

STEP BY STEP GUIDE TO YOUR DREAM HOME

HOME BUYING GUIDE

PREPARED BY
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ABOUT

Dear Future Homeowners,

I became a Real Estate Agent so I could devote my life to positively impacting as many people as possible. I am dedicated in pursuing my passion and guiding families towards their dreams.

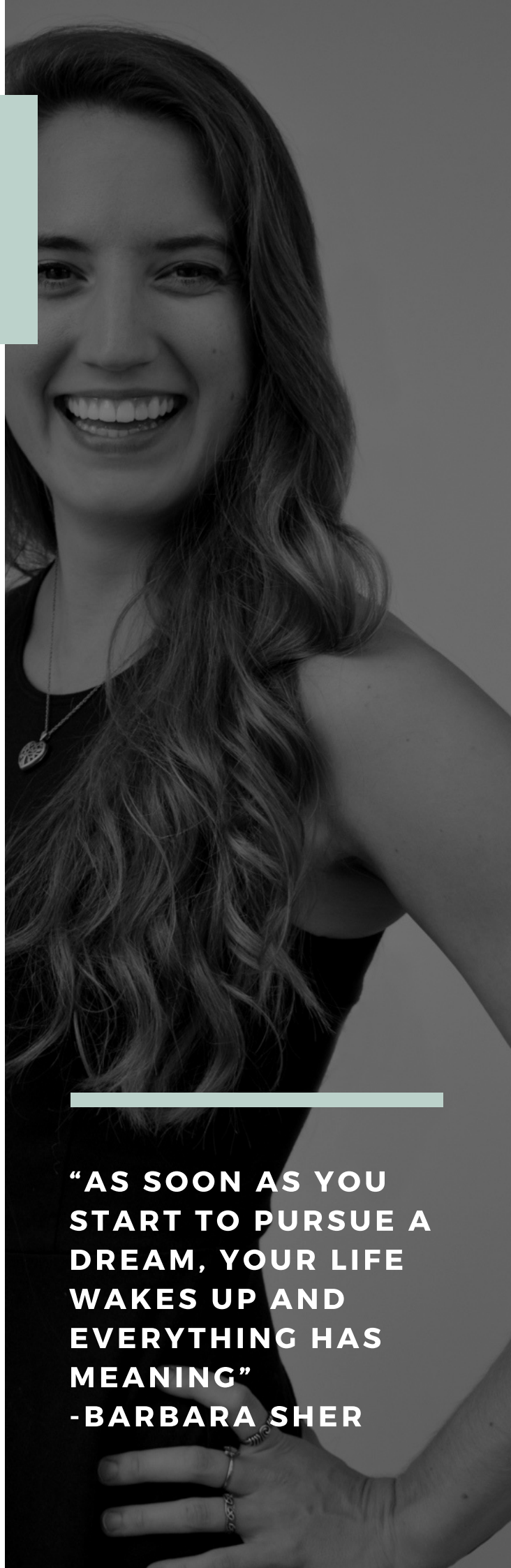
I graduated Magna Cum Laude from the Clemson University Calhoun Honors College with a degree in Civil Engineering. I fed my hunger for serving others by working for a non-profit children's camp and traveled to Nicaragua for three Engineers Without Borders service trips. I learned the nitty gritty about homes while serving as a civil engineering consultant before becoming a Real Estate Agent.

I received my real estate education from the esteemed Tampa School of Real Estate and am a part of the Welcome Home Team at Brainard Realty. We have sold over \$30 million in real estate and are passionate about helping you! I am a proud member of the Greater Tampa Association of REALTORS®, the Florida Association of REALTORS® and the National Association of REALTORS®.

In my free time I love to read, go to the beach and volunteer at Dress for Success. I'm also the Social Media chair for St. Jude Planning Committee, a part of the Leadership Society for the Florida Aquarium and am a Tampa Bay Academy of Hope Mentor!

