

A BUYERS GUIDE

THINGS TO CONSIDER WHEN BUYING A HOME!



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Thinking About Buying?

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Are you thinking about buying a home but don't know where to start?



You need an agent who is there to protect you and who has your best interest at heart.



I've worked with hundreds of buyers throughout the years helping them secure their dream home.



There are so many pieces to purchasing a home and if you're not careful it can cost you thousands of dollars.

Here's the best part.



I'm free. It doesn't cost you anything to work with me, the seller pays my fees.



I am here to guide you through every phase of the transaction. From finding you that perfect home and making professional recommendations and guidance throughout every phase of the transaction.



I'll make suggestions on what you should and shouldn't be asking for, financing strategies, what inspections you should have, repairs, what costs are customary for the buyer to pay and what is customary for the seller to pay.



The seller has an agent who is representing them and their best interest and you need one too! That's where I come in!



I will guide you through making an offer, help you position yourself on getting your offer accepted even when there are competing offers.

I go over contingencies, and so much more. I am here to hold your hand and guide you through the entire process to ensure you make the right choice, so you don't spend money unnecessarily. I am here to be your support system and life long friend even after I give you the keys to your new home. Please reach out and let me help you on your way to homeownership. I've got you covered!



What to Expect When Buying a Home

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Purchasing a home is most likely going to be one of the largest investments in your life. You need an experienced professional agent to walk you through each phase to ensure your best interests are protected. I've been in the industry for over 25 YEARS and I've assisted hundreds of buyers over the years. Here's how I help you, first I will make sure you are qualified to purchase a home, you'll know things like what types of loans you can qualify for and what the full payment will be including the payment, interest, taxes and insurance. Once we know you're qualified, we'll go house hunting and make sure your fully aware about neighborhoods, schools, and anything that could possibly be problematic with the area or home that could affect the value later. Then, I'll help you negotiate an offer in a way that is beneficial for you and the seller. Once it's accepted, you will complete your full loan applications,, start scheduling inspections and the appraisal. I am diligent about making sure we don't miss any contractual deadlines so that your earnest money is safe and you won't be at risk of losing it. It's super important after the inspections to know what is customary to or not to ask for from the seller. I will be in constant communication with all of the parties in the transaction to ensure that your best interest is covered and that we can close and close on time. There are so many more parts to the transaction and I am committed to covering them all for you! Please give me a call and let me become your trusted advisor, walking you through them step by step and ensuring you make the right decisions all the way until I give you the keys! I plan to be friends for life thereafter. Please, Please make sure you have proper representation from an experienced professional who is on your team. Give me a call and let's see how we can get you into your new home. 314-606-6202



3 Tips to Get Your Offer Accepted

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Are you competing with other buyers on your dream home or do you want to make sure you've got the best chance of getting your offer accepted? These three buyer tips are sure to help you. I've helped hundreds of buyers get their dream home so I know how scary it can be and how excited you can get. It's my job to help you get your dream home. Here are a few tips.

#1 Make sure you've offered a competitive price on the home. If there are multiple offers and you are able to remove the appraisal or loan contingency, then do so. But make sure you know the risks in doing so. Also consider quick closing.

#2 Put down a larger earnest money deposit. It shows that you are serious and also shows that you have money and most likely are more qualified to purchase. Be sure not to remove your loan or appraisal contingencies until you are absolutely certain that you are fully approved to purchase the home and the underwriter has given the full approval, otherwise you could stand to lose that deposit. What if you don't have enough money for a large down payment? Well, maybe you can remove some of your contingencies. For example, maybe you've seen the inspections and know the house is in great shape, you could remove the inspection contingencies. Or, you've been through the entire approval process and have DU approval, then you can remove your loan contingency so that your offer looks stronger.

#3 Let the seller know that you have not written offers on any other properties, you've verified the taxes and taken them into consideration in regards to your payment. Let them know that you are going to be as reasonable as possible in regards to repairs and requests once you go under contract. Write them a personal letter identifying specific things in the home that you love and include a family picture. Believe it or not all of this helps, especially if the seller has emotional attachment to the home.

There are so many more tips that I can show you, but I can not get them all down here. Give me a call and let me assist you in getting your dream home. And don't forget, I'm here to protect you.



Approval vs. Pre-Qualification

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Approval vs. Pre-Qual



Actually Provides the Lender all necessary Docs to determine approval amount



Initial Step in the home loan process where discussion of finances – not proof!



Then decided which loan product is BEST



End up costing Thousands in the end because a Pre-qualification is not a TRUE approval



Accurate Interest Rate



Risk of losing initial deposit or even inspections for the home



Verified Employment



See past Taxes



Bank Statements

Why do you need an approval rather than just a pre-qualification? It can end up costing you thousands of dollars if you truly aren't qualified. I've helped save many buyers from making huge mistakes when purchasing that could have cost thousands of dollars. A prequalification is NOT a true approval. It's the initial step in the home loan process where you just discuss your financial situation with the loan officer, but nothing is verified. The approval is where the buyer actually provides the lender with all of the necessary documentation to tell them what they are approved for, which loan product is the best option for them, and gives the buyer a better idea of the interest rate. You want to go through the entire approval process. The lender has done things like verified your employment, seen your taxes, looked at your bank statements, etc. They've truly verified everything you will need in order to let you know how much they will loan you and what your payment will be. It's essential that you do this, otherwise you could stand to lose your initial deposit and any money that you've spent on things like inspections or the appraisal. Don't fall into that trap. Call me and let me walk you through the safest and most strategic way to become a homeowner!.



10 MUST NOTS When Under Contract

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Once you find your dream home, we need to make sure you get to move into it. I have seen buyers make some crucial mistakes when under contract. Follow these 10 MUST NOTS once you have a pending contract on your dream home. Feel free to reach out to me if you'd like me to go into more detail on any of these. Once you go under contract don't do any of the following:

- #1** Don't change jobs, become self employed or quit your job.
- #2** Don't buy a new car, van or truck or you may end up living in it.
- #3** Don't use any charge cards or let your accounts fall behind.
- #4** Don't spend any money you have set aside for closing.
- #5** Don't omit any debt or liabilities from your loan application.
- #6** Don't buy any furniture even if the payment is deferred until after closing.
- #7** Don't allow any additional inquiries on your credit except for insurance purposes.
- #8** Don't make any large deposits or take out any large deposits without first checking with your lender or your agent.
- #9** Don't change bank accounts.
- #10** Don't co-sign on a loan for anyone, no matter what and be sure to tell your lender if you already are a co-signer for anyone, that debt goes against you.

I hope this helps and I want to make sure that you understand how to keep your home and actually close once we find it! Give me a call and I'll be sure to give you more information about how to stay safe and assure we can close on your home once you've gotten your offer accepted.



Contact Me to Talk More

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I would love to answer your questions and talk more about what you read in this buyer's guide. I can lead you on the right path to selling your current home or buying the home of your dreams! I look forward to hearing from you :)

Main Point: Don't hesitate on selling your home or purchasing a new one. Prices are leveling out now and the inventory is still great! Call me and I can help you!



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COMMITMENT...EVERY
TIME!**