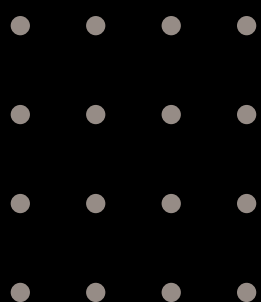


SATIN FOX
REALTY

+

real



BUYER'S GUIDE

SATIN FOX

Satin lives in far North McKinney with her husband and daughter. As a Frisco native, she has extensive knowledge of North Texas to assist clients in marketing strategy to successfully sell their home, or for buyers in their home search.

Satin knew she loved real estate even while still in high school. Her tenacity and dedication have brought her forward to the present where she helps clients meet their real estate goals every day. Satin goes through each day with the gratitude to be living her dream and wants others to experience theirs. She recognizes and values the trust her clients place in her and strives every day to exceed their expectations.

Satin is no stranger to hard work and diligence. Whether you want to buy, sell, invest, or lease Satin would love to stand by your side and take the journey with you.





7 Benefits of Using a REALTOR®

WHEN BUYING YOUR HOME

1. REALTORS® are the local housing market experts.

Using comparable home sales and neighborhood information, an agent will make sure when you are ready to place an offer you know what offer price the market supports.

2. REALTORS® will help narrow down your search..

REALTORS® work with buyers and see homes on the regular. There is a lot to consider when buying a home: location, price, features, etc. Your agent will help you narrow your need and want list so you don't get lost in the search for your new home.

3. REALTORS® educate and prepare buyers.

Whether it's your first time buying or your fifth, every transaction is different. Understanding and maneuvering those differences comes with experience. An agent will take the time to explain and advice through each step, anticipating outcomes to keep the process moving smoothly.

4. REALTORS® are professional negotiators.

There are many factors up for discussion in a deal and negotiating directly with a seller can be difficult. A REALTOR® will both fight for your interests and keep the deal from falling apart.

5. Real estate is a full time job.

Your REALTOR® will spend their time combing new and old listings, answering phone calls with questions, scheduling/attending home showings and managing all the moving parts of a transaction. Hiring a REALTOR® is a smart choice for this reason alone.

6. REALTORS® have access to a vast network of experienced industry professionals.

Through your REALTOR®, you will have access to a broad network of experienced industry professionals including home repair companies, staging companies, and title companies. Instead of going it alone, your agent can connect you with their trusted network. Use your REALTOR® as a resource for any professional recommendation even if you've already closed on your house or you are not quite ready to go on the market.

Last, but not least...

7. REALTORS® always have your back.

Your REALTOR® has your back whether you are a buyer or a seller. A REALTOR® has a fiduciary responsibility to their clients and are legally obligated to act in their client's best interest.

HOME BUYING

ROAD MAP

1 Find a Real Estate Agent

Your real estate agent is an expert in the home buying process and is the one who will be "on your side" and watching out for your best interest.

2 Get Pre-Approved for a Loan

It's best to understand what you can afford and get a pre-approval letter before house shopping so you are prepared to make a move when you find the perfect property.

3 Find Your New Home

Now is the fun part! House shopping. Your agent will set you up on an MLS search of properties in your parameters. Once you've narrowed down which you would like to see, showings will be scheduled. Buyer's on average see 8 homes, but each journey is different so this might be a little more or a little less for you.

4 Make Your Offer & Negotiate

After you have found your perfect home and placed an offer, there might be some back and forth negotiating with the Seller. This is normal and don't worry, your agent is there to walk you through it.

5 Under Contract

Once you are officially under contract, the first step is getting earnest money and option fee to title - you have 3 days to delivery money. Your agent will make sure you know which title company to send it to and their specific instructions. Your agent will also walk you through the option period, inspection, and appraisal while under contract.

6 Option Period & Inspection

The option period is an agreed upon period of time, stated in the contract, which gives the Buyer the right to terminate the contract for any reason. Normally, during this time is when the property is inspected and repairs negotiated.