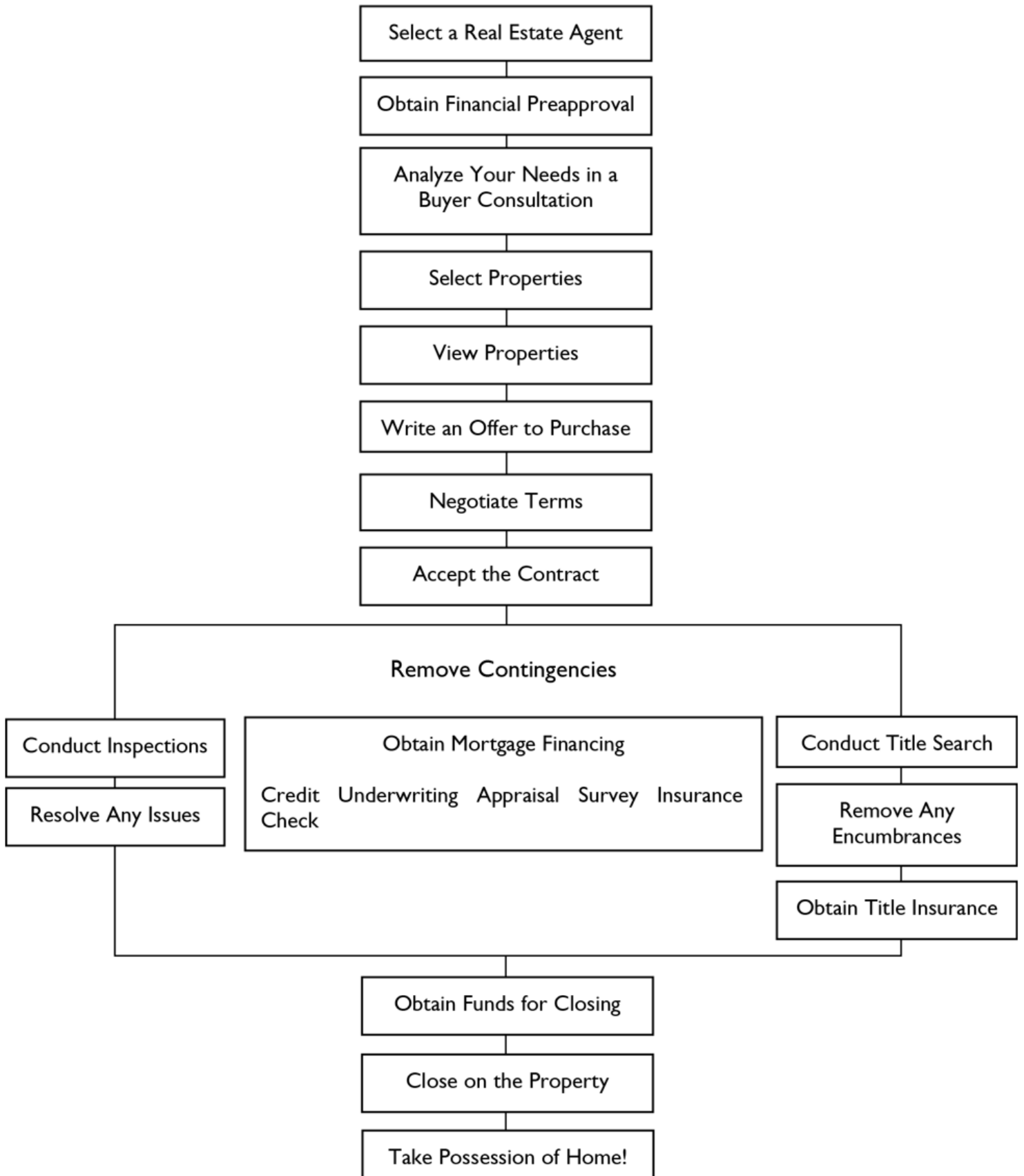
I look forward to helping you!

Kseniya Korneva



**“AS SOON AS YOU
START TO PURSUE A
DREAM, YOUR LIFE
WAKES UP AND
EVERYTHING HAS
MEANING”
-BARBARA SHER**

The Home-Buying Process



STEP 1. SELECT A REAL ESTATE AGENT

Below are the responsibilities of a Buyer's Agent:

1. Be there for you.
2. Listen to your needs and discover what you are truly looking for.
3. Provide a list of trustworthy vendors for the process (lenders, home inspectors, contractors, etc.)
4. Educate you on the process.
5. Constantly be discovering new tools that will make your experience easier.
6. Preview homes and be up-to-date on the current market.
7. Research neighborhoods, schools and market trends.
8. The rest of the steps covered by this guide.

EMBARKING ON YOUR ADVENTURE

Buying a home is an adventure. There will be moments of anxiety and splashes of excitement. There will be tough days but they will be outweighed by the joy and relief you will feel when you cross the threshold to your new home. In order to make the journey as smooth as possible, it is important to find a Realtor who will prioritize your needs, and hold your hand as they lead you towards the finish line. Your Realtor will serve as your guide, friend, and therapist. You need to find someone who will fight to find the answers to all of your questions and be there every step of the way. I pride myself on being that person.

