



Buyer's GUIDE

FOR A SUCCESSFUL DREAM HOME PURCHASE



HEATHER JONES | EXP REALTY | (661) 607-6832

meet

HEATHER JONES

YOUR LOCAL REAL ESTATE PROFESSIONAL



about

My passion and strength for working with and helping people has allowed me to carefully listen, and make my clients my #1 priority. By working with me, you can expect nothing short of timely, reliable, transparent and personalized service, ultimately helping you buy your first or next property for the best value and creating an investment that will last you a lifetime.

I will guide you every step of the way on the journey of buying your property! Regardless if you are downsizing or upsizing, relocating to another city or state, or even buying a vacation or investment property, I am here to help you, full service, from pre-approval process, finding out about your needs, house hunting, property showings, searching for off-market properties, all the way to guiding you through writing the best offer, inspections/appraisals, the entire escrow process to closing, getting keys and beyond. My job is to make your real estate transaction as smooth and stress-free as possible.

I am all about people -- the people I work for, the people I associate with, and the people I look forward to meeting and serving in the future.

I truly believe in PEOPLE before THINGS.

Thank you for putting your trust in me to assist you with the biggest transaction of your lifetime.

Bringing Results that will Move You

REALTOR®

contact



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REAL ESTATE IS NOT ONLY MY PROFESSION,
it's also my passion.

CORE VALUES

My Commitment to You

01

UNCOMPROMISED INTEGRITY

Honesty and fairness. I will always do the right thing.
PEOPLE BEFORE THINGS.

02

INNOVATION

Committed to continuous growth. I focus on adaptation to new & effective methods and technologies to be serve my clients and my community at any time.

03

VALUE PEOPLE

Like family, I will treat ALL people with courtesy, dignity, and respect.

04

COMMUNICATION

I communicate with clarity, concision, confidence and full transparency while actively listening with an open mind.

05

DEPENDABILITY

My focus is to build reliable and lifelong relationships with my clients. I will tirelessly for your best interests at heart.

COMMITMENT

to Excellence

I, Heather Jones, as well as my entire staff and all business referral partners of Heather Jones Real Estate, are committed to providing clients with the highest level of service possible by adhering to the CRST commitment to excellence:

- Treat people honestly and ethically
- Advise clients like I would a member of my family
- Charge a fair price for services rendered
- Return calls/emails immediately within business hours
- Provide the highest level for service/craftsmanship in the industry
- Finish all projects on time and within budget
- Provide great communication every step of the way
- Keeping appointments and showing up on time
- Work with clients by their choice of communication methods:call, email or text
- I will say what I mean and mean what I say:straight forward service
- It's our mission to take the stress out of the transaction, and make it as smooth as possible
- Be a Fiduciary. The highest legal duty of one party to another, being a Fiduciary requires being bound ethically to act in the other's best interests.

5 EASY STEPS

to purchase your new home

01

STEP 1: PREPARE

- Save up and get your finances in order
- Get a mortgage pre-approval
- Find a real estate agent to work with

02

STEP 2: FIND YOUR HOME

- Tell your agent what you're looking for
- Find homes that interest you and ask your agent to book showings
- Write an offer and negotiate price & terms

03

STEP 3: POST-OFFER TASKS

- Home inspection
- Appraisal
- Title search

04

STEP 4: CLOSING PREP

- Homeowner's insurance
- Change addresses and utilities
- Start packing

05

STEP 5: MOVING IN

- Pre-closing walkthrough
- Sign closing documents
- Welcome home!

STEP 1: *prepare*

SAVE UP AND GET YOUR FINANCES IN ORDER

As you probably already know, buying a home is not cheap. Not only will you have to save for a downpayment, but you will also have to calculate additional expenses, such as closing costs, earnest money deposit, and moving costs. We recommend you save for a healthy down payment (at least 5-20% of the sale price), plus a sum to cover the extra fees you will incur during the home buying process. Based on all this information, come up with a maximum sale price, you would feel comfortable purchasing.