7 Home Appraisal

A home appraisal provides an independent and impartial analysis of real property. At the end of the appraisal, you will be provided with an accurate estimate of the fair market value of the home being sold.

8 Escrow

Title examines public records to determine ownership, liens, and other matters that could affect the title, such as judgements, bankruptcies, divorce, or death, which require further investigation by the title company before closing can occur.

9 Closing Day

The big day is here! You will be signing lots of paper. Make sure to bring valid, unexpired photo identification such as a driver's license or passport, your spouse, and any additional documentation requirements. If you will be receiving your proceeds from closing via wire transfer, be sure to confirm wiring instructions with the title company prior to your closing appointment. If you prefer to receive your proceeds via check, you will be notified once the transaction has funded and your check is ready for pickup. If you owe money at closing, you will need to arrange to bring a cashier's check to closing, or you can send funds electronically via wire transfer prior to closing.

10 Post-closing/Funding

The title company sends signed documents to lender for final approval. All money is distributed.

11 Moving Day

Depending on what was agreed to in your contract and any addenda, you may move in as soon as the loan has funded and you receive keys. Funding is not always the day you sign, so clarify with your agent which day you should have the moving truck arrive.

→ **Congratulations!**



Questions to Ask Yourself Before You Start Looking

CONSIDER THE QUESTIONS BELOW

- Who will be living in this home? Let's list adults, children, and pets that will inhabit the space.
- What are the non-negotiables for your home?
- If you had to name your top five non-negotiables, what would they be?
- Beyond your top five needs, what is something you really want?
- Do you have a preference for the year the house was built?
- Do you want a house in move-in condition or are you willing to do some work on it?
- When people visit your home, what do you want it to say about you?
- Are there any specific features that would make your next house feel instantly like home?
- Will you require accessibility options?
- What type of home are you looking for (e.g., single family, condo, town house, etc.)?
- Approximately what square footage would adequately cover your living space?
- How many stories do you prefer?
- What lot size are you looking for?
- What architectural styles are you drawn to?
- What type of exterior siding appeals to you?
- Do you want a porch, deck, or both?
- What are you looking for in terms of a garage [e.g., attached, carport, etc.]?
- What type of driveway or vehicle entrance/exit will you require?
- Do you want a swimming pool or a hot tub?
- Are you looking for any structures such as a greenhouse or shed?
- Do you need special outdoor arrangements for pets? [e.g., a dog run, fenced-in yard, etc.]
- What other exterior features are important to you?

- What style do you envision for the interior of your home? (e.g., formal, casual, cozy, traditional, minimalist, modern, etc.)?
- What kind of floor plan do you prefer (e.g., open vs. walls or divided living spaces)?
- In general, what are your preferences for the interior

KITCHEN

- What are your general preferences for the kitchen?
- What features must your kitchen have (e.g., breakfast nook, types of appliances, etc.)?
- What finishes do you like (e.g., countertops, flooring, cupboards, sink, appliances, etc.)?
- Will your kitchen need to accommodate anything with custom measurements (beverage cooler, island, farmhouse sink, butcher block countertop)?

BATHROOMS

- How many bathrooms do you need?
- What are your needs for each of the bathrooms?
- Will any bathroom need to serve a specific purpose (powder room, swimming pool access, fit for small children, accessibility specifications)?

YOUR PREFERENCES

- Your Home Wish List

BEDROOMSINTERIOR

- How many bedrooms do you need?
- How will each of those rooms be used?
- What are your preferences for the owner's suite?
- What are your general preferences for your living and family room(s)?
- What size room(s) do you have in mind?
- Do you prefer your living and family room(s) to be separate and intended for different purposes?
- Do you want a fireplace?
- What other living areas are you looking for? (e.g., playroom for children, studio, mud room)
- What else do you see for living areas?

NEIGHBORHOOD CHECKLIST



ASK YOURSELF...

What neighborhoods or areas would you enjoy living in?

Are there any specific streets or characteristics in these neighborhoods you're drawn to?

If applicable, what school districts do you prefer?

Where do you work?