STEP 2. OBTAIN FINANCIAL PRE-APPROVAL



Here are some of the questions you should ask your Lender:

1. Do you work weekends and nights?
This process is very time-sensitive so you need someone who will act immediately on your behalf.
2. What do you charge for discount points?
1 discount point= 1% of the loan amount. These can help lower interest rates and are also tax deductible.
3. What do you charge for Credit Reports, Origination Fees, Appraisals, and Recording Fees?
4. Do you have underwriters in-house?
This will speed up the process.
5. How long does it take you to close a loan?
On average, it should take about 30 days to close a loan. Some lenders are able to speed this process up if the file is less complicated (perhaps even 14 days!)

The documents you will need to get pre-approved:

1. W2 or 1099 depending on your employment.
2. Pay stubs
3. Bank statements
4. Tax documents

STEP 3. ANALYZE YOUR NEEDS IN A BUYERS CONSULTATION



The longer and more in depth the buyers consultation, the easier it will be for me to find you the perfect home.

This is a time for us to get to know each other and build a trusting relationship that will ease the homebuying process for all.

I will run through a number of questions about your priorities and dream criteria and together we will gain a better understanding of what you're looking for.

After discussing the characteristics you'd like in a home, we will walk through the contract with you so we aren't stuck going over it during the time sensitive offer stage. I will answer your questions regarding the paperwork and the upcoming steps in the process.

I am here to provide you with all of the necessary tools and resources in order to make this journey smooth and enjoyable for you!

If you are relocating to the area or cannot find a spare hour to meet, I will accommodate you by holding the buyer consultation over Skype or phone call and providing you with my digital resources.

STEP 4. HOME SHOPPING

The step you've been waiting for! I will enter your criteria into the Multiple Listing Service, reach out to my network of Realtors for off-market listings and together we will narrow it down to a few lucky properties.

I will confirm that they meet your criteria and you are eligible for them (FHA and VA loans have stringent requirements for eligibility, especially for condos. For the property to qualify for the USDA loan, it must be located in specific areas).

I will also look for any red flags that are associated with the property (the Realtor Remarks may mention a previous sinkhole, lack of permits, prior damage, long time on the market, etc.). I will then plan a route that will allow for a convenient and easy day of showings so you can focus on the homes themselves, not worrying about getting access, gate codes, possible pets on premises, tenants, etc.

During the showings, I will be focusing on the nitty gritty details of the property- looking up at the ceilings for any potential leaks, studying the quality of the roof, age of the AC, and making sure there are no alarming details that might complicate the loan process.

My job is to help you make an informed decision and not be consumed by the emotional aspects of purchasing a home.



STEP 5. WRITE OFFER, NEGOTIATE TERMS & ACCEPT CONTRACT



Once you find a new home you are ready to write an offer!

I will contact the listing agent and discuss the property, asking about any current offers and necessary disclosures my clients should know about.

The next step is to run a Comparative Marketing Analysis in order to determine the offer price on the home. This analysis report will compare similar properties sold in the last 6 months within a mile radius of the home-this is something that the appraiser will also do in order for the loan to be granted. The expertise and knowledge of the area is valuable here.

I will go over the seller's property disclosures with you as well as any potential red flags such as lengthy time on market, previous financing falling through, and other items that the sellers or listing agent have disclosed.

After going over all of the available information, we will agree on an offer price, length of inspection period, closing date, any seller concessions you might ask for (depending on the loan type you might be able to ask up to 6% in closing costs). These are the main variables in a contract. The highest offer price isn't always the strongest offer. I will help consult you on how to present a winning offer.

There are a number of ways we can make your offer stand out during a multiple offer situation and we can implement those together. Some of the more popular ones are an emotion-evoking handwritten letter and family photograph or a video where you and your family discuss what this home means to you. I will go above and beyond to help you make the strongest offer possible.

The offer should be submitted with the pre-approval letter from your mortgage professional or proof of funds from the bank if you're paying cash.

STEP 6. INSPECTION

This is one of the most important steps. The inspection period is typically around 15 Days (the shorter it is, the stronger your offer).

This is your time to do any due diligence you need on the property. If financing, you will be required to complete a few necessary inspections depending on the home and the loan type.

All homes will need a 4-point inspection in order to satisfy the home insurance companies and in turn, the loan programs. This inspection only covers the Electrical, Plumbing, HVAC and Roof systems. In order to feel more prepared for future issues, I advise getting a full-home inspection that will provide thorough information regarding the home's condition.

The wind-mitigation inspection is optional but it might lower your insurance payments if the home has hurricane protections in place.

FHA and VA loan programs require termite inspections to be completed as well.

