



LET'S FIND HOME

BUYER GUIDE

BRIANNA CHACON | REALTOR

BRIANNA CHACON

REALTOR®

YOUR LOCAL NEIGHBOR & REAL ESTATE AGENT



I'M BRIANNA CHACÓN. SECOND-GENERATION REALTOR, FORMER MAYOR OF PRINCETON, TEXAS, ONE OF THE FASTEST-GROWING CITIES IN THE UNITED STATES, AND A FIRM BELIEVER THAT REAL ESTATE SHOULD FEEL PERSONAL, NOT TRANSACTIONAL.

FROM LEADING A RAPIDLY GROWING CITY TO NEGOTIATING ACROSS THE CLOSING TABLE, I'VE LEARNED THAT EXPERIENCE, INTEGRITY, AND KNOWING WHEN TO FIGHT FOR WHAT MATTERS MAKE ALL THE DIFFERENCE

I BRING A LITTLE GRIT, A WHOLE LOT OF HEART, AND A FIERCELY PERSONAL APPROACH TO EVERY CLIENT RELATIONSHIP. YOU'LL GET HONEST ADVICE, STRONG REPRESENTATION, AND SOMEONE WHO'S JUST AS COMFORTABLE NEGOTIATING A CONTRACT AS SHE IS SHARING COFFEE AT YOUR KITCHEN TABLE..

"Passionate about finding perfect homes, I turn your real estate dreams into reality"

(214.907.0553

BRIANNACHACON715@GMAIL.COM

BRIANNACHACON.COM

NORTH TEXAS

WHY WORK WITH ME

A TRUSTED REALTOR

As a dedicated US real estate agent, I bring local market expertise and personalized service to ensure you get the best deal. My extensive network, negotiation skills, and commitment to your needs provide a seamless and stress-free real estate experience every step of the way.

WHAT I OFFER MY CLIENTS

EXPERT MARKET KNOWLEDGE

In-Depth local insights, including current trends, property values, and neighborhood dynamics. This expertise ensures that you receive accurate and up-to-date information to make informed decisions.

STREAMLINED PROCESS

I utilize the latest technology to streamline the buying process, from digital paperwork to online scheduling, making every step more efficient and convenient for you.

PERSONALIZED SERVICE

I take the time to understand your unique needs and preferences, offering personalized solutions that align with your goals and lifestyle.





PROFESSIONAL NEGOTIATION

With years of negotiation experience, I am committed to getting you the best possible deal, whether you're buying or selling. I will advocate on your behalf to ensure your interests are protected.

EXTENSIVE NETWORK

My extensive network of industry professionals, including lenders, inspectors, contractors, and attorneys, ensures that you have access to reliable and trusted resources when needed.

COMPREHENSIVE MARKETING

Targeted Advertising: I use a mix of traditional and digital marketing strategies to ensure your property gets maximum exposure to the right audience.

RELIABLE COMMUNICATION

understand the importance of timely communication and am committed to responding promptly to your inquiries and concerns. You will receive regular updates on the progress of your transaction, keeping you informed and involved every step of the way.

GUIDANCE AND SUPPORT

Expert Advice: From initial consultation to closing, I provide expert advice and support to help you make confident decisions.

"My goal is to help find you the best home for you, with the best deal"

BUYER COMPENSATION

WAYS REALTORS GET BUYER COMPENSATION

1. SELLER OFFERS FULL COMPENSATION

The seller agrees to pay the buyer's agent a commission, typically a percentage of the home's sale price. This is a NEGOTIATED AMOUNT and often outlined in the listing agreement. The buyer's agent is compensated directly from the proceeds of the sale, costing the buyer nothing extra.

Example: Seller offers a 3% commission to the buyer's agent. If the home sells for $300,000, the buyer's agent receives $9,000 from the seller.

2. SELLER OFFERS PARTIAL COMPENSATION

The seller offers to pay a portion of the buyer's agent's commission,. The buyer may need to cover the remaining amount to ensure their agent is fully compensated.