Where are your favorite places to shop?

What other conveniences would you like nearby?

What do you like to do for fun? Are there any recreational facilities that you enjoy?

Any other considerations I should be aware of as we find your ideal neighborhood?

LINGO YOU SHOULD KNOW

**THIS LIST OF COMMONLY USED
REAL ESTATE TERMS IS INTENDED
TO HELP YOU IN THE HOME
BUYING OR SELLING PROCESS.**

Appraisal

The estimated value of a property based on a qualified appraiser's written analysis. Banks typically require appraisals before issuing loans to ensure the estimated value of the property adequately supports the sales price and the loan being taken out by the Buyer.

Appreciation

The increased value of your home from when you purchased it is considered its appreciation in value.

Assessed Value

This is the dollar value that the county appraisal district assigns to your home for the purpose of property taxes. This value may differ from a home appraisal value or market value.

Closing Costs

These refer to miscellaneous expenses to close the deal. Expenses can include recording fees, title insurance, commissions, surveys, and more.

CMA

CMA stands for Comparative Market Analysis. This report looks at similar homes in your area that were sold or are currently on the market and can help determine an accurate value for your home.

Comparables

Also known as "Comps", which are used as a comparison in determining the current value of a property that is being appraised.

Contingencies

Particular conditions that must be met prior to closing a real estate transaction such as a home inspection (to ensure the home has no serious defects), a financing contingency (which releases a buyer from the sales contract if their loan falls through), or a contingency that a buyer must first sell their current home.

Counteroffer

If you reject the initial home offer made by the buyer, you can make a revised offer that is more desirable.

Deed

The recorded legal document transferring ownership or title to a property.

Deed of Trust

A recorded lien on the property which secures the promissory note and gives the lender the ability to foreclose if there is a default.

Earnest Money

Money that the Buyer deposits with the title company or directly with the Seller as a good faith gesture that they are serious about buying a home.

Effective Date

The date the Buyer and Seller have agreed to all terms and actually executed the contract.

LINGO YOU SHOULD KNOW

CONTINUED

Escrow

A legal arrangement in which a third party temporarily holds large sums of money or assets until a particular condition has been met.

Executed

When a legal document has had its contents agreed upon by the Buyer and Seller and is signed by all parties to the document.

Equity

The value in your home above the total amount of the outstanding liens against your home.

HOA Resale Certificate

A document issued by a Property Owners Association or Condo Association that outlines the fees associated with the transfer of the property that are to be collected from the Buyer and Seller at closing.

Home Inspection

A thorough professional examination that evaluates the structural and mechanical condition of the property (plumbing, foundation, roof, electrical, HVAC systems, etc.) to identify problems with the house before purchasing. A pest inspection is also common as well as a pool inspection when applicable.

Home Warranty

Limited Warranty Coverage on some items in your home that can lead to costly repairs when in need of work, such as, HVAC systems, appliances, and even pest control. Every policy is different, it is important to understand what is covered and what is not.

Market Value

The current value of your home based on what a purchaser would pay.

Multiple Listing Service (MLS)

The MLS is a local organization that collects, catalogs, and distributes home listings for sale and lease as well as data on past sales. REALTORS® get access to the MLS by being a paid member of the organization. Some of the information in the MLS is distributed to popular listing websites.

Offer

A formal request to buy a home. This is most often presented to a Seller in the form of the contract and addenda required to purchase/sell a property that outlines all the terms and conditions of the offer.

Principal

The remaining unpaid balance on your mortgage. At closing, accrued and unpaid interest on the principal will also be due and payable.

Personal Property

Any property that is not real property that may be included as part of the sale of a home. Examples include furniture, televisions, refrigerators, and washers and dryers.

Property Lien

A lien is a legal right or claim against a property by a creditor. Liens are commonly placed against property in the form of a deed of trust creditors, such as banks and credit unions, can collect what is owed to them. Liens may also include, but are not limited to mechanics liens that are filed by contractors for work that they haven't been paid for, state of federal tax liens, and abstract of judgment liens. Any liens against the property must be paid at closing.

