

Essential Guide for Finding Your Dream Home

BUYER'S GUIDE



WORTHINGTON
REALTY



"Seeking the best for our clients"

”

HOME...
IS WHERE
YOUR STORY
BEGINS

Miriam Pierce

About Me



Teresa Butler
REAL ESTATE AGENT

Hi there!

Purchasing a home is a very important decision. I will help you with honest, accurate information so you can make well-informed decisions regarding the purchase of your home. The materials in this guide will give you an idea of what to expect during each phase of the transaction. Please read over them and refer to them throughout your home-buying process. Feel free to ask me any questions you have regarding buying a home or to request more information on any topic.

I welcome the opportunity to serve as your real estate professional. I assure you that I will work very hard to help you meet your real estate goals. Please feel free to call me anytime if you have any questions or require any additional information.

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Customer Experiences



Teresa Butler

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My clients consistently rank among the most satisfied in the world. They adore several aspects of my service that set me apart. Firstly, I ensure they stay well-informed throughout the entire process, guiding them seamlessly through each step. Additionally, I prioritize active listening, valuing their input and opinions. As a solo practitioner, I dedicate undivided attention to each client, facilitating direct communication and easy accessibility.

In my role as your Realtor, I am driven by an unwavering commitment to promoting your best interests. My passion for art, as an award-winning artist, finds expression in my business endeavors. I leverage my artistic talents to present your home with captivating photography and compelling marketing materials, spotlighting its unique character and distinctive presence.





MY BACKGROUND

Licensed since 1983

Earned the prestigious GRI (Graduate, Realtor Institute) designation

Earned PSA (Pricing Strategy Analyst) designation

Earned e-Pro designation

Earned C2EX designation (Commitment to Excellence)

Past president of the Gahanna Area Realty Association

Member of the National Association of Realtors

Member of the Ohio Realtors

Member of the Columbus Realtors

Member of the Independent Brokers Association of Columbus

Studied at Columbus State majoring in Real Estate Marketing / Management

Teresa Butler
Realtor
Worthington Realty

MY CREDENTIALS



GRI

GRADUATE, REALTOR
INSTITUTE

The Graduate, REALTOR® Institute (GRI) symbol is the mark of a real estate professional who has made the commitment to provide a high level of professional services by securing a strong educational foundation. Designees Act with professionalism and are committed to serving their clients and customers with the highest ethical standards.



PSA

PRICING STRATEGY
ADVISOR

Obtained knowledge and skills to select appropriate comparables and make accurate adjustments, guide sellers and buyers through the details of comparative market analyses and the underlying pricing principles that inform them, and interact effectively with appraisers.



e-Pro

CERTIFIED REAL
ESTATE INTERNET
MARKETING

An e-Pro® certification means you're working with a Realtor who has a thorough understanding of the latest technology to make the process easier for both buyers and sellers. And has extensive knowledge of the latest marketing and networking strategies.



C2EX

COMMITMENT TO
EXCELLENCE

This endorsement by the National Association of REALTORS goes to Realtors who have demonstrated knowledge and competency in the core areas of real estate practice listed below. Commitment to professionalism above and beyond the REALTOR Code of Ethics is crucial.

WORTHINGTON REALTY

MISSION STATEMENT



Teresa Butler

REAL ESTATE AGENT

At the core of my mission lies the dedication to enhance your life, foster financial growth, and facilitate the creation of your ideal home and lifestyle through real estate ownership. Building strong foundations based on honesty, respect, and exceptional service, I aim to forge enduring relationships that extend beyond mere transactions.

My unwavering commitment is directed toward assisting you in achieving your real estate aspirations. Leveraging my expertise, deep market knowledge, and innovative approach, I strive to provide unparalleled guidance throughout the process of buying and selling real estate. Together, we'll navigate the ever-changing landscape of real estate, ensuring your goals are not just met but exceeded.

Home buying process

1

FIND A REAL ESTATE AGENT

Choose a real estate agent to help you navigate the market, find properties that fit your needs, and guide you through the process.

2

PREPARE YOUR FINANCES

Determine your budget, get pre-approved for a mortgage, research neighborhoods that fit your budget and lifestyle

3

START YOUR SEARCH

Use online real estate websites, attend open houses, and work with your agent to find homes that fit your criteria.

