

GABRIELLE'S HOME BUYER'S HAND BOOK

Your real estate journey begins with
the right information.



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ABOUT ME

Welcome! I'm Gabrielle, a dynamic real estate professional with 4+ years of experience in Ohio and Northern Kentucky. I'm here to make your journey into real estate both educational and financially rewarding.

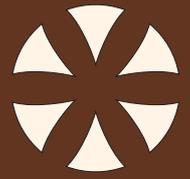
My ideal client is someone who envisions their home as an integral part of their long-term financial strategy. Rather than just advising, my passion lies in educating and empowering individuals to grasp the principles and strategies that shape the world of real estate.



Please, scan this QR code to check my my website. There you can learn more about me, review my previous client reviews, download more resources, check out my recently sold listings and more!



The Home Buying Process



Step 1: Save cash

You'll need to save enough cash for your down payment, upfront costs, and closing costs. The larger the down payment, the lower you'll loan amount will be and the lower your monthly payments will be.

Step 2: Pre-approval

I can provide you with resources to get pre-approved. You will need a pre-approval letter in order to submit an offer. You can switch loan officers after your purchase contract has been accepted.

Step 3: Buyer interview

Today we'll have you buyer interview where we will discuss and plan exactly how we can reach your goals of buying your home.

Step 4: House hunt

Next, we'll begin touring homes to help you find the right one for you. The amount of homes we see is dependent on your preferences, schedule, and timeline.



Step 5: Submit offer

Once you choose a house you love, we'll submit an offer on your behalf. This requires a discussion on initial terms and paperwork.

Step 6: Negotiate & execute contract

I'll negotiate on your behalf to defend your best interest and put you in the best possible position. Once the seller has agreed the terms and all parties have signed, then we have a pending transaction.

Step 7: Inspections

Next, we'll hold an inspection to determine the current condition of the home. Then we can accept the home as-is, negotiate to alter current terms or terminate the transaction.

Step 8: Loan approval

You will work with your loan officer to submit the rest of your financial paperwork in order to obtain your final loan approval.

Step 9: Appraisal

The appraisal is an official evaluation of your home's value determined by a licensed home appraiser. This value determines how much money the bank can loan you which ultimately impacts the entire transaction.

Step 10: Closing

Next, we'll obtain the clear to close, sign a ton of paperwork, and you'll receive the keys to your new home.

LOAN OFFICER RECOMMENDATIONS



Eric Swoyer
Rocket Mortgage
(513) 720-6449
EricSwoyer@rocketmortgage.com

Sal Zagami
Cardinal Financial Company
(502) 298-8118
sal.zagami@cardinalfinancial.com

Upfront Costs



Earnest money: \$1000-\$1500

Earnest money is a deposit made by a buyer to demonstrate their serious intent to purchase a property. It's typically held in escrow until the sale is finalized, and it's credited towards the buyer's down payment or closing costs at the time of closing.

Home inspection: \$400-\$700

A home inspection is conducted to evaluate the condition of a property and identify any potential issues or defects. It helps buyers make informed decisions about the purchase and can uncover problems that may not be visible during a casual viewing.





Appraisal: \$500

A real estate appraisal is an assessment of a property's value conducted by a licensed appraiser. It's done to determine the fair market value of the property, which is crucial for buyers, sellers, and lenders to ensure transactions are based on accurate pricing and risk assessment.

Down Payment: 3.5%-20% of the purchase price

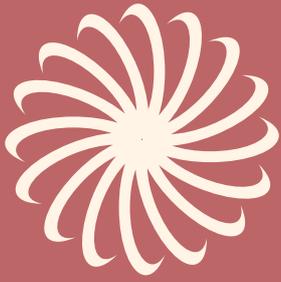
A down payment for a house is a portion of the total purchase price that a buyer pays upfront when securing a mortgage loan. It's typically expressed as a percentage of the home's purchase price, with common amounts ranging from 3.5% to 20% of the home's value.



Closing costs: 2-5% of the purchase price

Closing costs are the fees and expenses associated with finalizing a real estate transaction, including expenses like lender fees, title insurance, appraisal fees, and government taxes. These costs typically range from 2% to 5% of the home's purchase price, but can vary depending on factors like location, the price of the property, and the type of loan.





Earnest money & Closing costs



Earnest Money



Earnest money is a deposit submitted by the buyer when submitting a purchase contract. It's essentially "good faith" money. It tells the seller that you are a committed buyer. If you exit the contract illegally, the seller keeps the earnest money check. If the transaction is terminated legally or the transaction is executed, the buyer gets the earnest money back. The earnest money is held in an escrow account by the buyer's agent's brokerage.



Closing Costs



Closing costs are the total amount of cash that you are wiring before closing day to complete the transaction. These fees typically include:

- Your down payment
- Prepaid utilities
- Prepaid property taxes
- Interest adjustments
- Legal fees/distributions
- Lender fees
- Tax and homeowner insurance/escrow

Buyer Interview

Topics to discuss:

- **Timeline**
 - As soon as possible?
 - Deadlines I should know about
- **Area**
 - Ohio vs. Kentucky?
- **Home type**
 - Single Family?
 - Condo?
 - Multi-family?
- **Price range**
 - Ideal price range?
 - Amount of down payment?
 - Ideal monthly payment?
- **House interior preferences**
 - Bedrooms?
 - Bathrooms?
 - Ideal square footage?
- **Garage & ideal parking requirements**
 - Garage preferred or required?
- **Other preferences**
 - Preferred layouts?
- **Preferred methods of communication**
 - Email, text, or call?



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time on my calendar that works for you.





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