Possession

The right to occupy and enjoy the property. Possession for a Buyer normally takes place after closing and funding have occurred. The parties can agree to give possession to the Buyer before closing under the terms of a Buyers' Temporary Residential Lease. Sometimes Sellers can remain in the property after closing under the term of a Sellers' Temporary Residential Lease, and Buyer gets possession after the lease terminates.

Real Property

Land and anything permanently affixed thereto - including buildings, fences, trees, and minerals.

Sales Contract

The finalized and executed contract and applicable addenda.

Survey

A drawing of your property prepared by a Registered Professional Land Surveyor that locates the boundary lines, any improvements, easements, building lines, encroachments of any structures or improvements over the property lines, easements, or building lines on the property.

TYPES OF CLOSINGS



Beyond the technology, local laws, customs, and underwriting requirements will determine what types of signings are possible. These variations create different types of closings. When more types of closings become available, customers will have more choices on how and where they will be able to complete their real estate transactions.

Traditional Closing

- In-person
- Paper documents with wet signatures
- In-office or "mobile notary"
- Traditional ID verification

Hybrid Closing

- In-person
- Some paper documents with wet signatures
- In-office or "mobile notary"
- Traditional ID verification

In-Person eClosing (iPeN)

- In-person
- 100% eDocuments with eSignatures
- In-office or "mobile notary"
- Traditional ID verification

Remote Online Notarization (RON)

- NOT in-person
- Notary Public/Escrow Officer appears before signer via webcam
- 100% eDocuments with eSignatures
- Electronic ID verification
- Certain transaction requirements must be met

WHAT IS TITLE INSURANCE?

What is a title?

Simply stated, the title to a piece of property is the evidence that the owner is in lawful possession of that property.

What is title insurance?

Title insurance protects real estate owners and lenders against any property loss or damage they might experience because of liens, encumbrances or defects in the title to the property. Each title insurance policy is subject to specific terms, conditions and exclusions.

How does title insurance differ from other insurance?

Insurance such as car, life, health, etc., protects against potential future events and is paid for with monthly or annual premiums. A title insurance policy insures against events that occurred in the past of the real estate property and the people who owned it, for a one-time premium paid at the close of the escrow.

What does it cover?

Title insurance protects against claims from defects. Defects are things such as another person claiming an ownership interest, improperly recorded documents, fraud, forgery, liens, encroachments, easements and other items that are specified in the insurance policy.

Who needs it?

Purchasers and lenders need title insurance in order to be insured against various possible title defects. The buyer, seller, and lender all benefit from issuance of title insurance.

How is a title insurance policy created?

After the escrow officer or lender opens the title order, the title agent or attorney begins a title search. A Preliminary Report is issued to the customer for review and approval. All closing documents are recorded upon escrow's instruction. When recording has been confirmed, demands are made, funds are disbursed, and the actual title insurance policy is created.

What is escrow?

Escrow refers to the process in which the funds of a transaction (such as a sale of a house) are held by a third party, often the title company or an attorney in the case of real estate, pending the fulfillment of the transaction.

What are the title insurance property types?

The Owner's Policy insures the new owner/home buyer, and a lender's policy insures the priority of the lender's security interest.



CLOSING DAY

WHAT TO EXPECT

What Happens:

Seller signs documents to initiate the transfer of ownership on their property and the paying off of any loans on the home (if applicable). Documents include (but not limited to):

- Closing Disclosure and/or Settlement Statement
- Grantor's Affidavit of Title
- Warranty Deed
- Verifying mortgage payoff statements (if applicable)

After both Seller and Buyer have signed their respective documents (via separate appointments), the closing team will then process the documents for funding. This can take anywhere from an hour (for a cash transaction) up to the next day (if new financing is involved).

Once the title company has received the Buyer's funds and also has authorization from the Buyer's new lender to fund the loan (if applicable), monies are disbursed to all parties (including payoffs of any existing mortgages) and the Buyer receives the keys.