4

MAKE AN OFFER

Once you find a home you like, work with your agent to make an offer. The offer should include the purchase price, contingencies, and a deadline for the seller to respond.

5

GET A HOME INSPECTION

Hire a licensed home inspector to evaluate the condition of the home and identify any issues that need to be addressed.

6

GET A HOME APPRAISAL

A home appraisal is an evaluation of the property's value by a professional appraiser. The appraiser will consider factors such as the home's size, location, condition, and comparable sales in the area.

7

CLOSE THE DEAL

Once the seller accepts your offer, work with your agent, lender, and attorney to finalize the transaction.

8

MOVE IN

Congratulations, you're now a homeowner! Coordinate with movers and utilities to make a smooth transition into your new home.

Step by Step Guide

Buying A New Home

GET YOUR FINANCES IN PLACE

While you may be champing at the bit to begin house-hunting, it's worth giving some thought to your finances first to find out how much you might be able to stretch to. You can do this by speaking to a bank or building society, although you might be better off seeking help from an independent mortgage broker.

WORK OUT WHAT YOU CAN AFFORD & WHERE

Step two in your buying a house checklist. Once you've got an idea of how much you can borrow, you can start thinking about the area you would like to live in and the kind of property you can afford. When deciding where to live, think about things such as transport links.

GO HOUSE HUNTING

This is the fun bit. Having got to this stage in proceedings, now is the time to start viewing properties. While some buyers fall in love with the first place they see, most have to visit a lot more properties to find their dream home. It's also worth putting time and effort into getting to know the local estate agents.

DO SOME RESEARCH BEFORE PUTTING IN AN OFFER

Once you've found a property you like, see if you can go back for a second – or third – viewing, ideally taking a friend or family member along who can give an unbiased opinion. Do a little detective work at the property. See if the property is near a noisy road, and how long it takes to walk to the local shops or bus station.

GET YOUR OFFER ACCEPTED

When you're happy you've found the property you want to buy, you can put in an offer. Whether you put in a low offer will depend on a number of things, such as whether you feel the property is overpriced, if you don't think there's much competition, or how far your budget will stretch.



One fact about buying a house is that it can be a significant investment that may appreciate over time, providing the potential for long-term financial stability and wealth-building opportunities.



Terms to know

DOWN PAYMENT

The initial amount of money paid by the home buyer to the seller to secure the purchase of the property.

MORTGAGE

A loan provided by a lender to the home buyer to finance the purchase of a home.

APPRAISAL

An estimate of the value of the property performed by a licensed appraiser to determine its fair market value.

HOME INSPECTION

A detailed examination of the property by a licensed home inspector to identify any potential issues that could affect the sale or value of the property.

CONTINGENCY

A condition that must be met in order for the sale to proceed, such as the buyer obtaining financing or the completion of a satisfactory home inspection

OFFER

A proposal to buy a property, including the price and terms of the sale.

CLOSING COSTS

Fees associated with the purchase of a home that are paid at the closing of the sale. This may include appraisal fees, title insurance, and attorney fees.

DISCLOSURE

The seller's obligation to disclose any known defects or issues with the property that could affect its value or safety.

TITLE

The legal right to own and sell the property, which is conveyed to the buyer at closing.

ESCROW

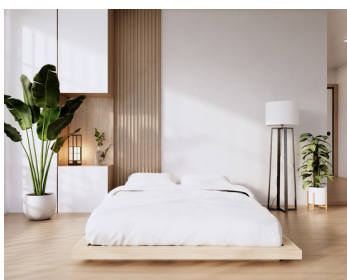
A third-party account that holds funds, documents, and other items related to the sale of the property until the transaction is completed.

UNDER CONTRACT

A stage in the sale process where the seller has accepted an offer, but the sale has not yet been finalized.

CLOSING

The final step in a real estate transaction where the buyer pays for the property and the seller transfers ownership.



Common Buyer Mistakes

WHAT YOU SHOULD KNOW

AVOIDING THE MATH

Probably the most important step to take when first considering buying a new home is to work out exactly what you have to spend on purchasing a property.

SEARCHING OUTSIDE YOUR RANGE

While it may be fun to dream, searching for property that is out of your financial range is not going to help if you are serious about buying a new home.

