury experience to every client. We exceed expectations by utilizing differential marketing and sales techniques to ensure satisfaction. We formulate a tailored plan specific to each client to make the process of buying and selling Real Estate as seamless and efficient as possible. When working with sellers, we will implement a strategic marketing plan for your property to solicit the highest quality buyers. When working with buyers, we are assertive, attentive and employ strong negotiation skills to get the best possible results! We strive to earn the trust of every client by providing consistent, timely and effective communication from start to finish! We would love to assist you with your next home adventure!

MISSION STATEMENT

We redefine luxury real estate in the greater Houston area. Our dynamic and savvy professionals provide exceptional service, exclusive properties, and personalized attention. With a down-to-earth approach, we create genuine connections and deliver extraordinary results. Welcome to a world where "Luxury meets authenticity."



SELLING LUXURY
SANTEE X LAFAYETTE



HELLO!

WE ARE HONORED TO BE WORKING WITH YOU! BUYING A HOME IS ONE OF THE BIGGEST DECISIONS YOU WILL MAKE. WE WILL BE HERE WITH YOU EVERY STEP OF THE WAY TO MAKE SURE THAT YOU ARE COMFORTABLE, WELL TAKEN CARE OF, AND THAT YOUR HOME BUYING EXPERIENCE IS LIKE NONE OTHER.

WE'VE HAD EXPERIENCE WITH BUYERS AND SELLERS, RESIDENTIAL AND COMMERCIAL, MANY DIFFERENT MARKETS AND PRICE RANGES. NO TWO DEALS ARE ALIKE AND NO TWO PROPERTIES ARE ALIKE. EVERY BUYER AND SELLER IS DIFFERENT, HAVE DIFFERENT WANTS, NEEDS AND FINANCIAL GOALS.

WE LOOK FORWARD TO GETTING TO KNOW YOU AND HELPING YOU FIND YOUR DREAM HOME!



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BUYER *Questionnaire*

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DESIRED LOCATION

LOOK AND FEEL OF PREFERRED AREA.

PRICING & FINANCING

WHAT IS YOUR PRICE RANGE? IF YOU NEED FINANCING, ARE YOU PRE-QUALIFIED YET?

TIMEFRAME

DO YOU NEED TO SELL A CURRENT HOME? ARE YOU LEASING? WHEN DOES YOUR CURRENT LEASE END? IDEAL MOVE-IN TIME?

INTERIOR

NUMBER OF BEDROOMS? BATHROOMS? TOTAL SQUARE FEET? OTHER INTERIOR REQUIREMENTS?

EXTERIOR

LOT SIZE? GARAGE? POOL? PET NEEDS? OTHER EXTERIOR REQUIREMENTS?

Financing Tips

✓ GET YOUR CREDIT IN CHECK

Make sure you're financially prepared for homeownership. Do you have a lot of debt? Plenty saved for a down payment? What about closing costs? Ask yourself "how much house can I afford?" before you go further. Additionally, know that lenders look closely at your credit score when determining your eligibility for a mortgage loan. Check your credit score and do anything you can to improve it, such as lowering outstanding debt, disputing any errors and holding off on applying for any other loans or credit cards.

✓ FIND THE RIGHT LENDER

Just like you want to get the home that best suits your needs, you'll want to find a lender that best suits you. We suggest you consider using a broker to help you find a lender, talk to your agent—we are here to help, ask friends and family for referrals, and compare at least three lenders.

✓ Get Organized

A lender will need information from you in order to get you pre-approved for a mortgage loan.

Here are few things to have ready for them:


- W-2 forms from the past two years
- Pay stubs from the past 30 days
- Tax returns from the past two years
- Proof of other sources of income
- Recent bank statements
- Details on long-term debts such as car or student loans
- ID and Social Security number

*If you're self-employed, you may have to provide proof of your financial stability, including reasonable credit score, profit & loss statement, Year-to-date revenue, and possibly providing business tax returns.