Example: The seller offers a 2% commission to the buyer's agent. If the home sells for $300,000, the buyer's agent receives $6,000 from the seller, and the buyer agrees to pay the remaining $3,000 to meet the agent's commission.

3. SELLER DOES NOT OFFER COMMISSION

The seller does not provide any commission for the buyer's agent. In this case, the buyer is responsible for compensating their agent, typically through an agreement made prior to the home search.

Example: The seller offers no commission to the buyer's agent. if the home sells for $300,000, the buyer directly pays their agent $9,000.

IT'S IMPORTANT TO DISCUSS POTENTIAL COMPENSATION ARRANGEMENTS WITH YOUR AGENT UPFRONT TO UNDERSTAND HOW THEY'LL BE PAID IN SUCH SITUATIONS

BUYER AGREEMENT

WELCOME TO YOUR NEW HOME JOURNEY

Thank you for choosing us to assist you in your real estate needs. We are committed to providing you with exceptional service and ensuring that your experience in purchasing a property is as smooth and successful as possible. This agreement outlines the terms of our Buyer Agreement for your review.

Services We Provide

- Property Search: We will search for properties that meet your criteria.
- Market Analysis: We will provide you with a detailed market analysis to help you make informed decisions.
- Property Showings: We will arrange and accompany you on property showings.
- Negotiation: We will assist you in negotiating the best possible terms and price for the property you choose.
- Transaction Coordination: We will coordinate the transaction, including inspections, appraisals, and closing.

Buyer's Responsibilities

- Exclusivity: You agree to work exclusively with us for the duration of this agreement, as detailed in the attached Buyer Agreement Contract.
- Communication: You will promptly communicate any changes to your preferences, financial situation, or any other relevant factors that could affect your home search.
- Documentation: You will provide all necessary documentation in a timely manner to ensure a smooth and efficient transaction process.

By signing the attached Buyer Agreement Contract, you acknowledge that you have read, understood, and agree to the terms and conditions set forth. We look forward to working with you to find your new home.

"We are here to help find you your dream home"

WHY YOU NEED A BUYER'S AGENT





As a dedicated and experienced real estate professional, I bring a wealth of knowledge, a passion for helping clients, and a commitment to ensuring a seamless home-buying experience. My expertise in navigating the complexities of the real estate market, coupled with my personalized approach

NEEDS AND WANTS EXPLORATION

We'll discuss your lifestyle needs and preferences to narrow your search and find the perfect home.

NEGOTIATION SKILLS

A buyer's agent advocates on behalf of the buyer, negotiating the best possible terms and price. They possess the skills to navigate through counteroffers and contingencies effectively.

LEGAL AND CONTRACTUAL EXPERTISE

Real estate contracts can be complex. A buyer's agent ensures that buyers understand the terms and conditions, protecting their legal and financial interests.

PROFESSIONAL NETWORKING

Buyer's agents have established relationships with other real estate professionals, including sellers' agents, home inspectors, mortgage brokers, and contractors, facilitating smoother transactions.

FINANCIAL GUIDANCE

Agents help buyers understand their purchasing power, including how to allocate their budget for the home, closing costs, and other related expenses. They can recommend reputable lenders and mortgage brokers who offer competitive rates and terms.

GUIDANCE THROUGH THE BUYING PROCESS

Step-by-Step Assistance: From the initial home search to the final closing, a buyer's agent provides guidance and support through each stage, ensuring all paperwork is correctly completed and deadlines are met.

ACCESS TO OFF-MARKET PROPERTIES

Some homes are sold without being listed publicly. Buyer's agents can access these off-market properties through their professional networks, giving buyers an edge in competitive markets.

EXPERTISE AND KNOWLEDGE

A buyer's agent has extensive knowledge of local market conditions, including current pricing trends, neighborhood developments, and future market forecasts.

POST CLOSING SUPPORT

I'm here to assist and answer questions related to your new home even after closing. With my expertise and dedication, you can confidently navigate the market. Secure your dream home at the best price, and enjoy a stress free journey.







