

THE HOME BUYING GUIDE



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Why You Should Hire A Realtor

Dear Buyer,

Whether you're buying, selling, or leasing a property, you need a trustworthy professional to help you get the best deal and avoid problems along the way.

Learn more about what a Texas REALTOR® can do for you at texasrealestate.com.

A professional real estate agent in Texas must be licensed by the Texas Real Estate Commission and sponsored by an established broker. But a real estate license doesn't automatically make someone a REALTOR®. A license holder becomes a REALTOR® by joining the REALTOR® association and committing to a higher standard of professionalism. It's a good idea to choose a REALTOR® for your next real estate transaction.

A homeowner moves because of a need to upgrade, downsize, relocate, or simply because you need a change. For sellers, the need is to sell a house for the most amount of money in the shortest period of time. These things are important in order for you to begin that new chapter of life.

I am your full-time Realtor. I will be there to guide you throughout the selling process every step of the way.

Brenda Johnwell GRI RENE, Realtor
RE/MAX American Dream
5 Star AgentCell
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Office (832) 802-4700
Email: BrendaJohnwell@remax.net
Web: www.har.com/bjohnwell



Meet Brenda Johnwell, Your Professional Consultant With Years of Experience

- * Licensed since 2010
- * Full time Real Estate Agent
- * Rapid response times to my clients
- * Multi million dollar producer each year
- * GRI and RENE designations



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[www:http://har.com/bjohnwell](http://www.har.com/bjohnwell)

Highly Rated & Educated

Overall Rating

4.98/5.0

Rate based on
95 completed surveys.

4.98 / 5

Competency

4.99 / 5

Market Knowledge

4.99 / 5

Communication

4.97 / 5

Experience

Did you know that the average person moves a total of 16 times over their lifetime? That's about once every 5 years! It can be exhausting and overwhelming.

I, myself, have come to prove this static wrong. Born in raise in Pearland, TX, I moved once married to the Kingwood area and then back to the Friendswood area where I currently reside. So as an adult I'm only on house #2...I better get to moving! :) Being from the greater Houston area I have come to learn a lot about my city from the inner loop to the suburbs. I am knowledgeable in school districts to construction growth.

Most consumers move because you need to upgrade, downsize, relocate, or simply because you need a change. For sellers, the need is to sell a house for the most amount of money in the shortest period of time. These things are important in order for you to begin that new chapter of life. When working with buyers, I understand that buying a house involves addressing the whole family's needs. My goal is to help you find a house to make into a home, not just a place to live.

I am your full-time Realtor; call me today! I will be there to guide you throughout your home buying and selling process every step of the way. A Realtor that is "Good to know".

Go With The Best... RE/MAX®!

- * # 1 in Lead Generation
- * # 1 in Website Traffic
- * # 1 in Brand Name Awareness
- * # 1 in Average Sales per Agent
- * # 1 in Sales in the US & World
- * # 1 in Buyers & Sellers' Minds
- * # 1 in Agent Training, Education & Certifications





THE **FIRST** REAL ESTATE BRAND
TO CLOSE OVER
2 MILLION
TOTAL TRANSACTION SIDES
— IN ONE YEAR —

Home Buying

PROCESS



STEP 1

MEET WITH
YOUR RE/MAX
AMERICAN
DREAM AGENT

STEP 2

FIND THE LENDER THAT
BEST SUITS YOUR
NEEDS & DETERMINE
YOUR PURCHASING
POWER \$\$\$

STEP 3

TIME TO START
LOOKING AT
HOMES!!

STEP 4

WE FOUND YOUR DREAM HOME!!
THIS IS WHERE YOUR SEASONED AGENT
CREATES A DETAILED OFFER AND NEGOTIATES
THE TERMS OF THE AGREEMENT ON YOUR
BEHALF.

STEP 5

OFFER ACCEPTED!
TIME FOR
INSPECTIONS,
APPRAISAL &
REPAIR
NEGOTIATIONS
IF NEEDED.

STEP 6

AFTER ALL NEGOTIATIONS ARE
DONE, YOU WILL BE SENDING
DOCUMENTS REQUIRED TO
FULFILL YOUR LENDERS NEEDS.

STEP 7

CLEAR TO CLOSE!!
TIME TO SCHEDULE
YOUR CLOSING DATE
AND THE MOVERS!!

Congrats
NEW HOMEOWNER!!



RE/MAX
AMERICAN DREAM

Brenda Johnwell

888 700 0000



The PURCHASING PATHWAY

A step-by-step game plan for what to expect from initial consultation all the way through to the closing of your home.

1 Initial Appointment

The purpose of the initial appointment is to understand your “needs and wants” as a buyer. This may be the most critical meeting of the home buying process. During this appointment, the entire purchasing pathway will be discussed.

2 Determine the Purchasing Parameters

There are three criteria every buyer uses to find their home: **location, price and style/condition**. These criteria, along with your “needs and wants,” will determine the properties we search for and the homes we initially view.

3 Acquire a Pre-approval

Viewing homes without a pre-approval usually leads to disappointment. Buyers who are wise discuss their financial situation with a reputable lender and acquire a pre-approval. A pre-approval creates an opportunity for you to not just understand what you qualify for, but ultimately to decide what you can afford. Having a pre-approval greatly enhances your negotiating position – especially in a competitive market.

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4 View Homes

The process of viewing homes provides you with information in order to make the best decision possible. Helping you find a home is a process of elimination; not a process of selection. Viewing homes you don't like is not a waste of time; it helps build a frame of reference to help you find what you do like.

