

BUYERS guide

A Strategic Game Plan For Successfully Buying Your New Home With CC and The FAM Team



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WHO IS FAM



FAM Realty Group is your custom team of real estate experts, each excelling in their craft, poised to deliver exceptional results in the world of real estate. Our carefully curated ensemble is composed of individuals whose unique strengths, innate talents, and diverse skill sets converge to form the pulsating core of our mission and values.

At the heart of FAM, every team member is indispensable, contributing profoundly to the seamless and robust rhythm that drives our collective success.

We don't just fulfill real estate aspirations; we ignite them, creating a path where dreams and real estate converge into boundless possibilities. Welcome to your real estate journey.

ABOUT OUR Brokerage

eXp BROKERAGE

Largest independent real estate company in the world!

- IN SIDES
- TOP MOVER IN SIDES
- TOP MOVER IN VOLUME
- TOP MOVER IN SIDES

100,000
AGENTS

34
MARKETS

BEST PLACES TO WORK 2024 'GLASSDOOR'

RISMedia TOP 100 POWER BROKER

flexjobs TOP 100 REMOTE WORK COMPANIES to WATCH

500 Technology Fast 500 2023 NORTH AMERICA Deloitte.

CIRCLE OF EXCELLENCE GOLD AWARD WINNER

MEGA 1000 HONOREE T3 60

Forbes 2024 AMERICA'S BEST LARGE EMPLOYERS POWERED BY STATISTA

Expertise Best Real Estate Agents in Carlsbad

REALTRENDS FIVE HUNDRED COMPANY 2022

RISMEDIA REAL ESTATE NEWSMAKERS 2023

CIRCLE OF EXCELLENCE

RISMEDIA POWER BROKER REPORT

T3 60 MEGA 1000 2023

FINANCE LEADERS 2024

THE GEO AWARDS

INMAN INNOVATOR AWARDS

MEET YOUR BUYER Team



CC SUMMERFIELD

Broker Associate

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★★★★★

5-Star Rated Licensed Real Estate Agent

Zillow trulia Google



Frances Mouser
Team Leader/CEO



Kimberly Romano
Executive Coordinator



Zach Geisendorfer
Sales & Partner



Brett Moon
Systems & Technology



Shannon Fox
Marketing Specialist



Jerad Spink
Photograpy & Video



Sara Young
Seller Coordinator



Daylyn Jackson
Buyer Coordinator



Jennifer Williams
Listing Coordinator

COMMON QUESTIONS FROM BUYERS

HOW MUCH HOME CAN I AFFORD?

To determine your affordability, consider your income, monthly expenses, and debt. A general guideline is that your mortgage payment should not exceed 30%-40%, but underwriting guidelines typically will let you go as high as 49%.

WHAT IS THE DIFFERENCE BETWEEN PRE-QUALIFICATION, PRE-APPROVAL AND FULLY UNDERWRITTEN?

Pre-qualification is an estimate based on your financial situation. You can not use this to make an offer on a home. A pre-approval involves a more thorough analysis by a lender, providing a conditional commitment for a specific loan amount. This will be required to make an offer on a home. As a FAM client, being fully underwritten gives you the same power as a cash buyer; this makes you an elite buyer in today's market!

WHAT IS THE IMPORTANCE OF A GOOD CREDIT SCORE IN THE HOMEBUYING PROCESS?

A higher credit score can result in a lower interest rate, saving you money over the life of your loan. Lenders use credit scores to assess the risk of lending to you. As a FAM client, take your credit from GOOD to GREAT with our in-house credit optimization specialist.

HOW MUCH SHOULD I BUDGET FOR CLOSING COSTS?

Closing costs typically average around 2% of the home's purchase price. They include fees for appraisal, taxes, escrow fees, and other services.

WHAT IS A DOWN PAYMENT, AND HOW MUCH DO I NEED?

The down payment is a percentage of the home's purchase price paid upfront. Depending on the program, it can range from 0% - 20%. It is important to speak with your lender to see what programs are currently available.

HOW LONG DOES THE HOMEBUYING PROCESS TAKE?

The process can take 15-90 days on average, but it varies. Factors such as market conditions, loan approval, and property availability influence the timeline.

WHAT IS A HOME INSPECTION, AND IS IT NECESSARY?

A home inspection assesses the property's condition. While not mandatory, it's highly recommended to uncover potential issues. It provides negotiation leverage and helps you make an informed decision.