Engaging a buyer's agent provides home buyers with professional expertise, market insights, and comprehensive support throughout the buying process. This partnership not only streamlines the transaction but also offers strategic advantages.





FREQUENTLY ASKED QUESTIONS

How do I determine my home budget?

Calculate your monthly income and expenses, then use a mortgage calculator to estimate what you can afford, keeping your mortgage payment under 28% of your gross monthly income.

What is the first step in the home buying process?

Get pre-approved for a mortgage to understand your budget and show sellers you are a serious buyer.

What should I look for when touring a home?

Focus on the home's condition, layout, and any potential repairs needed. Also, consider the neighborhood and proximity to amenities.

How long does the home buying process usually take?

Typically, the home buying process takes about 30 to 45 days from offer acceptance to closing. This timeframe can vary based on factors like loan approval and the complexity of the transaction.

How much should I save for a down payment?

Typically, you need 3% to 20% of the home's purchase price, depending on the loan type and your financial situation.

What are closing costs & how much will they be?

Closing costs are fees associated with finalizing a home purchase, usually ranging from 2% to 5% of the purchase price.

How important is a home inspection?

Very important. It identifies potential issues that might not be visible during a viewing and can save you from costly repairs later.

What is the difference between pre-qualification & pre-approval?

Pre-qualification gives a rough estimate of your borrowing power, while pre-approval involves a detailed financial review and a conditional loan offer.

How much should I offer on a home?

Base your offer on comparable sales in the area, the home's condition, and current market conditions. Consult your real estate agent for advice.

What happens if the appraisal is lower than the offer I have placed?

You may need to renegotiate the price, pay the difference out-of-pocket, or potentially walk away from the deal if it can't be resolved.





LET'S FIND YOUR

DREAM HOME

We are here to guide you through your home-buying journey every step of the way!

HOME BUYING ROADMAP

A HOME BUYER OVERVIEW

1

Interview

Find the realtor that is best suit for you

2

Pre-Approved

Meet with a lender and get pre-approval letter

3

Search

Begin your home search online

4

Showings

We will set up viewings for the homes you're interested in

5

Make an Offer

We will put in a strong offer and negotiate the terms

6

Due Diligence

Schedule home inspections & order and appraisal

7

Last Steps

Receive a clear to close form & perform a final walk-through

8

Closing Day

Congrats! Time to get your keys and enjoy your new home



BUYER MISTAKES

COMMON MISTAKES TO AVOID

Homebuyer mistakes are common, but they can be disastrous & lead to unwanted process delays and financial issues down the road. Here are the top 6 common mistakes to avoid:

1. **Not Getting Pre-approved Before Looking**
   Beneficial to determine how much house you can afford

2. **Not Working With A Real Estate Agent**
   A real estate expert makes the home buying process go smoothly.

3. **Not Saving Up Enough**
   Be prepared for all home expenses not just a downpayment.

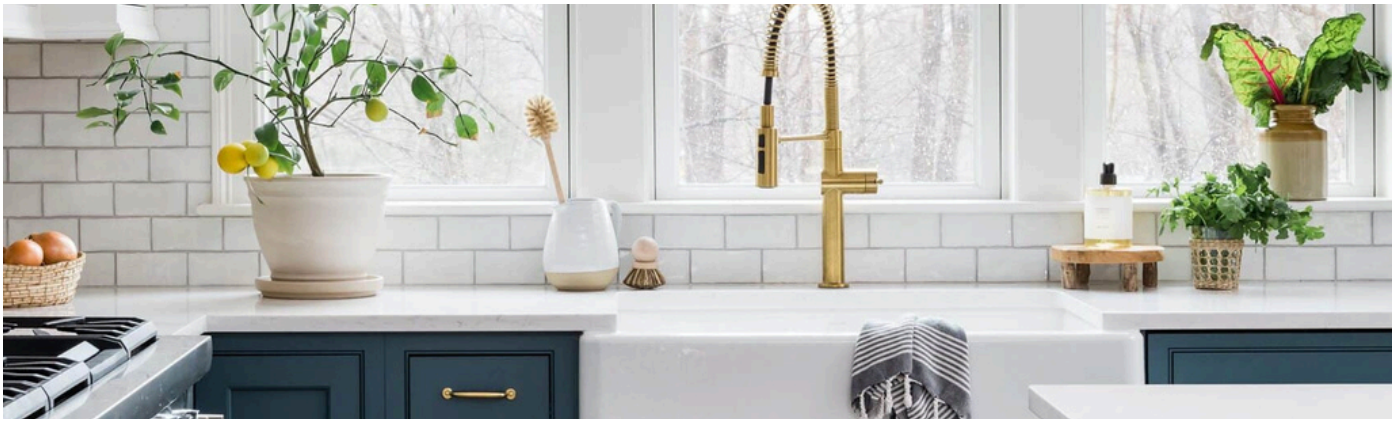
4. **Neglecting First-Time Buyer Programs**
   Programs and grants exist that can help you to get your first home.

