

BUYER'S *Guide*



Teresa Butler

- REAL ESTATE AGENT -

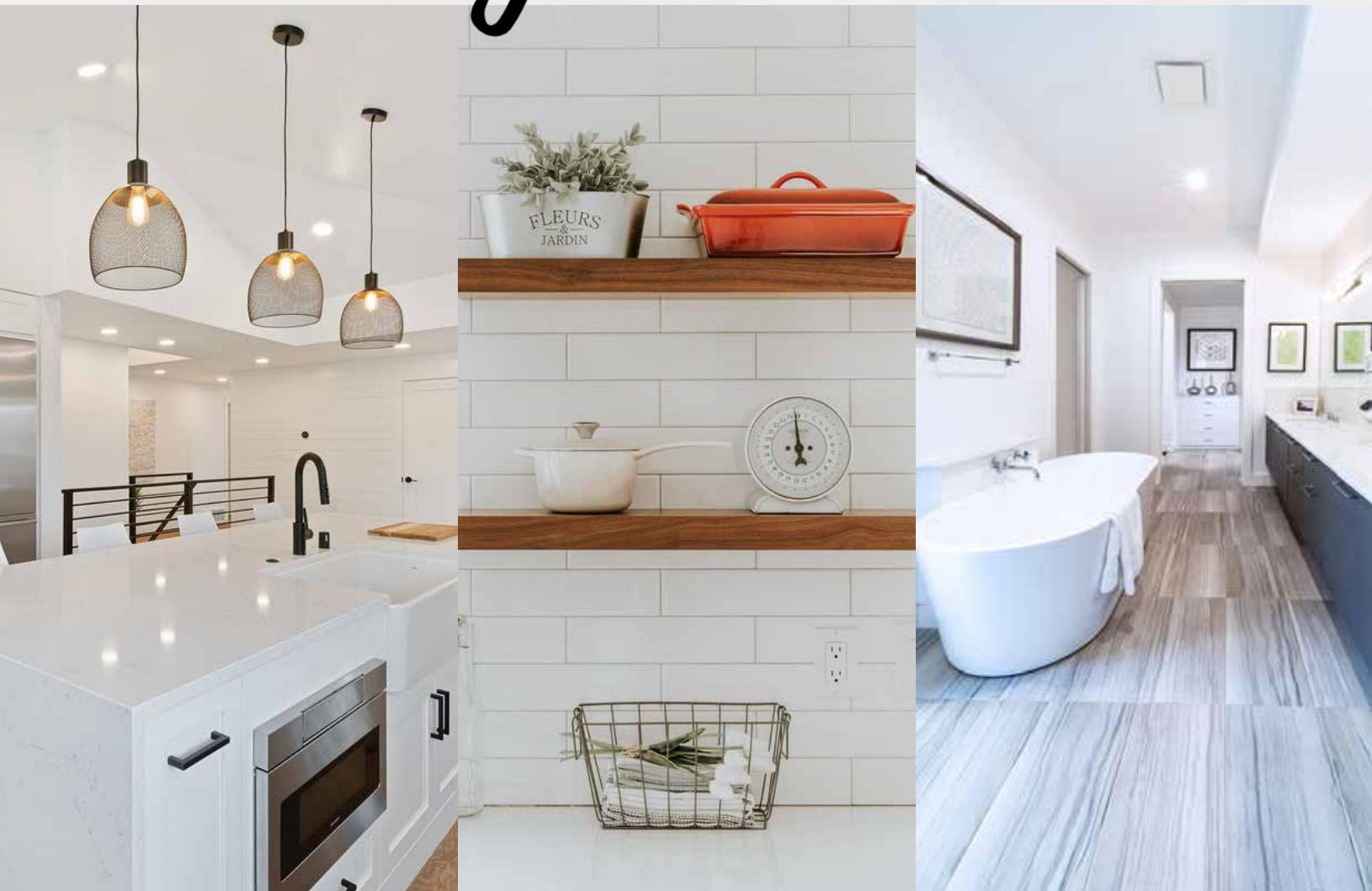
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Buy