Buyer ROADMAP

1. Buyer Discovery
2. Choose your Agent
3. Pre-Approval with the Lender
4. View Homes
5. Write Winning Offer, Negotiate, Open Escrow
6. Home Inspections
7. Inspection Results & Negotiations
8. Home Appraisal
9. Prep for Closing
10. Final Walkthrough
11. Closing Day. Welcome Home!

Vocabulary FOR BUYERS

ANNUAL HOUSEHOLD INCOME
Collective income from everyone in your household before taxes or other deductions are taken, investment income or dividends, Social Security benefits, alimony, and retirement fund withdrawals.

APPRAISAL
A written justification of the price paid for a property, primarily based on an analysis of comparable sales of similar homes nearby.

APPRAISED VALUE
Is assigned by a property by a professional real estate appraiser. By way of contrast, the market value of a property is decided by buyers, who value real estate holdings based on what they think the price of a property should be and, most importantly, what they are willing to pay for it.

APR
APR refers to the annual percentage rate, which is the interest rate you'll pay expressed as a yearly rate averaged over the full term of the loan. APR includes interest fees in the rate, so it's usually higher than your mortgage lender's rate.

CLOSING COSTS
Generally, 2 to 5 percent of the purchase price includes lender fees, recording fees, transfer taxes, third-party fees such as title insurance, and prepaid and escrows such as homeowner's insurance, property taxes, and HOA fees.

CLOSING DISCLOSURE
A document that provides an itemized listing of the funds that were paid or disbursed at closing.

CONTINGENCY
A provision in a contract requiring certain acts to be completed before the contract is binding.

DOWN PAYMENT
A cash payment of a percentage of the sales price of the home that buyers pay at closing. Different lenders and loan programs require various down payment amounts, such as 3 percent, 5 percent, or 20 percent of the purchase price.

EARNEST MONEY DEPOSIT
Also known as an escrow deposit, earnest money is a dollar amount that buyers put into an escrow account after a seller accepts their offer. Buyers do this to show the seller that they're entering a real estate transaction in good faith.

ENCUMBRANCE
Anything that affects or limits the fee simple title to a property, such as mortgages, leases, easements, or restrictions.

EQUITY
A homeowner's financial interest in a property. Equity is the difference between the fair market value of the property and the amount still owed on its mortgage and other liens.

ESCROW
Putting something of value, like a deed or money, in the custody of a neutral third party until certain conditions are met.

HOMEOWNERS ASSOCIATION FEE (HOA)
A fee is required when you buy a home located within a community with an HOA that typically pays for maintenance and improvements of common areas and may include the use of amenities.

DEED
The legal document conveying title to a property.



Trusted

PARTNERS

Our goal is to connect people with the best local experts. We scored across five categories and analyzed the results to give you a hand-picked list of the best.

Professionalism

Providing service with honesty, reliability, and respect.

Availability

Consistently approachable and responsive, so customers never feel ignored.

Reputation

A history of delighted customers and outstanding service.

Qualifications

Building customer confidence with licensing, accreditations, and awards.

Experience

Masters of their craft, based on years of practical experience and education.

Client REVIEWS

Google Reviews ★★★★★

53 Google 5 star Reviews

Zillow Reviews ★★★★★

43 Zillow 5 star Reviews



Broker Associate | FAM Realty Group

CC Summerfield

★★★★★

CC was the consummate professional throughout the buying process, and most recently, the selling process. Two transactions, 16 years apart, and nothing has changed. Excellent communicator so we always knew what to expect and what the next steps were and always available when we needed her. And a very kind and considerate person.

★★★★★

Working with CC was such a great experience. She is very informative, patient, and truly looks out for your best interest throughout the entire process. I appreciated how honest and transparent she was with the numbers, which made me feel confident and comfortable every step of the way.
She never pressured me into making decisions and always took the time to review comps carefully to help me make an appropriate and competitive offer. What stood out most was how strongly she advocated for me and made sure my needs were a priority. I highly recommend her to anyone looking for a trustworthy and knowledgeable realtor.

★★★★★

It's been great working with CC, first on buying our home, then selling it a couple years later. She was able to navigate some really complex problems and get us a motivated buyer to take over a property which had tenants inside. She worked closely with us through the closing process to ensure we never missed a form. And if you know anything about buying/selling, there are lots of forms. Thanks CC

★★★★★

CC was great from the start. She wasn't pushy like a salesman. She let things happen naturally for us (as they should be). We had several obstacles to overcome with both the sale and purchase of a new home, but CC remained positive and helped us through the process even when my wife and I had our doubts about how things were going. With that being said we were able to find our dream home and make the most out of the sale of our previous home. We didn't just find a good realtor, we made a good friend along the way. Thanks CC.