MARKET CONDITIONS

Markets are fluid and their ever-changing nature means that it is always prudent to be aware of their current state.

DON'T TAKE AN AREA AT FACE VALUE

This is a problem that often surfaces only when it's too late. Failing to research an area properly can result in your dream turning into a nightmare.

DON'T MAKE ASSUMPTIONS

It may be human nature to think that a property which hasn't been snapped up within a couple of months of being on the market is inherently flawed.

08 Steps to becoming a homeowner

- 1 FIND A REAL ESTATE AGENT
- 2 PREPARE YOUR FINANCES
- 3 START YOUR SEARCH
- 4 MAKE AN OFFER
- 5 GET A HOME INSPECTION
- 6 GET A HOME APPRAISAL
- 7 CLOSE THE DEAL
- 8 MOVE IN

*Prepare
to Buy*

01

FIND A REAL ESTATE AGENT

Choosing a real estate agent whom you trust and feel comfortable with can be as challenging as finding your dream home. Given the significant investment involved, it's crucial to work with an agent who is as committed to the sale as you are.

With my experience, you can feel confident that you're in good hands.

MY EXPERTISE

I possess industry knowledge that goes beyond what's available to the general public. This specialized knowledge can help you determine the ideal selling price and timing for your property, based on market trends and other factors.

NEGOTIATING SKILLS

With my experience and expertise, I can guide you through the home-buying process and help you make informed decisions. I know how to navigate complex negotiations to ensure you get the best value for your investment.

PROFESSIONAL STANDARDS

I am held to the highest standards of professionalism. I undergo regular training and compliance checks to stay up-to-date on changes in legal and administrative procedures. This ensures that you receive reliable and accurate guidance throughout the sales process.

CUSTOMER SERVICE

I believe that customer service is key. I am committed to providing exceptional service and answering any questions or concerns you may have. I treat my clients with the same level of respect and care that I would want for myself.

PREPARE YOUR FINANCES

DETERMINE YOUR BUDGET

Determine how much you can afford to spend on a home, taking into account your income, expenses, and debts. This includes not only the mortgage payment but also property taxes, homeowner's insurance, and home maintenance costs.

GET PRE-APPROVED FOR A MORTGAGE

This will give you a clear idea of how much you can afford and will make the home buying process smoother.

It's important to research and compare mortgage rates and terms from different lenders to find the best option for your financial situation.



PREPARE YOUR FINANCES

DOWN PAYMENT

The down payment is the initial amount of money paid by the home buyer to the seller to secure the purchase of the property. The down payment typically ranges from 10% to 20% of the home's purchase price.

IMPROVE YOUR CREDIT SCORE

A good credit score can help you secure a lower interest rate on your mortgage. Pay down any outstanding debts and avoid making late payments to improve your credit score.



PRE-QUALIFIED VS. PRE-APPROVED

WHAT YOU SHOULD KNOW



PRE-QUALIFIED

- Most buyers will need a mortgage to finance their home purchase, so we advise that you prepare before you look.
- Your lender will generate a mortgage pre-qualification based on your debt-to-income, your credit score, and your overall financial position. You should also consider your budget and comfort level with the payment amount.
- A pre-qualification letter will state the estimated loan amount your lender has calculated based on your income and credit profile without any documentation.

PRE-APPROVED

- **Monthly debt payments:** Lenders examine your payment obligations to calculate your debt-to-income ratio.
- **Real estate debt:** If your current property is mortgaged, have your most recent statement.
- **Down payment gift letters:** Lenders will want to talk about your down payment.
- **Bank statements:** Copy 60 days' worth of statements for every account whose assets you're using to qualify for the mortgage.
- **Retirement and brokerage accounts:** Two months of statements from IRAs, investment accounts.



Find your
Dream Home

START YOUR SEARCH



MAKE A LIST OF MUST-HAVES AND NICE-TO-HAVES

Create a list of features you need in a home, such as the number of bedrooms and bathrooms, location, and yard size, as well as features that would be nice to have, but are not essential.



RESEARCH NEIGHBORHOODS

Research the neighborhoods you are interested in, taking into consideration factors such as schools, safety, access to public transportation, and local amenities.

ATTEND OPEN HOUSES AND HOME SHOWINGS

Attend open houses and home showings to get a better sense of the homes you are interested in. Take notes and pictures to help you remember each home.