FIND A REAL ESTATE AGENT TO WORK WITH

Buying a home will be one of (if not the most) the most significant purchases you will make in your life. Therefore, it is essential to have an experienced real estate agent representing your best interests during the home buying process (after all, the listing agent's allegiance is to the seller). The best part about having an agent back you up is that a buyer's agent's services are FREE!

As a buyer's agent, I offer unique and customized services to my buyer clients, including neighborhood expertise, handling challenging conversations and negotiations, guiding your through all the paperwork, and helping you enjoy the home buying process as much as I can!

GET A MORTGAGE PRE-APPROVAL

Before you start shopping around for homes, it is crucial to get a mortgage pre-approval if you are not making a cash offer. We recommend you choose a mortgage broker to find the best loan options for you. During a mortgage pre-approval, expect to fill out lots of paperwork, provide proof of income, bank statements, etc. Most importantly, lenders will be checking your credit report, so make sure you are informed of your score and try to improve it if the number is too low. If your credit score is good, maintain it that way by avoiding credit and making any large purchases until closing day.

NEED A MORTGAGE LOAN OFFICER?

Ask for a list of my partner lenders and who would be right for you!



STEP 2: *find your home*

TELL YOUR AGENT WHAT YOU'RE LOOKING FOR

Every buyer is completely different. Each person has their own style, needs, desires, and budget for purchasing a property. Therefore, let us know what you're looking for in a home to narrow down our searches and only show you properties suitable for you.

Before you tell ME what you're looking for, make a list of things you require and things you desire to have in your new home. Then, discuss the list with your co-buyer(s) (if applicable) and make sure you all agree to have everyone on the same page and make the house-hunting process run much smoother.

FIND HOMES THAT INTEREST YOU AND ASK YOUR AGENT TO BOOK SHOWINGS

After narrowing down a list of what you're looking for, I will start looking at homes for you in my internal databases and external sources. I also invite you to look for listed properties that look appealing to you and send them to me for further screening. After selecting various properties, you will let me know a convenient date and time to view the homes in person. At that point, I will schedule showings, and we will repeat this process until you have picked a property you would like to call home!

WRITE AN OFFER AND NEGOTIATE PRICE & TERMS

Once you would like to make an offer on a property, it's essential to act fast!

First, we will sit down and look at the neighborhood's trends and comparable market values. Based on this information and the subject property's features and overall condition, we will determine the price you would like to offer.

Next, I will write an offer based on your directions on the offer price and contingencies. While you may offer what you wish, please keep in mind of the following components that make an offer more appealing to a seller: a strong offer price, a larger earnest money deposit, a shorter inspection period, no financing conditions, and a closing day that is convenient for the seller. To make your offer stand out from the others, I also recommend you write a personalized letter to the seller explaining why you love the home!

Once an offer is submitted, the seller can: accept the offer, decline the offer, or counter-offer.

STEP 3:

post-offer tasks

HOME INSPECTION

If you decide to add a home inspection contingency in your offer, you will have a deadline to waive the condition and proceed with the transaction. The typical timeframe to waive this contingency is between 1-7 days of offer signing.

As a buyer, you will most likely have to incur the cost of the home inspection. As it depends on the company and its services, you should expect to pay anywhere from \$300-600.

The home inspector is a professional who will do a thorough investigation of the property you want to purchase (this part typically takes around 3-5 hours). Once complete, the inspector will provide a full report of what they found and give you some tips on how to maintain the home should you proceed to purchase it. If any issue is found inside the property, you can accept them as-is, or you can try to negotiate with the seller to get the problems fixed or lower the price. It's important to note that we have to be careful not to be overly picky about smaller issues. Still, we will also take necessary precautions on potentially significant problems.



Lenders will typically request an appraisal to ensure that the value of the property is justified. Additionally, an appraisal typically helps homebuyers by bringing in a third party to make sure they don't overpay for a home.

Lenders typically hire an appraiser, but buyers incur their fees on closing day.

