BUYING YOUR FIRST HOME

NICKY JOHNSON



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10 STEPS TO BUYING A HOUSE



STEP 1 FIND YOUR CREDIT SCORE

The higher your credit score, the lower the interest rate you'll receive. Generally speaking, a credit score of 720 or higher will get you a good interest rate on a conventional loan

STEP 2 FIND A LENDER

When you get preapproved, your lender will tell you the maximum amount you're able to borrow. They will calculate your debt to income ratio.



Buying a house requires a 20% down payment.



STEP 3 FIND A REALTOR

82% of buyers used an agent. Get referred by friends to someone who is experienced, communicates and can ngeoiate for you.

STEP 4 PRIORITIZE YOUR WISH LIST TO FIT YOUR BUDGET

With a rough budget make a list of must-have home features. Your price point will likely dictate the size, location and amenities of your future home.

STEP 5 SERACH FOR YOUR HOME

Let your Realtor set you up with a daily activity search.
This is 100% more acurate than Zillow etc.

STEP 6 SUBMIT YOUR OFFER

Having found the right home. make an offer based on a comparative market analysis (Comps) done by your agent. It is a calculation of a home's market value based on comparable recent sales in the same area.

When you're buying a home with a mortgage, it will take 30-45 days after the contract is signed to close on the home.

≥ Zillow[®]

STEP 7 SCHEDULE THE INSPECTION

Organised by your Realtor, these inspections let you know what you are buying.

STEP 8 REQUEST YOUR REPAIRS

Within a specfic time frame you a can request repairs. These are nomrally safety concerns not cosmetic dislikes.

These requests are not guaranteed.



STEP 9 GET AN APPRASAIL

If the appraisal comes in low: Your lender won't approve the full loan amount. He is going on the COMPS

STEP 10 CLOSE ESCROW AND PICK UP THE KEYS

Having wired the balance of the down payment and signed the last of the paperwork. Your agent will give you your keys.

On closing day, bring funds to cover your closing costs, which typically range between 3-5% of the sale price.

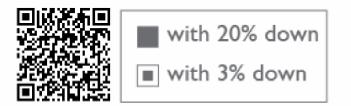
≈ Zillow°

COMMON FIRST-TIME HOME BUYER MISTAKES AND HOW TO AVOID THEM

Not Starting The Approval Process Early Not Working With A Real Estate Agent Waiving A Home Inspection Not Researching The Neighborhood **Making Emotional Decisions** Waiting Too Long