Home Search

USEFUL CHECKLIST



PRACTICAL ASPECTS:

LOCATION

Always remember, it's better to be the worst house on the best street rather than the best house on the worst street.

LOCAL SCHOOLS

Location is everything. Make your list of priorities, for example, good schools, commuting, countryside views, great pubs, good sized garden size.

MEET THE NEIGHBORS

You will get lots of honest information from the neighbors so definitely knock on their door and get the down low on the house you are looking at. You will also get a chance to see who you will be living next to.

THINK TO THE FUTURE

It may just be you or just you two now, but take it from us, things move on fast! Where will you be in 5 years time? And, what will you need space for?

TRANSPORT LINKS

If you commute by train or bus, then it goes without saying that you'll want to make sure that the local transport links are good.

HOUSE HUNTING

Wishlist

Property Address:

Features	Must Have	Highly Desired	Desired
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Cul-de-sac street	☐	☐	☐
Garage	☐	☐	☐
Yard	☐	☐	☐
Pool	☐	☐	☐
Deck or patio	☐	☐	☐
Wood floors	☐	☐	☐
Open floor plan	☐	☐	☐
Updated bathroom	☐	☐	☐
Updated kitchen	☐	☐	☐
Newer appliances	☐	☐	☐
Eat-in kitchen	☐	☐	☐
Security system	☐	☐	☐
Central air	☐	☐	☐
Fireplace	☐	☐	☐
View	☐	☐	☐
Separate dinning area	☐	☐	☐
Separate shower/tub	☐	☐	☐
Two story	☐	☐	☐
Walk-in closet	☐	☐	☐

HOME TOURING

Checklist

ADDRESS OF PROPERTY: _____

DATE VISITED: _____ PRICE: _____

BEDROOMS: _____ BATHROOMS: _____ SQUARE FOOT: _____

LOT SIZE: _____ YEAR BUILT: _____

SCHOOL DISTRICT: _____

CURB APPEAL

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

INTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

EXTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

PRICE

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

LOCATION

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

NEIGHBORHOOD

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

ADDITIONAL COMMENTS: _____

MAKE AN OFFER

Once you've found a property you're interested in, work with your real estate agent to submit an offer to the seller. Your offer should include the purchase price, contingencies, and any other terms and conditions you want to include.



PREPARE FOR NEGOTIATIONS

The seller may counter your offer with a different price or terms. Be prepared to negotiate and work with your agent to come up with a counteroffer.

BE FLEXIBLE

Negotiations may require some give and take. Be open to compromise and consider factors such as the condition of the property, market trends, and the seller's motivation for selling.



Make a Fair Offer

- **Work with your real estate agent** to evaluate comparable listings in the area to determine the right amount to offer.
- **Know how to time your offer.** The housing market is extremely competitive in most areas right now, so for many buyers, getting into contract quickly is key.
- **Offer cash if you can.** Not having a mortgage will make the sale much more efficient.
- **Wait for a response from the seller.** It's the worst part, but obviously necessary.
- **If the offer is accepted,** you're ready to move on to the other steps in the homebuying process.
- **If the seller declines** or counteroffers and you still want to buy the home, come up with a more attractive offer and resubmit.
- **Avoid common deal-breakers.** If you want the best shot at scoring your dream home, it's wise to know what pitfalls to avoid.

GET A HOME INSPECTION



A home inspection is an evaluation of the home's condition and structure by a professional home inspector. The purpose of the inspection is to identify any issues that may affect the value of the property or pose a safety hazard.

During the inspection, the inspector will evaluate the home's electrical, plumbing, HVAC, and other systems, as well as the roof, foundation, and overall structural integrity. The inspector will also look for evidence of water damage, pest infestations, and other potential issues.

Based on the findings, the inspector will provide a detailed report outlining any issues that were identified. This report can be used to negotiate with the seller for repairs or to adjust the purchase price.



Inspection Period

WHAT IS AN INSPECTION PERIOD?

The Inspection Period is the specified length of time agreed upon by both parties in which the Buyer may examine the merchandise or services after receipt.

The Buyer has the option to "Accept" or "Reject" the goods within this period.



HOW LONG IS THE INSPECTION PERIOD?