Financing Incentives/Concessions

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Interest-only payments due during construction on drawn amounts only

No re-qualification once construction is complete. Single closing reduces total costs

ELIGIBLE TERMS

Conventional:
Fixed-Rate 15 and 30-year amortization

FHA:
Fixed-Rate 15 and 30-year amortization

VA:
Fixed-Rate 15 and 30-year amortization

FINANCING ELIGIBILITY

Financing Options:
Conventional, FHA, and VA

Maximum LTVs:
Conventional: 95%
FHA: 96.5%
VA: 100% not including VA funding fee

Minimum qualifying credit scores:
Conventional: 700
FHA: 620
VA: 600

Darryl Bowles

Senior Loan Originator
ENMI S 1609563
Office: (346) 338-7640

VA-->

580+ FICO
100% LOAN
No Mortgage Insurance

FHA-->

580+ FICO
96% LOAN

USDA-->

600+ FICO
100% LOAN

CONV-->

640+ FICO
Multiple Options



Step By Step

Guidance For Buyers

1. Consultation

Meet with your Real Estate Agent to discuss what you are looking for.

2. Pre-Approval

If you need financing get pre-approved by a lender.

3. Home Search

Your agent will narrow down home options for your review.

4. Make an Offer

Negotiate offer and get it accepted.
Now the Process begins.

5. Home Inspection

Buyer typically receives 7-10 days for inspections. Discuss Inspection Report results, decide if repairs are needed and if you would like to proceed with the purchase.

6. Appraisal

Buyer's lender will order Appraisal. I will prepare package to show home value. If appraisal comes in low, be prepared to renegotiate sales price.

7. Loan Contingency

The Buyer's lender prepares loan commitments showing the buyer is ready to purchase. In some instances, buyer may receive a loan denial. If letter is presented before LC date, buyer can walk away from contract.

8. Final Walk-Through

Buyer receives one last view of the home at a final walk through to ensure seller or builder has completed all repairs that were negotiated.

9. Closing Day

Sign documents and pop bottles!
Congratulations, you are a home owner!



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S A N T E E X L A F A Y E T T E

The Initial Process

1. CONSULTATION

This is where we discuss what type of home best suits your needs..

- How long have you been looking for a new home?
- What areas and neighborhoods are you considering ?
- What are some of your must haves?
- What are deal breaker items?
- What is your Plan B, if you can't find the home you have in mind?



2. Pre-Approval

This is a quick necessary process that helps narrow down and determine how much you can afford.

Lenders typically recommend a home that costs no more than three to five times your annual income , with a 20% down payment. There are also different financing structures that allow you to put a 3% and 3.5% down payment toward your purchase. There are MANY different financing structures that they can make work for you.

House Hunting

3. HOME SEARCH

I will tailor listings based on your criteria. I will funnel all properties and pick the best ones to view, and filter out the ones that will not work.

Most buyers look at no more than 10 properties and are then ready to make an offer. At that time, if you have not found a home you are looking for- it's HIGHLY recommended that we sit down and review your criteria to make sure that we are still looking for the right house.

Once you find the one you love ...it's time to determine the market value of that property. We will compare that home to others that have sold and from there we will determine the value for the home.

4. MAKING AN OFFER

When you are ready to make an offer, I will walk you through the contract. It is important to write a fair offer or you can run the risk of the seller not responding or even losing the property to another buyer making an offer.

- Write the offer
- Negotiate the offer
- Satisfy Conditions



Inspections and More

5. HOME INSPECTIONS

The immediate step after your offer is accepted is to schedule the home inspection. You will have a certain number of days to complete this inspection after the offer is accepted.

Your home inspection report will verify that all items considered defective or problems relating to the safety of the home are corrected prior to closing.

6. APPRAISAL, TITLE SEARCH & LENDER LETTER

The title is the right to own, possess, use and control a property. When purchasing a home you are buying a seller's title to the home. Before closing, a title search is done to ensure there are no liens or problems that might prevent a clean title for you to close on the home.

An appraisal, is an estimate of the property's value. The approval is not only to justify the lender's investment, but to help keep the buyer from overpaying on a property. Your lender will hire an appraiser and charge you the fee either upfront or at closing.