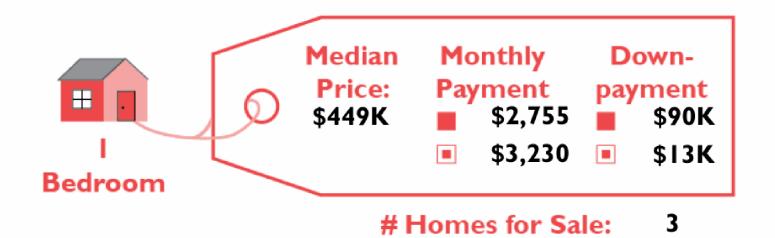


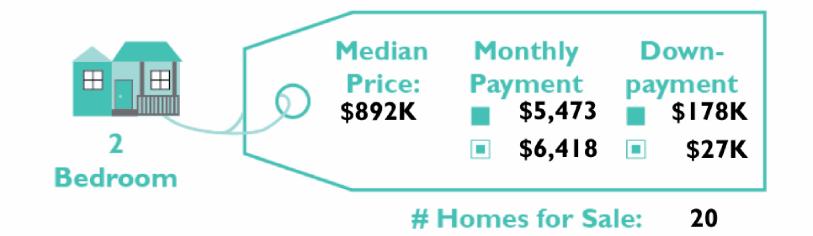
Buyer's Guide to Carlsbad, CA

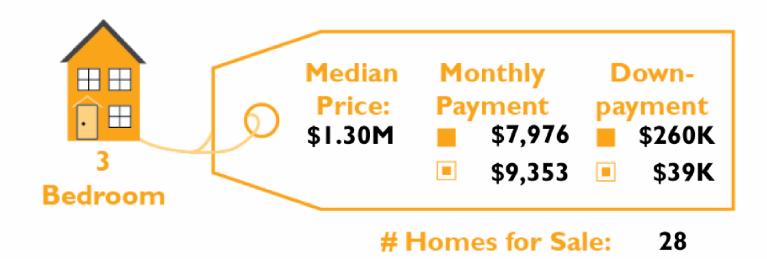


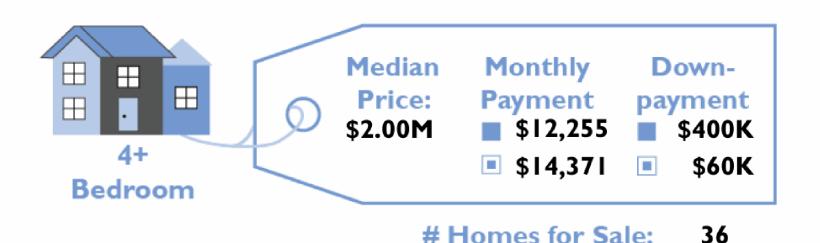
December 2022

Current Interest Rate: 6.36% Last Month's Interest Rate: 6.80% Last Year's Interest Rate: 3.10%









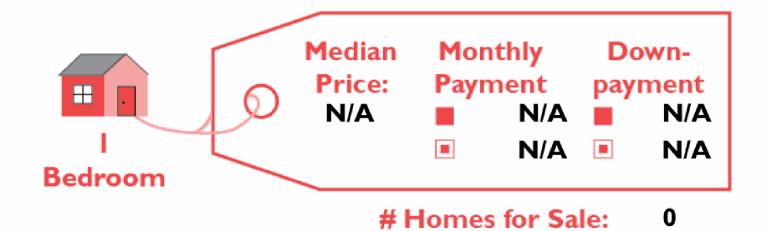


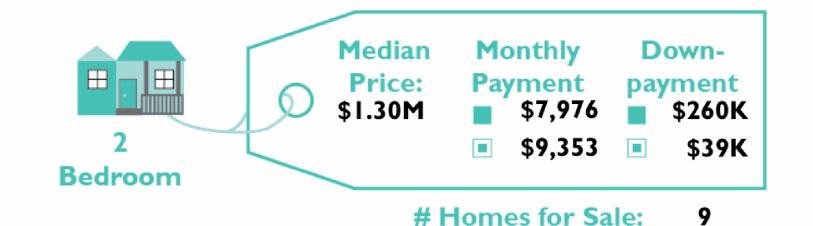
Buyer's Guide to Encinitas, CA

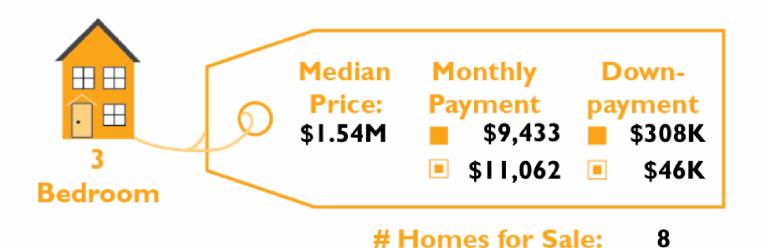


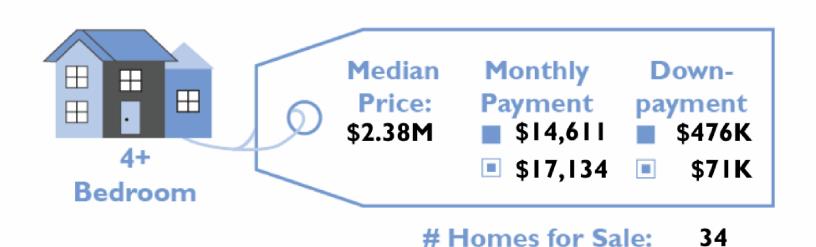
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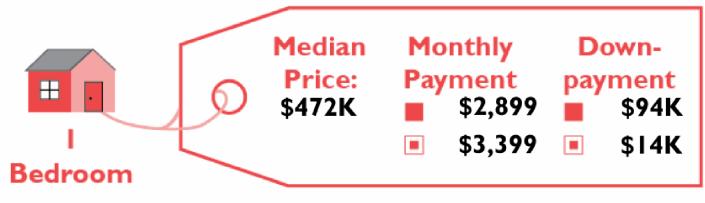
Buyer's Guide to San Diego County