WITH
CONFIDENCE
every step of the way



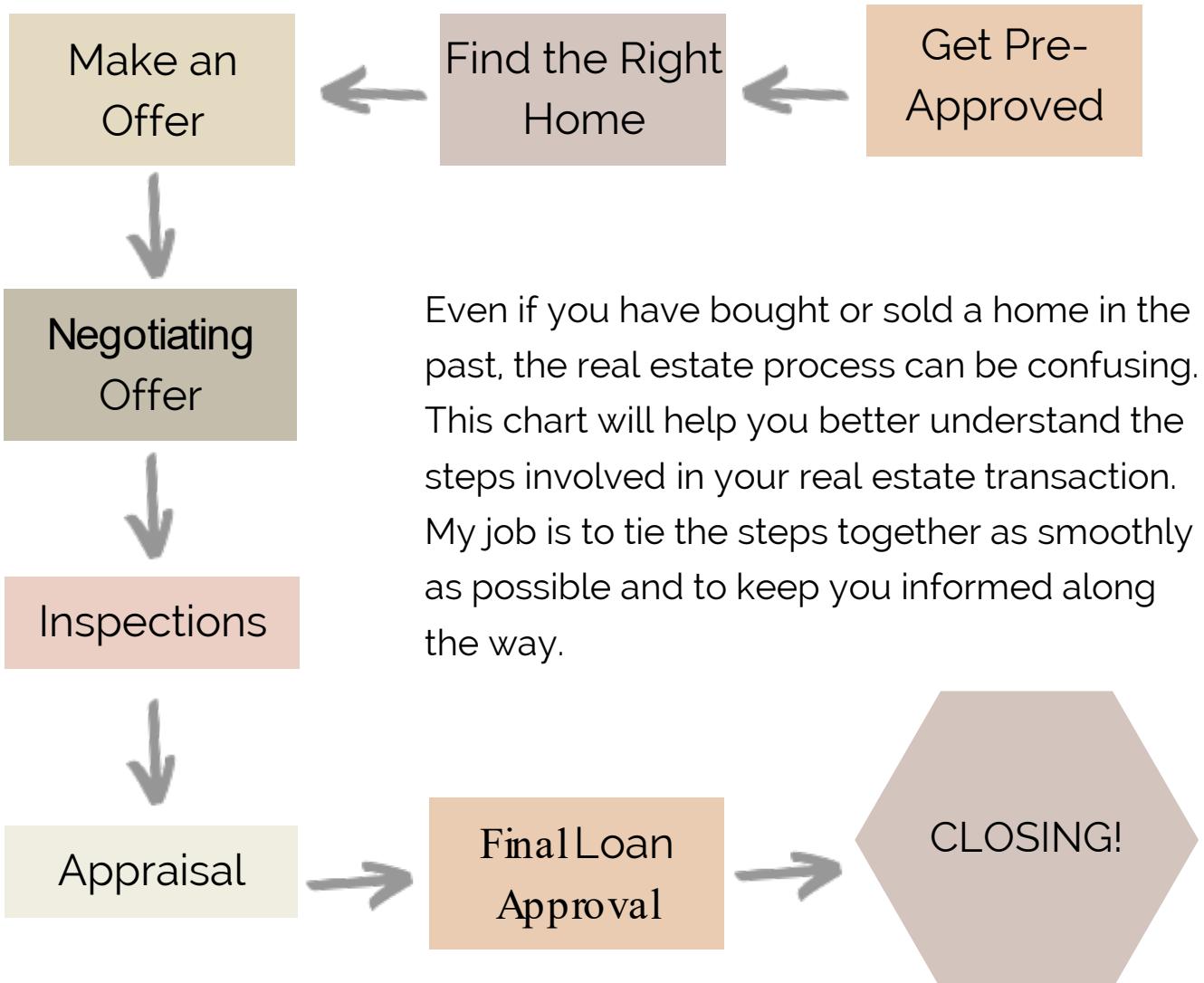
Real estate built around people

I know that having a handle on your wants, needs, and expectations early on ensures we're always working towards the same goal, together.

