

# 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 pre-approved, your lender will tell you the maximum amount you're able to borrow. They will calculate your debt to income ratio.



# HOMEBUYING MYTH

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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 negotiate 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**  
**SEARCH FOR YOUR  
HOME**

Let your Realtor set you up with a daily activity search. This is 100% more accurate 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.**





## 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 specific time frame you can request repairs. These are normally safety concerns not cosmetic dislikes. These requests are not guaranteed .

**DO I NEED A  
HOME     
INSPECTION?**



**YES, 1,000  
TIMES YES!**

**100**

**STEP 9**  
**GET AN APPRAISAL**

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.**



# 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



■ with 20% down  
■ with 3% down

Current Interest Rate: 6.36%

Last Month's Interest Rate: 6.80%

Last Year's Interest Rate: 3.10%



1  
Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$449K        | ■ \$2,755       | ■ \$90K      |
|               | □ \$3,230       | □ \$13K      |

# Homes for Sale: 3



2  
Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$892K        | ■ \$5,473       | ■ \$178K     |
|               | □ \$6,418       | □ \$27K      |

# Homes for Sale: 20



3  
Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$1.30M       | ■ \$7,976       | ■ \$260K     |
|               | □ \$9,353       | □ \$39K      |

# Homes for Sale: 28



4+  
Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$2.00M       | ■ \$12,255      | ■ \$400K     |
|               | □ \$14,371      | □ \$60K      |

# Homes for Sale: 36



# Buyer's Guide to Encinitas, CA

## December 2022



■ with 20% down  
 ■ with 3% down

Current Interest Rate: 6.36%

Last Month's Interest Rate: 6.80%

Last Year's Interest Rate: 3.10%



1 Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| N/A           | ■ N/A           | ■ N/A        |
|               | □ N/A           | □ N/A        |

# Homes for Sale: 0



2 Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$1.30M       | ■ \$7,976       | ■ \$260K     |
|               | □ \$9,353       | □ \$39K      |

# Homes for Sale: 9



3 Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$1.54M       | ■ \$9,433       | ■ \$308K     |
|               | □ \$11,062      | □ \$46K      |

# Homes for Sale: 8



4+ Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$2.38M       | ■ \$14,611      | ■ \$476K     |
|               | □ \$17,134      | □ \$71K      |

# Homes for Sale: 34



# Buyer's Guide to San Diego County

## December 2022



■ with 20% down  
■ with 3% down

Current Interest Rate: 6.36%

Last Month's Interest Rate: 6.80%

Last Year's Interest Rate: 3.10%



1 Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$472K        | ■ \$2,899       | ■ \$94K      |
|               | □ \$3,399       | □ \$14K      |

# Homes for Sale: 116



2 Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$675K        | ■ \$4,141       | ■ \$135K     |
|               | □ \$4,856       | □ \$20K      |

# Homes for Sale: 533



3 Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$800K        | ■ \$4,908       | ■ \$160K     |
|               | □ \$5,756       | □ \$24K      |

# Homes for Sale: 859



4+ Bedroom

| Median Price: | Monthly Payment | Down-payment |
|---------------|-----------------|--------------|
| \$1.27M       | ■ \$7,822       | ■ \$255K     |
|               | □ \$9,173       | □ \$38K      |

# Homes for Sale: 1,107





# 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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