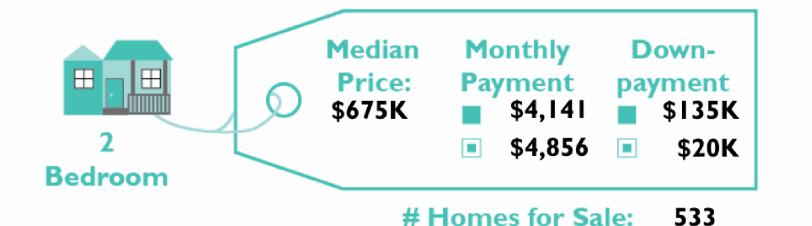
with 20% down with 3% down

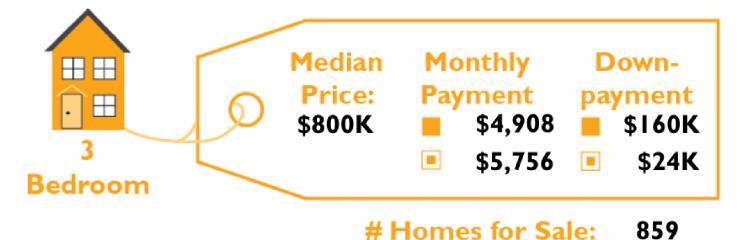
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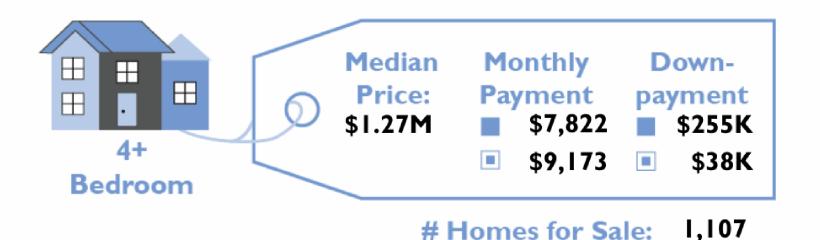
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Homes for Sale: 116









Nicky Johnson

MY MISSION TO HELP

I understand how intimidating the home buying process is. I am here to guide you through it and explain and answer any questions you have.

MY TEAM

It takes a small village! I am so grateful to have their expertise and support while they work with me.



Rachel O'Doherty, Transaction Coordinator

Rachel's expert knowledge of required documents, attention to detail and exceptional customer service, make the paperwork process as easy and effortless as possible

Lic# 01910806



Lynette Coleman, Lender

Lynette takes pride in providing her clients with exceptional personalized service. She has worked in the mortgage industry, over 30 years in a variety of positions, which have provided her with incredible depth of knowledge and insight NMLS #326542



Tina Patterson, Certified Escrow Officer

A demonstrated history of working in the real estate industry. Skilled in Short Sales, Sellers, Foreclosures, 1031 Exchanges, and Real Estate Owned (REO).

FIVE STAR REAL ESTATE REVIEWS



Nicky was a pleasure to work with and an awesome realtor! We were first-time home buyers and she explained everything thoroughly and made sure we were comfortable with every decision we made throughout the process.

Elyssa S



Nicky Johnson is a true real estate Nicky is the best! I chose a pretty tricky house to purchase in a pretty market. Nicky made the whole process go so smoothly. I couldn't more highly recommend her - and have already sent her number to everyone I know who may be in the market. She's awesome:)

Emily R



Working with Nicky was a great experience and I would recommend her to anyone looking to buy a home in San Diego. As this was our first home buying experience, Nicky was incredibly knowledgeable, patient, and helpful in guiding us through the process.

Kyle R

CONTACT INFORMATION



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