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The Process of Home Buying



Preparing to
Buy



01 Finding a great agent

A real estate agent is a huge asset to you as you go through the home-buying process. This is one of the biggest decisions of your life and you need a skilled professional guiding you through the process.

Your agent will be working with your best interests in mind and can help guide you through all the stages of home buying.

Did you KNOW?

92% of homes in the US are sold using an agent or a broker.

CONNECT YOU WITH THE PERFECT HOME

Agents often have access to information about homes going on the market before the public. They can also arrange open houses and tours of homes that match your criteria.

NEIGHBORHOOD KNOWLEDGE

Agents will be able to offer insightful details about the neighborhoods you are considering.

ATTENTION TO DETAIL

The process of buying a home requires a good deal of paperwork. Your real estate agent will help you fill out all documents and get them submitted properly.

Buyer Tip

ONE OF THE MOST OBVIOUS REASONS TO HIRE A BUYER'S AGENT WHEN BUYING A HOUSE IS THAT IT'S FREE. THERE ARE VERY FEW CIRCUMSTANCES WHERE IT COSTS MONEY TO HIRE A BUYER'S AGENT. AS YOU THINK ABOUT HIRING A BUYER'S AGENT, KEEP IN MIND, THEY'RE PROTECTING YOUR BEST INTERESTS DURING ONE OF THE BIGGEST TRANSACTIONS YOU'LL EVER TAKE PART IN AT NO COST TO YOU!

PROFESSIONAL NEGOTIATOR

Agents deal with any difficult conversations that need to happen. They will also help you submit a strong offer and negotiate with the seller on your behalf.

EXPERT GUIDE

Realtors are there to help you with any questions you have along the way. They offer an objective opinion when you're analyzing the features you're looking for.



About

I am here to help



Teresa Butler
Realtor®
Worthington
R e a l t y



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.

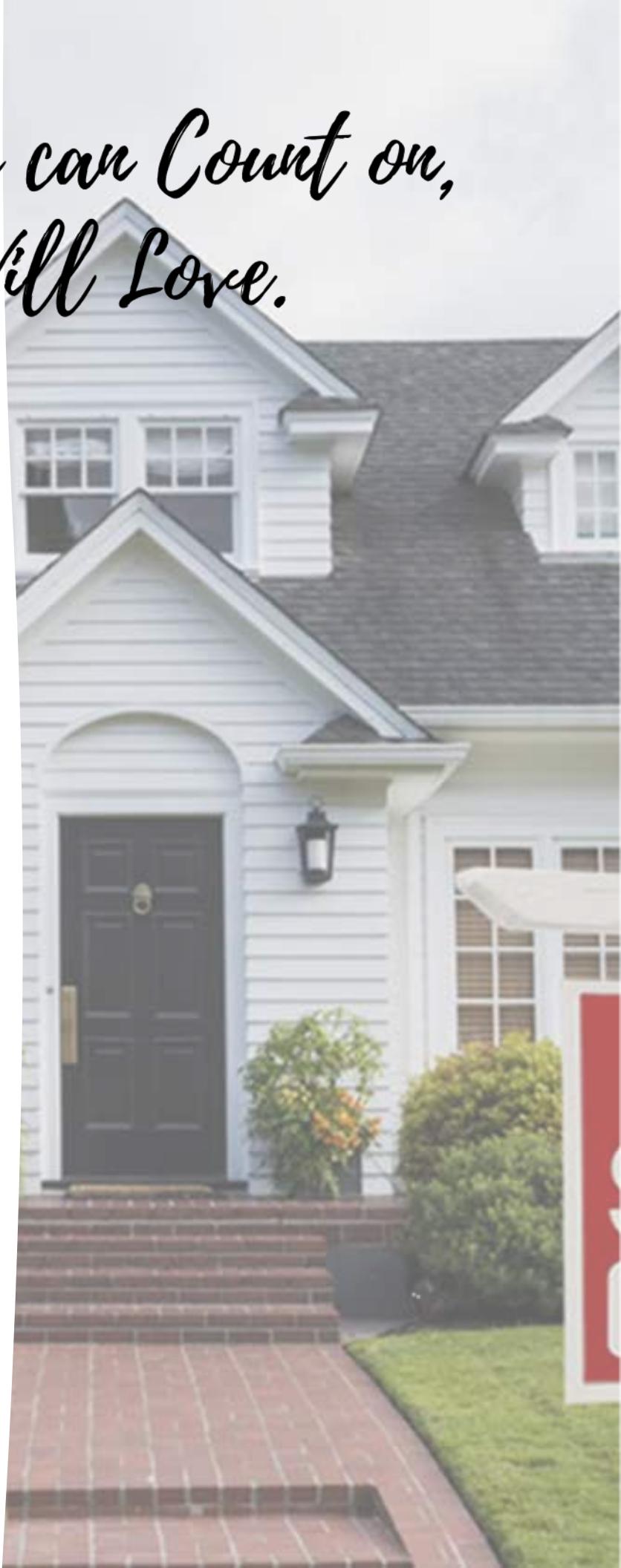
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Good service speaks for itself.
I am looking forward to the opportunity to earn your referrals, too!