APPRAISAL

TITLE SEARCH

In simple terms, a title is a legal document that identifies the registered owner(s) of a property.

A title search is the process of researching public records to determine a property's legal ownership and find out if there are any claims (such as liens) on that property. A lawyer must complete a title search before closing day, and a clear title must be obtained to transfer ownership.

STEP 4: *closing prep*

HOMEOWNER'S INSURANCE

One of the principal tasks includes getting homeowner's insurance, which protects you against events such as floods, fires, and storm damages. We recommend you start shopping early to compare rates and get the best deal possible.

CHANGE ADDRESSES AND UTILITIES

Another task you will have to complete before closing is changing all the addresses on your subscriptions, bills, banks, etc. Additionally, a few weeks before closing, you should call all utilities to have your name changed and schedule them to service your new home in time for when you take possession.

START PACKING

While organizing for the big move, you will have to start packing! If you have lots of items to move out, we recommend you start by sorting through all your belongings and donating or selling items that you no longer use. As for things you plan to keep, try dedicating a few minutes or hours every day leading up to move to pack. Additionally, hire a moving company and/or rent a storage unit if you require these services.

**ONCE AN OFFER IS
FIRMED UP, YOU WILL
HAVE MANY TASKS TO
COMPLETE BEFORE
CLOSING DAY:**



STEP 5: *moving in*

PRE-CLOSING WALKTHROUGH

A few hours or a day before closing, we will go to your new home together and make sure that the property is in the same condition (minus minor wear and tear) as the inspection. If there are any significant issues, we can bring it up to the seller's representatives before closing on the property. This allows you to have peace of mind during the move.



CLOSING DAY REFERS TO THE DAY THAT FINALIZES YOUR PURCHASE! AFTER CLOSING, YOU WILL RECEIVE THE DEED + KEYS FROM YOUR LAWYER; YOU ARE OFFICIALLY A NEW HOMEOWNER!

SIGN CLOSING DOCUMENTS

At closing, you will be reviewing and signing many documents to finalize the transaction.

Make sure you bring:

- Valid government-issued ID
- Cashier's cheque to pay for closing costs
- Any outstanding documents requested from your lawyer or lender.
- A rested hand

Both the buyer and the seller will incur closing fees. For the buyer, these fees typically include:

- Underwriting fees
- Escrow fees
- Homeowner's insurance
- Title search/Title insurance fees
- Land transfer taxes
- Lawyer's fees
- Mortgage Application fees
- Appraisal fees
- Homeowner's Association (HOA) or condo fees, if applicable

WELCOME HOME!

Congratulations on the purchase of your new home! It was a lot of hard work, but now you can relax and throw a party to celebrate! Also, if you have any concerns after closing, I am always here to assist you.

COMMON BUYER *mistakes*

WHEN PURCHASING A PROPERTY, AVOID MAKING THESE MISTAKES!

SHOPPING AROUND BEFORE GETTING A MORTGAGE PRE-APPROVAL

To ensure that your financing doesn't fall through, make sure you receive a commitment from your lender. Shopping around without a mortgage pre-approval may result in heartbreak if you find out you cannot afford or put an offer on properties you love. To do a mortgage pre-approval, your lender will check your credit, verify your employment and downpayment, so start collecting all the paperwork necessary for your qualification. We know great local mortgage brokers and lenders, so if you need help, we'd love to put you in touch with people we trust.

USING UP ALL YOUR SAVINGS AND NOT ANTICIPATING COSTS

Closing costs are typically 1-2% of the purchase price, and while many fees are found in every transaction (e.g., taxes, lawyer fees, etc.), you may incur extra costs depending on the type of property you purchase and the area. Additionally, keep in mind that you may need to upgrade or fix certain areas of your new home, or you will need an unexpected repair not long after your purchase. Therefore, make sure you don't use up all your savings and budget to pay for closing costs, the down payment, moving expenses, and some extra money in case of urgent repairs.