5. **Not Researching The Neighborhood**
   Take the time to research the home's neighborhood.

6. **Rushing To Make An Offer**
   Be 100% sure of your interest in the home before making an offer.

10 STEPS TO BUYING A HOME

OUR PROVEN PROCESS



1

STEP ONE

Finding an Agent

Research and interview potential real estate agents: Look for agents with strong local market knowledge, positive reviews, and good communication skills. Choose an agent you trust: Select an agent who understands your needs and can guide you through the entire home-buying process.

2

STEP TWO

Prepare Finances

Check your credit score: Ensure it is in good standing to qualify for a mortgage with favorable terms. Save for a down payment: Accumulate funds not only for the down payment but also for closing costs and other related expenses.

3

STEP THREE

Get Pre-Approved

Research different lenders: Compare mortgage rates, terms, and fees to find the best option for your financial situation. Submit pre-approval applications: Provide necessary financial documents to get a pre-approval letter, which shows sellers you're a serious buyer.

4

STEP FOUR

Start Home Shopping

Create a wish list: Identify your must-haves and nice-to-haves in a home to narrow down your search. Tour homes: Attend open houses and schedule showings with your agent to find properties that meet your criteria.

5

STEP FIVE

Making an Offer

Consult with your agent: Determine a competitive offer price based on market conditions and comparable sales in the area. Submit an offer: Include contingencies such as inspections and financing to protect your interests.

6

STEP SIX

Order an Inspection

Hire a professional home inspector: Ensure the property is in good condition and identify any potential issues that may need addressing. Review the inspection reportand d ecide if you need to request repairs, negotiate the price, or reconsider.

7

STEP SEVEN

Negotiate Final Offer

Respond to the inspection findings: Use the inspection report to negotiate repairs or a price adjustment with the seller. Finalize the terms: Reach an agreement on the final terms of the sale, including any repairs or credits.

8

STEP EIGHT

Appraisal Ordered

Lender orders the appraisal: A professional appraiser will assess the home's value to ensure it meets the loan amount. Review the appraisal report: Ensure the home's value meets or exceeds the purchase price to secure your financing.

9

STEP NINE

Schedule Your Move

Plan your moving logistics: Arrange for movers, pack your belongings, and set a moving date that aligns with your closing. Notify relevant parties: Inform your landlord, utility companies, and postal service of your new address.

10

STEP TEN

Closing Day!

Review closing documents: Carefully read through the closing disclosure and mortgage agreement. Sign the paperwork and transfer funds: Complete signatures, pay closing costs and your down payment, and receive the keys to your new home.



STEP ONE

FINDING AN AGENT



Buying a home is no small feat, and it's one of the biggest financial decisions of your life. When you're ready to buy, finding a real estate agent with the experience to guide you through the home-buying process is key.

Your agent will be working with your best interests in mind.

Listens To You And Prioritize Your Needs

The right agent will be attentive to your needs and try to come up with the best solutions for you, specific to your situation.

Understands Your Local Real Estate Market

It's essential to have a realtor who's familiar with the local market where you're buying or selling. To develop a pricing strategy and to move quickly.