Experience You can Count on, Results You Will Love.

My clients are some of the happiest in the world. Some of the things they love most about my service is that I keep them informed throughout the process, they know exactly what they are supposed to do next and I listen to what they say. They appreciate that I work solo and give them individual attention, they talk directly to me and I am easily accessible.

As your Realtor, I work tirelessly to promote your best interests. I take the time to understand your needs and goals, so you have a true partner in your home buying journey.



Mission Statement

*It is my goal to provide
an unparalleled level of
service to you, my client,
by delivering to you a
high quality of work and
by pulling together the
experience, skills, talents
and resources of
professionals who are
top in their field and who
genuinely care about
your interests and real
estate objectives*

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 Association of Realtors
- Member of the Columbus Realtors
- Member of the Independent Brokers Association of Columbus
- Studied at Columbus State majoring in Real Estate Marketing / Management
- Studied at Capital University, Majoring in Music
- Graduated from Gahanna Lincoln High School
- Award winning Professional Artist and Photographer



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Buyer Mistakes

AVOID THESE MISTAKES WHEN BUYING YOUR HOME

GETTING TOO EMOTIONAL

Think it's impossible? It's actually not. Once you decide to buy a home, start thinking of yourself as a businessperson and investor rather than just a future homeowner. In fact, forget that you're the "Buyer" altogether. By looking at the transaction from a purely financial perspective, you'll distance yourself from the emotional aspects of buying the property. While it is important to factor in certain emotional aspects, don't let it cloud the process. Real estate IS an investment. Don't let emotions distract you from that.

SHOPPING BEFORE GETTING PRE-APPROVED

It's more fun to look at homes than it is to talk about your finances with a lender. So that's what a lot of first-time home buyers do: They visit properties before finding out how much they are able to borrow. Then, they are disappointed when they discover they were looking in the wrong price range (either too high or too low) or when they find the right home, but aren't able to make a serious offer. How to avoid this mistake: Talk to a mortgage professional about getting pre-qualified or even pre-approved for a home loan before you start to seriously shop for a place..

EMPTYING YOUR SAVINGS

If you buy a previously owned home, it almost inevitably will need an unexpected repair not long after. Maybe you'll need to replace a water heater or pay a homeowner's insurance deductible after bad weather. How to avoid this mistake: Save enough money to make a down payment, pay for closing costs and moving expenses, and take care of repairs that may come up. Lenders will give you estimates of closing costs, and you can call around to get estimates of moving expenses.

CHOOSING THE WRONG LENDER

Shopping for a mortgage is like shopping for a car or any other expensive item: It pays to compare offers. Mortgage interest rates vary from lender to lender, and so do fees such as closing costs and discount points. But according to the Consumer Financial Protection Bureau, almost half of borrowers don't shop for a loan. How to avoid this mistake: Apply with multiple mortgage lenders. A typical borrower could save \$430 in interest just in the first year by comparing five lenders. All mortgage applications made within a 45-day window will count as just one credit inquiry.