What to Bring:

- Current valid government issued photo ID (required for all parties signing)
- Keys to all doors, garages (including openers), porches, and sheds on the property.
- Codes for gates, fences, door locks, and garage doors
- Access information for smart locks, thermostats, doorbells, appliances remaining with property
- Other remotes and/or devices that control systems in the house

A bedroom interior with a bed, a lamp, and a plant. The text 'AFTER CLOSING REMINDERS' is overlaid in large white letters.

AFTER CLOSING REMINDERS

IMPORTANT AFTER CLOSING REMINDERS FOR BUYERS

1. Keys will be given after funding.

Keys to your new home won't be given till after your new loan funds, which might not be at the time you sign at the title company. The sellers might have a later signing time than you or the loan might take some time after both parties sign to fund. Your REALTOR® will keep you informed and make sure you get the keys ASAP.

2. Change of address.

Now that you have moved, it's time to change the address on your license or ID card. Change your address information on your bank accounts, subscriptions, and anywhere else that requires an address.

3. Fill out and submit Homestead Tax Exemption Form

The Homestead exemption will help you save money on your taxes by lowering your homes appraised value by \$100,000. This could considerable effect your monthly payment. You can fill out and submit the form at any time, so consider filling out the form as soon as possible so when tax season comes around you are all ready to go.

4. Change the locks

Even though the sellers have surrendered keys, codes, and garage door openers, there still might be spares floating around. For safety purposes, change all locks on the home to ensure no one can enter with a key to a previous lock.

DON'T FORGET YOUR Moving Checklist

1. Disconnect/Connect Utilities

Arrange to have utilities disconnected at current home and connected at your new home. Arrange for refunds of any deposits from any services you aren't transferring.

2. Pack Strategically

Label boxes by the name of the room they go to. Load items you need first at your new place, last for quick access on arrival.

3. Pack the Essentials

Pack essentials like toilet paper, hand soap, paper plates, paper cups, medications you need that day, water bottles, some snacks, and any important documents in a separate box to keep with you.

4. Schedule Movers/Moving Truck

Select and schedule movers and double check the following: insurance coverage, packing and unpacking labor, arrival day, various shipping papers, method and time of expected payment. Schedule for the day after closing in case the loan funds the following day and delays keys release.

5. Make Arrangements

Make arrangements for young children and pets the day of your move.

6. Final Detailed Check

Walk through the house once more and check all closets, drawers, shelves, and the attic to ensure that they are empty.

7. Deep Clean

Consider cleaning or getting someone to professionally clean your new house before moving in.

8. Leave Keys and Garage Remotes

You will receive keys following closing and funding of the loan. Sellers often leave spare keys and garage door openers in a kitchen drawer - your agent will pass on any instructions from the sellers.

9. Move in

Time to move in your new home!

10. Start a File

Start a file for your closing papers and new policies.

NEEDS & WANTS

TO ASSIST US IN FINDING YOUR NEXT HOME, PLEASE TELL US YOUR
“NEEDS” LIST AND “WANTS” LIST. THINK SIZE, LOCATION, WHAT YOU
CAN’T LIVE WITHOUT, ETC.

Needs:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Wants:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____



real

Core Values

Our vision is a world in which home buying and selling is a simple and enjoyable experience for everyone.

01 Work Hard. Be Kind.

Kindness is a superpower and the fuel that keeps us growing. We stand together in service of our vision and each other.

02 "We" are Bigger than "Me".

Together, we move further and faster toward groundbreaking change in how people buy and sell homes.

03 Tech x Humanity.

The technology we build serves a bigger purpose - to make the entire real estate experience better for agents and consumers. It should always solve problems, create efficiencies, and be so good it fades into the background.



We are one united community. We accept and respect everyone – every employee, agent, and client – regardless of color, race, religion, sex, sexual orientation, or any other characteristic that makes them unique.

Through integrity and respect, we embrace the mindset that 'we' are bigger than 'me.' Only by coming together as one can we all succeed.

We learn together. We grow together. We thrive together.