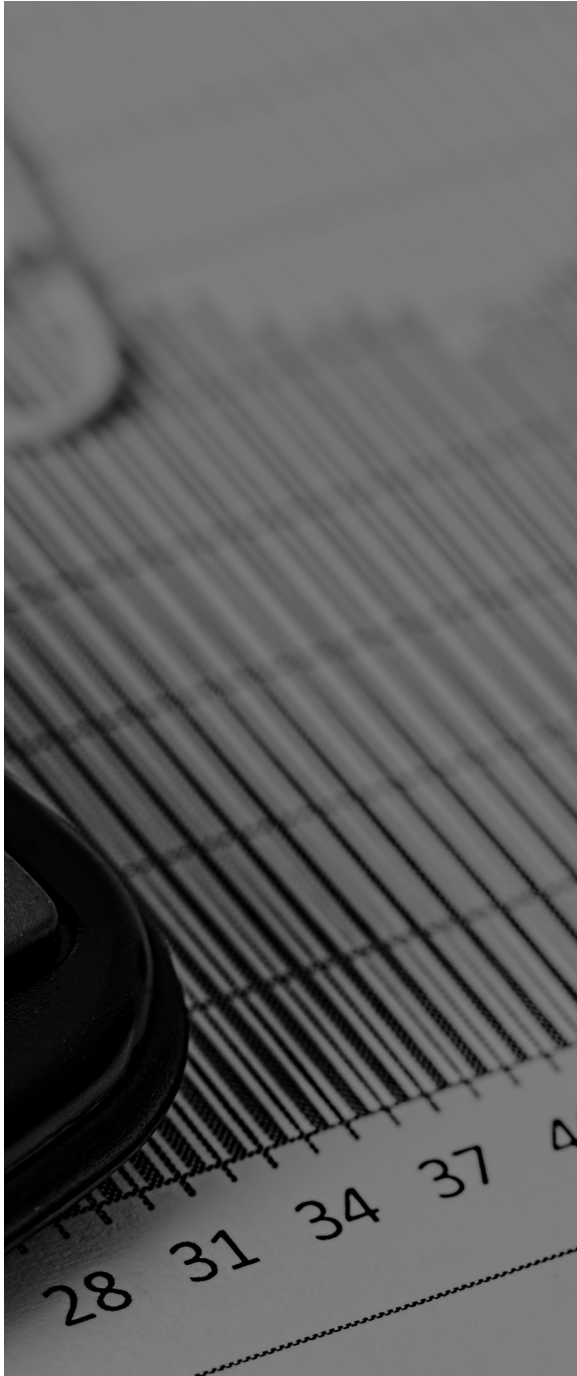
Mobile homes will require a structural inspection if you are going with the FHA loan.

If the home has a septic tank, a well, structural issues or any other unique properties, it is highly recommended to have those inspected during this period.

The inspections typically take about 2-3 hours and the reports should be completed and returned to you within 1-2 days. Budget about \$800 for the inspection reports to be completed depending on how many you want to get done. Once you have the inspection report, I will reach out to home insurance agents and discuss what repairs will need to be completed in order to get insurance. We will focus on these repairs during our negotiations.



STEP 7. APPRAISAL & TITLE COMMITMENT



The appraisal is basically the lender's way of qualifying the property. They send out an appraiser who will run an inspection of the property and make sure it fits their standards and they will run their own Comparative Market Analysis to determine whether the purchase price is on-par with market value.

If the appraiser requests any repairs to be done to satisfy the loan, the sellers and you will have to negotiate the completion of them.

If the appraisal price comes back equal or higher than the purchase price then you have nothing to worry about! But, if the appraisal comes back to say that the true market value is lower than the purchase price, you and the sellers will have to work together to either lower the purchase price or cover the difference in cash.

The title commitment is provided by the title company that was most likely chosen by the sellers. This is basically a way to ensure that any legal issues in the past have been resolved and you are not entering a property that has legal issues such as heirs claiming ownership, liens on the property or other alarming items the title company might have discovered.

I will go over the title commitment with you and have my trusted title agents look over it as well.



STEP 8. CLOSE!!

We made it!!!!

The title company will send you a settlement statement that will list the "cash" you will need to bring to closing. This will be wired to the title company (you can do this ahead of closing to prevent any last minute mishaps). BEWARE OF WIRE FRAUD. It is running rampant across the country so TRIPLE CHECK the wiring instructions you've received by calling and confirming with the title company. Call the phone number you've found online rather than in the e-mail with wiring instructions. Be very careful.

Most title companies will require 1 form of identification to be brought to closing, but confirm with me or the title company that they do not need two. You can use your Driver's License as ID.

During closing we will go over the settlement statement and the legal documents and there will be a brief break where the closing agent will reach out to the lenders to have the funds wired to the title company. As soon as your loan is funded, and the sellers and you have signed the paperwork you are officially a homeowner!! (The sellers sign separately than the buyers, typically ahead of time).

Congratulations!!!

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GOT ANY QUESTIONS?

DON'T BE SHY! E-MAIL, TEXT, CALL US
BELOW:

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THANK YOU