Knows How To Negotiate

You need a realtor who can negotiate on your behalf. Someone who understands when to make concessions and how to get you the best deal.

Solves Problems Expeditiously

It's only a matter of when a problem arises. You need a realtor who can respond quickly & come up with solutions.

Communicates With You Regularly

The right realtor has good communication skills and sets clear expectations as to how the process will work.

STEP TWO

PREPARE FINANCES

HOW MUCH CAN YOU AFFORD?



Mortgage lenders recommend you do not stretch yourself beyond buying a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure their monthly payments never increase.

Save for a down payment & other expenses!

In order to make your dream of buying a home a reality, you will need to save cash for your downpayment, earnest money, closing costs, and home inspector.

It's important to have a credit check done as this will be a factor in determining your mortgage approval and interest rates.

You can improve your score by

- Paying down your credit card balances
- Continue making payments on time
- Avoid applying for a new credit card until you have been approved

STEP THREE

GET PRE APPROVED

PREPARE AHEAD OF TIME



If you’re ready to make your dream of owning a home a reality, you’ve probably already heard that you should consider getting preapproved for a mortgage. It’s time to understand exactly what that means and how it might help you.

“ Homebuyer tip! Expect surprises! ”

Lenders look at every detail of your finances when granting preapproval. You might be asked about a car loan payment you made with a credit card. Be prepared to answer lender questions as soon as they come up.

WHAT IS MORTGAGE PRE-APPROVAL?

Being pre-approved, unlike being pre-qualified means you've actually been approved by a lender for a specific loan amount. You will complete a mortgage application and the lender will verify the information you provide. They’ll also perform a credit check.

STEP THREE

MORTGAGE LOANS

WHICH IS BEST FOR YOU

	Best For	Who Qualifies
FHA Federal Housing Administration	Borrowers with lower credit scores and a down payment less than 20%.	Anyone who meets the minimum credit and income levels
USDA U.S. Department of Agriculture	Income-qualified buyers in rural and some suburban areas who want a low or zero down payment.	Someone who is buying a home in a USDA rural area
VA Department of Veterans Affairs	Military-qualified borrowers who appreciate a low interest rate and no down payment minimum.	- Veterans - Surviving Spouses - Nation Guard - People honourably discharged
Adjustable-Rate	Home buyers who don't plan on having the mortgage for a long time, or who believe interest rates will be lower later	People who intend to hold the loan for a short time or expect to see a positive change in their income
Conventional Loan	If you have a strong credit score and can afford to make a sizable down payment	For people with a credit score of 620 or higher, reliable income, and at least 3% down payment

STEP FOUR

HOME SHOPPING



Time to start house shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written.

Step One

Identify essential and desirable home features, considering your lifestyle, daily routine, and future plans.

Step Two

Explore neighborhoods and review online real estate listings to understand price trends and property availability.

Step Three

Find a reputable agent with local market knowledge, schedule viewings, and receive expert guidance on making offers.

Explore listings, tour properties, and leveraging expert real estate advice!

WHEN SEARCHING ONLINE

Browse available homes online to get a feel for your local housing market. Websites can give you a close look at how much the average home sells in your area and provide a more realistic idea of what home you can afford.

STEP FOUR

HOUSE HUNTING TIPS

TO FIND YOUR DREAM HOME

Planning

Write down all of the things you must have in your new home, things that would be nice to have and things that don't really matter.

Stay in Budget

Get pre-approved for a loan before looking at houses. It will make the buying process much easier and you will know which houses to look at.

Location

Consider any potential home's proximity to your work, neighborhood charm, and how the house is situated.

Size & Floor Plan

Think about how the new home space will be used and whether it will fit your lifestyle now and in the future.

Neighborhood

Drive around on weekdays & weekends, during the day and in the evening. Do the neighbors keep the yards clean and tidy?

Keep an Open Mind

The key is looking past the exterior cosmetic blemishes to the home's bones. Look for a well-built home with potential for changes.