★★★★★

My boyfriend and I were first-time homebuyers, and we're so grateful we had CC by our side throughout the process! She was recommended to us by a family friend, and from the start, she made everything feel much more manageable. CC is an amazing communicator—she always responded quickly, kept us informed every step of the way, and was happy to answer all of our (many!) questions. Her years of experience really showed, and we always felt like we were in good hands. She truly advocated for us, making sure we got the best deal possible. Most importantly, she helped us find the perfect home for us and our pup! We couldn't be happier and can't recommend CC enough. If you're looking for someone knowledgeable, reliable, and genuinely caring, she's the one.

★★★★★

I had the pleasure of working with CC Summerfield, and I couldn't be more impressed with her professionalism and dedication. Thanks to CC's expertise and clear communication, the entire process was incredibly easy from start to finish. She handled every detail precisely, making the transaction smooth and effortless. I highly recommend CC Summerfield to anyone seeking a top-notch broker who truly cares about delivering exceptional results.

FINANCING YOUR Home

HOME LOANS AT A GLANCE

1. MORTGAGE APP
2. PRE-APPROVAL
3. APPRAISAL
4. LOAN PROCESSING
5. UNDERWRITING
6. APPROVED

HAVE ON HAND

- [ ] A month's worth of your recent pay stubs
- [ ] Last three months of bank statements
- [ ] Federal tax returns and W-2's from the last two years
- [ ] Name and address of your employers for last 2 years
- [ ] A copy of your real estate agreement
- [ ] Bankruptcy, discharge of bankruptcy papers
- [ ] Divorce/separation decree and child support papers
- [ ] Names and address of landlords for past two years

DO

- ✓ Notify your lender of any address change, your home address or another listed on your application
- ✓ Notify your lender of any salary or wage changes
- ✓ Be prepared to provide proof of significant bank deposits
- ✓ Acquire homeowner's insurance immediately after going under contract
- ✓ Keep all forms of debt paid and in check

DO NOT

- ✗ Make large purchases using existing credit without first talking to your lender
- ✗ Apply for or acquire any additional lines of credit
- ✗ Pay off, transfer, or close credit balances unless your lender instructs you to do so
- ✗ Change jobs without first talking to your lender
- ✗ Co-sign for another person seeking to obtain a line of credit or to make a purchase
- ✗ Pay off collections before conferring with your lender

FAM BUYER BENEFITS

Making Real Estate Fun & Easy every step of the way!

Custom Loan Programs specific to your needs: We've got you covered with same-day pre-approvals and financing that is tailor-made just for you. Get the best interest rates and be able to win when making offers. Need pre-approval today or a lightning-fast 10-day closing? Done. Plus, mix and match loan programs, get expert guidance without even applying, and enjoy appraisal fee guarantees and home equity lines backed by trusted credit unions.

Home Hunter Concierge: Your Backstage Pass Get ready for VIP treatment: Our exclusive Home Hunter Concierge gives you backstage access to instant MLS updates and our off-market advantage, so you'll know about new homes before anyone else. Your dream home is just a click away!

First Responder & Military Gratitude Credit: Thank you our Nations First Responders and Military Personnel for the difficult job they do everyday by putting their lives on the line to protect and enhance our country and way of life. We offer a $2000 credit as an expression of thanks and gratitude for our local heros and for empowering First Responders.

Your Secret Weapon: Strategic Negotiation Experts: Our job starts when we find the home! Imagine having a dream team of negotiation pros on your side. We arm you with insider knowledge, comparing sold properties and assessing market value to give you the ultimate negotiation edge. We've mastered the art of scoring the best price, terms, and closing costs, so you can sit back and watch the magic happen.

Boost Your FICO Score—On Us: We're all about helping you be the best version of yourself, starting with your credit score. Our Credit Optimization Program can take your score from good to amazing, potentially lowering your rates, costs, and monthly payments. And the best part? It's free!

Sustainability and Community Growing Together: We're committed to making the world a greener place, one home at a time. For every property sold, we plant 111 trees as part of global reforestation efforts. Not only are we helping restore forests, but we're also creating habitats for wildlife & making a positive impact on the planet we all call home.

13-Month Home Warranty—We believe peace of mind is priceless: If we can't get the seller to cover a home warranty we split the cost with you (Up to $450 Value)! Rest easy knowing your new home is protected against unexpected repairs, giving you confidence and financial protection as you settle into your new home.