BUYING A HOME WITH THE LISTING AGENT

Although the listing agent often knows more about the property you want to purchase, they are still working for the seller. This means that their job is to get the best purchase price and contingencies for the seller, not you. Therefore, purchase a house with a different agent who will work for YOU. Best part? In most cases, you don't pay anything for a buyer agent's services!

NOT COMPARING OR APPLYING WITH MULTIPLE LENDERS

Just like you will most likely call multiple moving companies to compare services and fees, do the same with lenders! Mortgage interest rates and other costs vary from lender to lender, but many don't bother to shop around. By comparing different lenders, you will most likely save hundreds of dollars, so shop until you find the best lender!

5 EXPENSES *homebuyers may encounter*

WHEN PURCHASING A PROPERTY, MAKE SURE YOU UNDERSTAND HOW MUCH CASH YOU NEED TO CLOSE!

CLOSING COSTS & FEES

As a buyer, you'll have to pay underwriter fees, appraisal fees, escrow fees, title fees, and recording fees just to your home's deed on file with the state and county. These fees are given to us by the sellers' chosen escrow company. Until you get into a transaction, I will do my best to estimate these costs for you.

PROPERTY TAXES & HOMEOWNERS' INSURANCE

You'll likely want to set up an escrow account (also known as an Impound Account) where your loan servicer can pay your insurance premiums and tax payments over the life of your loan. All lenders require buyers to pay up to a year of homeowners' insurance at the close of escrow. Additionally, to set up the impound account, you will have to have an additional 3 months for homeowners' insurance and 2-9 months worth of property taxes (depending on the month of the year).

PRIVATE MORTGAGE INSURANCE (PMI)

This monthly fee is for buyers who put less than 20% of a down payment on their home. The Private Mortgage Insurance (also referred to as PMI) reimburses the lender in case you default on your loan.

HOME INSPECTIONS

Most industry experts recommend buyers conduct their own home inspection with a licensed professional. The home inspection is at the upfront cost of the buyer at the time the inspection is conducted. Also, lender require an appraisal, in which buyers are responsible for the upfront expense of this as well. Not all recommended repairs noted in an inspection or appraisal are covered by the seller(s), therefore, I would recommend up to \$1,000 for inspection costs.

PROPERTY TAX RATE

It is important to understand that different neighborhoods have different property tax rate percentages and flat fees (also known as Special Assessments and/or Mello Roos). When you find a home you are ready to make an offer on, we can speak with the lender and calculate your Property Tax Rate.

CLIENT *reviews*



Heather was so great to work with...She was very professional and understanding with what we were looking for...We had been looking for the perfect home that checked all the boxes for over a year - she knew it was out there and asked us to stay patient and to not give up hope...She always made time to answer all of our questions and explain the process every step of the way...It's been a few months since we've moved in and we're absolutely loving it.

- Michael H.
Simi Valley, CA

Heather was the go-to professional for all our needs, from start to finish and thereafter. Highly responsive and never failed to get us the answers we needed. If you truly want a RE professional that will represent you, not just make the claims/promises to get your business, you will seek out Heather whether you are buying a property or selling one.

- Steve J.
Corona, CA

Heather is hands down the easiest Realtor you will ever work with! We recently were referred to her by a friend. We were moving from out of state to California. This was a very big move for my family and intimidating to find a home online at that. Heather kept us up to date with weekly videos, texts and calls. We had a personalized list of homes available for us in our budget. She went above and beyond getting us a perfect offer out to our home in a very competitive market. She made our move to California as effortless as possible. We now have a beautiful home in California that we love and are so happy with. Thank you Heather!

- Carissa B.
Riverside, CA

Heather was extremely helpful in the recent purchase of our new home and the sale of our townhome in Corona, CA. I especially appreciated her communication, flexibility with scheduling and professionalism throughout the entire process. I would highly recommend Heather as a real estate agent.

- Luis V.
Corona, CA

LET ME HELP YOU FIND YOUR NEXT HOME!



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