Final commitment lender's letter approves your home loan. You will receive a letter outlining loan terms to your mortgage agreement. Your final letter will include your annual percentage rate, monthly fees, and repayment info for the loan.



Closing Time

7. THE CLOSING

The closing process finalizes your home purchase.

A FEW ITEMS TO BRING WITH YOU

- A valid government issued photo ID
- Cashier's check payable for the total amount due
- Any outstanding documents for the title company or loan officer

CLOSING COSTS

Fees typically total 2-6% of the total purchase price for buyers and can include:

- Escrow Fees
- Recording Fees
- Application and underwriting fees
- SIDs and/or LIDs
- Appraisal Fees
- Local Transfer Taxes
- Homeowner's Insurance
- Homeowners Association Fees



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Buyer Mistakes

AVOID THESE MISTAKES WHEN BUYING YOUR HOME

GETTING TOO EMOTIONAL

Once you decide to buy a home, start thinking of yourself as a businessperson and investor rather than just a future homeowner. By looking at the transaction from a purely financial perspective, you will distance yourself from the emotional aspect of buying the property. While it is important to factor in certain emotional aspects, don't let it cloud your judgement. Real Estate is an investment. Don't let emotions distract you from that.

HOME SHOPPING BEFORE GETTING PRE-APPROVED

It's more fun to look at homes than talk about your finances with a lender. So that's what a lot of first-time home buyers do. They visit properties before finding out how much they are able to borrow. Then, they are disappointed when they discover that they were looking in the wrong price range (either too high or too low). How to avoid this mistake: Talk to a mortgage specialist about getting pre-approved before shopping for a home. The pre-approval process involves review of your income and expenses and can make your offer more competitive because you'll be able to show sellers that you can back up your offer.

EMPTYING YOUR SAVINGS

If you buy a previously owned home, it almost inevitably will need unexpected repairs not long after. Maybe you'll need to replace your water heater or pay a mortgage insurance deductible after bad weather. How to avoid this mistake: Save enough money to make a down payment, pay for closing costs and moving expenses, and take care of repairs that may come up. Lender will give you estimates of closing costs, and you should call a few moving companies for an estimate to get an idea of your moving expenses.

CHOOSING THE WRONG LENDER

It pays to compare offers when shopping for a home. Mortgage interest rates vary from lender to lender, and so do fees such as closing costs and discount points. It's a great idea to apply with multiple mortgage lenders. A typical borrower could save \$430 in interest just in the first year by comparing lenders. All mortgage applications made within a 45-day window will count as just one credit inquiry.

My Reviews

★★★★★



SHERYL SANTEE
NEW CONSTRUCTION/RELOCATION
SPECIALIST

Sheryl was a lifesaver for me. I was in the middle of moving from California to Texas and knew little about the different areas of Houston as well as not having the ability to be in person for most showings. Sheryl took extra care to educate me on the hot spots for real estate in Houston. For each home I was interested in - Sheryl provided me with home tour videos, pictures, neighborhood tours, nearby entertainment, and literally everything I was searching for in my first home. I had a lot of questions and Sheryl was able to answer them all and made me feel comfortable throughout the entire process. Her commitment to excellence and quality work is top notch and if I'm in the market again, I'll definitely be going with her as my realtor. Thank you so much for everything!!

Johnathan H.

I highly highly highly recommend Sheryl! She is awesome. I relocated from California and got her information from a past client of hers. We started looking the first week of February, I was under contract the next week, and in my home March. She did an amazing job showing me homes even from across the country. Her communication is spectacular and she will have you feeling like you're the only homebuyer in the world. She is the type of agent who will keep it real and get you the best deal.

Authur C.

Sheryl was the perfect realtor for our family and situation and would be for anyone! We found her online and reached out and she was on it from day one! With all of our back and forth and deciding from planning a big move in the following summer to making a big move only 3 months after we called her she never missed a step. When we called her we knew nothing about buying a house besides that was the next move for us and she walked us through everything.. Sheryl made sure we had all the resources we needed and made sure we never settled on anything and we ended up in the perfect first home for our family. She is far more than just your average realtor she becomes your friend, truly your "Houston Homegirl"!!!

Lorraine E.



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