5 Write the Contract

The best way to prepare for the contract phase of the transaction as a buyer is to review a blank copy of the purchase contract. Reading the contract prior to making an offer will make you much more comfortable during the negotiation phase.

6 Deposit Earnest Money

An earnest money deposit communicates to the seller that you're serious about purchasing their property. Earnest money is kept safe in a trust account until those funds are used to close the transaction.

7 Perform the Home Inspections

After the contract is fully accepted and all terms are agreed upon, a home inspection

can be performed if the contract allows. The inspection will allow you and the inspector you hire to take a more thorough look at the property. This inspection will give you a far greater understanding of the property you are purchasing.

8 Final Walk-through

After the mortgage has been approved, a final walk-through is encouraged. On the final walk-through, you will re-inspect the property to ensure it is in an acceptable condition and that any personal property conveying is present.

9 Execute the Closing Documents

Once the contract is accepted, inspections performed and mortgage approved, the closing will be set and final documents will be executed. You will be directed by the appropriate party as to the time and date of this event. Either a formal closing date will be established by a closing attorney, or an escrow officer will close the transaction.

10 Home Delivery

Upon the conclusion of the paperwork and transfer of ownership, you will receive the keys, garage door openers, and any documents/warranties that convey with the property. You will then become the rightful owner. It's time to move in!



CLOSING COSTS: WHO PAYS WHAT

THIS CHART INDICATES WHO CUSTOMARILY PAYS WHAT COSTS

	CASH	FHA	VA	CONV
1. Downpayment	BUYER	BUYER	BUYER	BUYER
2. Termite (Wood Infestation) Inspection (negotiable except on VA)			SELLER	
3. Property Inspection (if requested by Buyer)	BUYER	BUYER	BUYER	BUYER
4. Property Repairs, if any (negotiable)	SELLER	SELLER	SELLER	SELLER
5. New Loan Origination Fee (negotiable)		BUYER	BUYER	BUYER
6. Discount Points (negotiable)		BUYER	SELLER	BUYER
7. Document Preparation Fee (Charge Seller on FHA/VA)		SELLER	SELLER	BUYER
8. Credit Report		BUYER	BUYER	BUYER
9. Appraisal or Extension Fee (negotiable)		BUYER	BUYER	BUYER
10. Interest Proration on Seller's Existing Loan				
11. Existing Loan Payoff	SELLER	SELLER	SELLER	SELLER
12. Existing Loan Payoff Demand	SELLER	SELLER	SELLER	SELLER
13. Loan Prepayment Penalty (if any)	SELLER	SELLER	SELLER	SELLER
14. Next Month's PITI Payment		BUYER	BUYER	BUYER
15. Prepaid Interest (approx. 30 days)		BUYER	BUYER	BUYER
16. Mortgage Transfer Fee				
17. Reserve Account Balance (Credit Seller / Charge Buyer)		PRORATE	PRORATE	PRORATE
18. FHA MIP, VA Funding Fee, PMI Premium		BUYER	BUYER	BUYER
19. Assessments payoff or proration (sewer, paving, etc.)	SELLER			
20. Taxes	PRORATE	PRORATE	PRORATE	PRORATE
21. Tax Impounds		BUYER	BUYER	BUYER
22. Tax Service Contract		SELLER	SELLER	BUYER
23. Fire/Hazard Insurance	BUYER	BUYER	BUYER	BUYER
24. Flood Insurance		BUYER	BUYER	BUYER
25. Homeowners Association (HOA) Transfer Fee	SPLIT	SPLIT	SELLER	SPLIT
26. HOA/Disclosure Fee	SELLER	SELLER	SELLER	SELLER
27. Current HOA Payment	PRORATE	PRORATE	PRORATE	PRORATE
28. Next Month's HOA Payment	BUYER	BUYER	BUYER	BUYER
29. Home Warranty Premium (negotiable)				
30. Real Estate Professional's Commissions	SELLER	SELLER	SELLER	SELLER
31. EAGLE Homeowners Title Policy	SELLER	SELLER	SELLER	SELLER
32. Loan Title Policy and Endorsements		BUYER	BUYER	BUYER
33. Account Servicing Set-up Fee (negotiable)				
34. Escrow Fee (NOTE: Charge Seller on VA Loan)	SPLIT	SPLIT	SELLER	SPLIT
35. Title Insurance	SELLER	SELLER	SELLER	SELLER
36. Recording Fees (Flat Rate)	SPLIT	SPLIT	SPLIT	SPLIT
37. Reconveyance/Satisfaction Fee	SELLER	SELLER	SELLER	SELLER
38. Courier/Express Mail Fees	SPLIT	SPLIT	SELLER	SPLIT
39. Wire Fees	SPLIT	SPLIT	SELLER	SPLIT
40. Email Loan Documents		BUYER	SELLER	BUYER

Note: Prorated items will appear on Closing Statement as charges for one and credits for the other.

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First American Title

What Not to Do

Once you're cleared to close, you may want to go out and celebrate by buying new furniture or appliances, but doing so could jeopardize your loan approval. Here are some steps you should avoid taking until you've closed on your home.

- Don't apply for credit (such as a new credit card, car loan, or financing for furniture or appliances)
- Don't make major purchases
- Don't liquidate funds
- Don't make large deposits
- Don't switch jobs



All of these factors could impact your final closing, even if you've already been approved.