Free Handyman Service: We've Got Your Back! Enjoy 2 free hours with our licensed handymen, ready to tackle those to-dos around your new home. From hanging shelves to fixing minor repairs, we ensure your new space feels just right without any added stress or extra cost.*

Give Back While You Buy Buying a home is a big deal, and we're making it even more meaningful: For every transaction, we donate $222 to a charity of your choice—or pick from our curated list. Together, we can make a difference in the world, turning your home purchase into a powerful opportunity to give back and support causes that matter most to you.

Peace of Mind Cancel Anytime, No Costs or Obligations: If you're not thrilled with our services, you can cancel our Agency Agreement at any time—no cost, no obligation, no questions asked. You're in the driver's seat, with the freedom and flexibility to make the best decisions for your home-buying journey without any pressure.

Exclusive Lifetime Home Value Insights: Imagine having a personal home advisor who's always one step ahead, continuously assessing your property's market value and offering real-time insights into its appreciation potential.
With us, buying a home isn't just about today—it's about a lifetime of value and prosperity!

* Handyman Service included at 2% Compensation

Addendum to the Buyer Broker Agency Agreement

FAM REALTY GROUP

6 ELEMENTS

of a Winning Offer

1

Price to Win!

2

5-Day Inspection Period!

3

5-Day Loan Approval!

- Conventional: 5 Days
- FHA: 5 Days
- Jumbo (Loans Over $806,500): 5 Days
- VA: 5 Days

After we get preapproved, we will work on getting "Fully Underwritten Preapproval" so you can have NO Loan Contingency on the RPA.

4

Waive Appraisal Contingency!

(**a**) Waive the appraisal contingency (SAFELY) - Call Scott Evans Team for details 619-723-7289.

(b) If not waiving contingency - Use fast timelines from element #3.

5

10-Day Closing w/Post-Occupancy!

(Example: Seller wants to close in 45 days; Offer 10-day closing with 35-day post occupancy!)

- Conventional/FHA: 10-Day Closing
- VA: 12 Day Closing
- Jumbo: 15 Day Closing
- Non QM: 15 Day Closing

6

Partner With Scott Evans for All Your Loan Needs!

Most offers accepted in 2020-2024!

Time

YOUR BUYING POWER



Before beginning the exciting journey of shopping for your home, we always recommend speaking with a lender first. This will help us understand what your true budget is when it comes to one of the largest and most important purchases you'll ever make.

A lender will also be able to answer all of your questions regarding financing, including what to expect when you take on a mortgage, property taxes, and your potential estimated monthly payment.

QUESTIONS TO ASK YOUR LENDER:

1. What is the best type of loan for me?
2. What rate can I qualify for?
3. What is the minimum down payment required?
4. How long does it take to get underwritten?
5. Do I qualify for any special programs or loan discounts?
6. What fees can I expect during this process?
7. What is my estimated monthly payment?
8. What are my estimated closing costs?

finding

YOUR NEW HOME

We are committed to providing you with a personalized home search experience. Your dedicated FAM agent will meticulously monitor the market daily, ensuring that you are promptly informed about the latest property listings. Additionally, they will actively explore potential pocket listings, expanding the pool of options to discover the ideal home that perfectly aligns with your preferences. Trust us to be your dedicated partner in finding your dream home.

Whenever a home piques your interest and you'd like to view it in person, you'll let us know, and we'll schedule showings based on your schedule and that home's showing availability.

This is one of the most exciting parts of the process, and that's why we want to make sure you have a pre-approval in hand prior to attending showings. When you fall in love and want to place an offer, we want to be ready!

"Frances and her team are fabulous. She is warm, personable and truly cares for her clients. From the moment we met I knew we were in good hands. She is a talented, skillful RE pro. Her knowledge, expertise, and attention to every detail far exceeded our highest expectations"

– Kathleen Riley, Client



Tips FOR PLACING OFFERS

Here are a few tips when it comes to placing offers on that home you love and winning!

Be Fully Underwritten

Fully underwritten mortgages strengthen offers, offering a quicker closing, enhanced negotiation power, peace of mind, potential for lower interest rates, reduced deal risk, a streamlined closing process, and a competitive edge in a hot market.

Due Diligence Period

Shorten your inspection periods to 10 days or less, shorten or remove loan and appraisal contingencies. Your FAM agent will advise.

Close Quickly

Offering to close faster than other buyers makes your offer stand out. Depending on the seller's goals, you could potentially offer a free rentback.