STEP FOUR

MUST HAVE CHECKLIST

WHAT IS IMPORTANT TO YOU

Type of Home	☐ Family Home	☐ Townhouse	☐ Condo
Condition	☐ Move-In-Ready	☐ Some Work Needed	☐ Fixer Upper
Exterior	☐ Small Yard	☐ Large Yard	☐ Car Garage

Kitchen

- ☐ Island
- ☐ Walk-in pantry
- ☐ Cabinet storage
- ☐ Marble countertops
- ☐ Breakfast nook
- ☐ Hardwood floors
- ☐ Modern appliances

Bathroom

- ☐ Modern fixtures
- ☐ Walk-in shower
- ☐ Vanity storage
- ☐ Proper ventilation
- ☐ Bathtub
- ☐ Tile flooring
- ☐ Good lighting

Other

- ☐ Open floor plan
- ☐ Office
- ☐ HVAC System
- ☐ Parking space
- ☐ Ample storage
- ☐ Walk-in closet
- ☐ Laundry room

Bedrooms: _____ Bathrooms: _____ Ideal Square Footage: _____

Desired Location / Neighborhood / School District: _____

STEP FOUR

IMPORTANT INFO

TO FIND YOUR HOME

Must Haves

Would Like To Have

Which neighborhoods or areas are you interested in? Specific cities, school districts, proximity to work, etc.

What are the best days to schedule showings?

How important is the home's condition? Move-in ready vs. willing to do renovations

What is your primary reason for buying (e.g., first home, upgrade, downsizing)?

STEP FIVE

MAKING AN OFFER

HOW TO MAKE AN OFFER STAND OUT



The next stage is making a competitive offer. Here are different ways that you can make your offer stand out!

Competitive Offer

A good rule of thumb, specifically in a seller's market, is to start strong. To do this we will access the property's market value with a CMA and determine what it is worth in the current market.

Cash vs Loan

Paying in cash vs taking out a loan offers a faster closing timeline & fewer chances of issues arising, making it more appealing.

Shorter Closing Timeline

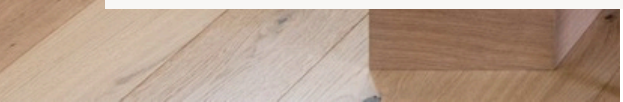
An offer with a shorter timeline for closing is generally more attractive to sellers.

Larger Deposit

Typically, it presents as a more serious offer.

HOW MUCH TO OFFER

We will look at recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Using this we can determine the best price that you would like to offer.



STEP FIVE

MAKING AN OFFER

THE PROCESS TAKEN

Top tip when negotiating an offer!

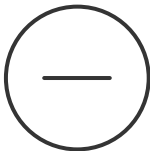
You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

ACCEPT



Your offer is accepted! It's time to celebrate, now we will move ahead with any conditions laid out in the offer like home inspections.

COUNTER



The seller may come back with their own counter offer. In this case, we will review the terms with you and proceed to negotiate until we reach an agreement.

DECLINE



The seller may reject your offer. We will ask questions to discover why and if there is anything we can do to make the offer more appealing.

YOUR OFFER IS ACCEPTED CONGRATS

You will now sign the purchase agreement, then you are officially under contract! This period of time is call ed the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.

STEP SIX

ORDER AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of the findings.

A home inspection can help identify deficiencies in a home you're considering purchasing. If the inspection reveals problems or repairs are needed, you may be able to negotiate with the seller to fix those issues.

It is critical that we begin scheduling the inspections you choose as soon as we are under contract on your potential new home. This will ensure that we do not run out of time or have any delays in the process.

TYPES OF INSPECTIONS

- Home Inspection
- Radon Testing
- Wood Destroying Organism (WDD)
- Mold Inspection
- Foundation Inspection
- HVAC Inspection
- Lead-Based Paint Inspection





A typical inspection period is negotiable and typically runs 7-10 days.

STEP SEVEN

NEGOTIATE FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixtures. If you are working with a real estate agent they should handle the negotiations on your behalf.

Here are your options after a home inspection reveals any problems

1. Ask the seller to make the necessary repairs themselves
2. Ask the seller to reduce the sales price to make up for the repairs
3. Ask for credits towards your closing costs
4. Back out of the transaction (if you have an inspection contingency in place)
5. Move Forward Wth the Deal!