Inspection Periods are 1 - 30 calendar days and must be agreed upon by all parties at the initiation of the transaction.

Buyers and Sellers should ascertain the Inspection Period provides an ideal time for any authentication or appraisal process needed to complete the transaction.



*Final
Steps*

GET A HOME APPRAISAL

During an appraisal, the appraiser will consider various factors such as the home's size, location, condition, and comparable sales in the area. They will then provide an estimated value of the property based on their analysis.

Understand that the appraisal can impact your financing, as lenders use the appraisal to determine the amount they will lend you.



APPRAISAL CONTINGENCY

It is common for buyers to include an appraisal contingency in their purchase agreement, which allows them to back out of the purchase if the appraisal comes in lower than the purchase price.

APPRAISAL COST

The cost of the appraisal is typically paid by the buyer and can range from a few hundred to a few thousand dollars, depending on the type of appraisal and the size of the property.

HOMEOWNER'S INSURANCE

Be sure to obtain homeowner's insurance to protect your investment in the home.

PROPERTY TAXES

The appraisal can impact your property taxes, as the assessed value of the property is used to determine the amount of property taxes you will owe. If the appraisal comes in higher than expected, you may need to budget for higher property taxes.

Final Walk Through

USEFUL INFORMATION



A CHECKLIST OF WHAT TO LOOK FOR

INSPECTION REPAIRS

You probably included an inspection contingency or a few requests for repairs when you submitted an offer for your home.

BELONGINGS MOVED IN OR OUT

Walking through an empty home makes it much easier to spot new defects that may have occurred when the seller was moving out, as well as repairs that weren't completed.

APPLIANCES

Ensuring that all of your appliances work before closing can save you money on repair bills after closing. Write down what needs to be replaced or repaired. This will make it easier to fix up your home later.

MOLD

Mold can become a large and expensive problem even between the time the homeowner moves out and when you move in. It can spring up in as little as a few days, so carefully inspect moist areas like the bathroom and kitchen.



Final Walk Through

USEFUL INFORMATION PART II

A CHECKLIST OF WHAT TO LOOK FOR

INSPECTION REPAIRS

You probably included an inspection contingency or a few requests for repairs when you submitted an offer for your home.

BELONGINGS MOVED IN OR OUT

Walking through an empty home makes it much easier to spot new defects that may have occurred when the seller was moving out, as well as repairs that weren't completed.

ELECTRICITY OR OUTLETS

Most electrical systems work on a current, which means that if even a single outlet in the home isn't working, you might quickly have problems with other outlets.

BACKYARD & OUTDOORS

Inspect the outside of the property as closely as you inspect the home's interior. Take a walk around the lawn or backyard and make sure the landscaping looks great.

PESTS

Pests can move in after the seller moves out even if a home is totally clean during an inspection.



CLOSE THE DEAL

REVIEW THE CLOSING DISCLOSURE

A few days before the closing, you will receive a closing disclosure from your lender that outlines the final details of your loan, including the loan terms, interest rate, and closing costs. Review it carefully to make sure everything is accurate.

CONDUCT A FINAL WALKTHROUGH

Before closing, conduct a final walkthrough of the property to ensure that any repairs or requested changes have been made and that the property is in the same condition as when you made your offer.

REVIEW AND SIGN CLOSING DOCUMENTS

During the closing, you will review and sign several documents, including the mortgage note, the deed of trust, and the settlement statement. Review them carefully and ask your agent or attorney any questions you may have.

PAY CLOSING COSTS

You will be required to pay closing costs, which may include appraisal fees, title insurance, attorney fees, and other charges.

MOVE IN

CONGRATULATIONS ON CLOSING THE DEAL AND BECOMING A HOMEOWNER!

Moving in is an exciting step in the home buying process. Here's what to expect when you're ready to move into your new home

- Hire a moving company
- Pack and label your items
- Transfer utilities
- Change your address with the post office and relevant organizations
- Unpack and settle in
- Explore your new neighborhood



The Road to *Home*



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REALTOR®



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614-565-8161

*Find your Dream
Home today*

LET'S WORK TOGETHER!

Buying or selling a home can be a stressful process if you don't have the right real estate agent. With 40 years of experience, you can rely on me to get you the best possible result.

**WORTHINGTON
REALTY**



"Seeking the best for our clients"