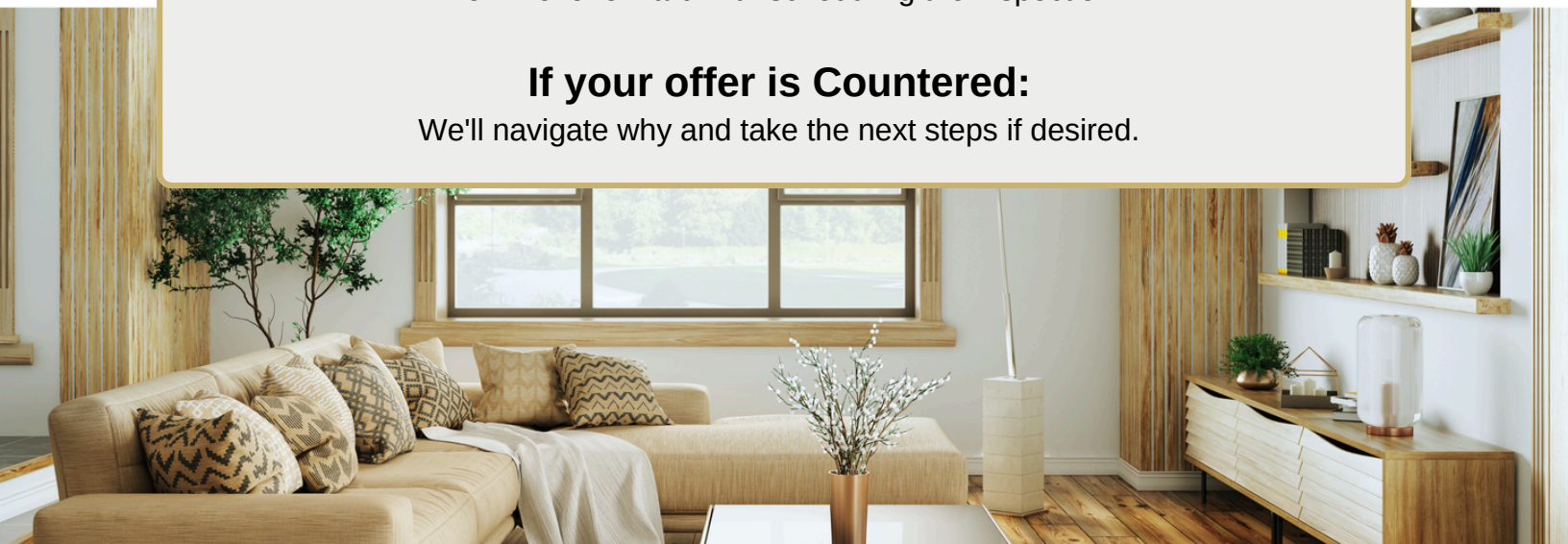
Once we submit your offer, the seller and their agent will review the offer and have the option to decline and/or counter offer; or accept your offer.

If your offer is Accepted:

We'll move forward with scheduling the inspection.

If your offer is Countered:

We'll navigate why and take the next steps if desired.



What's IMPORTANT TO YOU?

Understanding what you desire most about your ideal future home is not only very important to us, but it's also a major factor in helping us make this journey as smooth as possible.

What are the most important factors that will help you decide on a home? (i.e. school zones, specific neighborhoods, distance from work, HOA amenities, etc).

What features are most important to you in your future home? (i.e. large kitchen, extra bathroom, proximity to neighbors, high ceilings, etc).

What are some deal breakers? (i.e. what would stop you from choosing a home?)

Date:

BUYER DISCOVERY FORM

Buyer Name:

Occupation:

First Time Homeowner: ☐ Yes ☐ No

Currently Rent or Own:

What are you looking for? ☐ Condo ☐ House ☐ Co-op

Bedrooms: ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6+

Bathrooms: ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6+ **Pets:** ☐ Yes ☐ No

When do you need to move by?

Are you Pre-approved? ☐ Yes ☐ No **Bank:**

Amount: **Cash:**

Reserves: **HOA:**

Must-Haves:

Deal Breakers:

Best Days For Showings: ☐ Mon. ☐ Tues. ☐ Wed. ☐ Thurs. ☐ Fri. ☐ Sat. ☐ Sun.

Do you need to sell in order to buy? ☐ Yes ☐ No

What kind of property? ☐ Condo ☐ House ☐ Co-op

Finished Basement? ☐ Yes ☐ No

Beds: ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

Baths: ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

Property Style:

Taxes:

HOA:

Address:


Integrity
Gratitude
Impact
Service
Empowerment
Purpose
Abundance



BROKERED BY eXp®

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