STEP EIGHT

APPRAISAL ORDERED

HOW MUCH CAN YOU AFFORD?



When your home is under contract, you can't move forward with the sale until an appraisal is done on your home.

What Do Home Appraisers Look For?

During the actual inspection, an appraiser looks at a number of factors in the home to determine its value, including:

Home's Basic Condition

Count the number of bedrooms and check for health and safety considerations.

Upgrades

Looking at any improvements or upgrades made to the property.

Other Homes in the Area

As the location is a major factor in determining the value of a property.

Appraisals are Beneficial for everyone

This lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter. If approved you will receive your final commitment letter that includes the final loan terms and percentage rates.



STEP NINE

SCHEDULE YOUR MOVE

After Signing

- Schedule a home inspection
- Declutter Sell or give anything away you don't want, maybe plan a garage sale
- Finalize your home mortgage
- Sort out your important documents

4 Weeks Until Move

- Give 30 days' notice if you are renting
- Make a list of everything to be moved
- Find packing materials
- Call several movers for estimates
- Start your packing

2 Weeks Until Move

- Transfer your insurance to be covered at your new home
- Notify utility companies of the moving date to stop services, & get final meter readings
- Schedule time for closing
- Change address for mailing, subscriptions, etc
- Pack one room at a time and label all boxes

1 Week Until Move

- Obtain certified checks for closing
- Arrange for childcare during the moving day
- Confirm moving/travel arrangements
- Pack clothes, with enough clothes and personal items needed for a few days
- Schedule and attend a final walkthrough

STEP TEN

PREPARE FOR CLOSING

STEPS TO TAKE



○ Review Your Closing Disclosure

You should receive this document at least three business days before closing. Compare it with your Loan Estimate to ensure that terms, rates, and closing costs are as expected. Check for any discrepancies and ask your lender to clarify or correct any issues.

○ Organize Your Documentation

Throughout the buying process. What to Do: Gather all necessary documents, including your ID, proof of insurance, bank statements, and any other paperwork requested by your lender or closing agent.

○ Secure Homeowners Insurance

Before closing. What to Do: Obtain a policy and provide proof of insurance to your lender. Make sure the coverage meets the lender's requirements.

Final Walk-Through

Typically conducted 24 hours before closing. What to Do: Inspect the property to ensure all agreed-upon repairs are completed, and the property is in the condition expected. Confirm that everything included in the sale (appliances, fixtures, etc.) is still present.

Obtain Certified Funds

Before the closing date. What to Do: Confirm the exact amount needed for closing costs and down payment. Arrange for a certified check or wire transfer, as personal checks are typically not accepted.

Review and Sign Closing Documents

On the day of closing. What to Do: Review all documents. Ask questions if any terms or conditions are unclear. Sign the documents to finalize the purchase.





Preparing For Your Closing Bonus Tips!

1. **Stay in Contact** — Keep in touch with your real estate agent, lender, and closing agent to ensure all steps are progressing smoothly.

2. **Closing Costs** — Be prepared for additional costs such as prorated property taxes, homeowner association fees, and other related expenses.

STEP TEN

CLOSING DAY



CLOSING DAY

Closing is when you sign ownership and insurance paperwork. Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

FINAL WALKTHROUGH

We will do a final walkthrough of the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to have been done.

CLOSING COSTS

Both buyers and sellers pay closing costs. However, the buyer usually pays most of them. The average closing costs for the buyer are between 2% & 5% of the loan amount.

BRING TO CLOSING

- Government-issued photo ID
- Copy of sales contract
- Homeowner's insurance certificate
- Certified funds or cashier's check

RECEIVE YOUR KEYS!



BUY YOUR HOME

Thank you For choosing me to help you in the process of buying your home. I look forward to working with you to help you achieve your real estate goals.

(214.907.0553

BRIANNACHACON715@GMAIL.COM

BRIANNACHACON.COM

NORTH TEXAS