QUESTIONS ABOUT THE HOME BUYING PROCESS? CALL ME TODAY!



REAL ESTATE TERMS

to Know

Here is a list of the real estate terms that you may hear. Read over these so you are familiar and always in the know when discussions are being held with other parties and professionals.



APPRAISAL

A determination of the value of the house you plan to buy. An appraiser makes an estimate by examining the property with the initial property price and compares recent sales of similar property sale.



APPRECIATION

Appreciation is the increase in a home's value over time. How much a home appreciates each year depends on the local real estate market and any improvements to the home.



CONTINGENCY

A provision in a contract stating that some or all the terms of the contract will be altered or voided by the occurrence of a specific event, usually by specific dates leading up to the close.



CLOSING COSTS

The fees a seller and buyer pay to complete a real estate transaction.



ESCROW

The holding of funds or documents by a neutral third party prior to closing your home sale. This is typically done by a title company.



HOME INSPECTIONS

An inspection is a thorough investigation of a home by a licensed inspector. The inspector assesses the condition of a property, including its heating, cooling systems, plumbing, electrical work, water and sewage.



MLS

A computer-based service that provides real estate professionals with detailed listings of most homes current on the market. The public can access most information through websites like Zillow.



TITLE

Ownership of real estate or personal property. A Title is evidence by a deed recorded in the county land records office.



ZONING

The local laws dividing cities or counties into different zones according to allowed uses. From Single-Family Residential to Commercial to Industrial.



02 Financials

How much home can you afford?



Lenders recommend that you spend no more than 3-5 times your annual income on a new home. You can find many mortgage calculators online, which provide a great starting point. When calculating, don't forget to include extra expenses like attorney fees, home inspection and appraisal costs and money for any home improvements.



Do you need a down-payment?

While it's ideal if you can put a 20% down-payment on your new home, it certainly isn't necessary. There are many ways to put down much less and with certain types of loans you may need as little as 3.5%.



Credit Check

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

While sometimes a score in the 500's can get you a loan, ideally you want to aim for 620 or above. The higher the score the lower the interest rate.

Pre-qualified & Pre-Approved

Many times these terms can be used interchangeably in different areas. You will want to ask your real estate agent which is more credible in your market and then apply.

Either way, being pre-qualified or pre-approved shows the seller that you're serious and that you most likely have the funds to purchase the home should you choose to place an offer. Pre-approval can also help you budget as you will know exactly what you can afford.

This pre-approval does not guarantee a loan will be offered so you still want to be careful with your spending during this time. Don't make any large purchases, change jobs or apply for new credit cards during this time.

Securing

A PRE-APPROVAL FOR YOUR HOME LOAN

HOW MUCH CAN YOU AFFORD?

I want to ensure you buy a home at a price point that is affordable to you. Sacrificing too much of your income to pay the mortgage can make home ownership a burden rather than a point of pride. A lender will assist you in finding the right budget.

A PRE-APPROVAL ADDS STRENGTH TO YOUR OFFER

Once you're successfully pre-approved for a mortgage with a lender, you will appear to be a stronger buyer to sellers. When we submit an offer, I'll include a written letter of your pre-approval. This demonstrates you are indeed a serious and capable buyer.

Types of Loans

WHAT TYPE OF LOAN IS BEST?

Just like any major purchase, it is usually worthwhile to shop around for the best deal. There are also many variables to consider to figure out what loan program would be best suited for your needs.

A local mortgage professional will offer you guidance in weighing the many different options. Your income, job history, credit rating and debt-to-income ratio can determine which programs are available to you.

I will offer to arrange a pre-approval meeting with an experienced mortgage consultant if you'd like assistance getting started.



Pre-Qualification v. Pre-Approval

Pre-Qualification is an informal you "might qualify for", non-committal determination by the lender or mortgage broker.

Pre-Approval is a formal determination in writing, subject to collecting all needed documentation, on a loan amount up to a specified amount from the lender or mortgage broker. You will receive a letter of pre-approval, which gives you more negotiating power and leverage over a buyer that is not pre-approved i.e. offer subject to financing. Some sellers will seek proof of funds and this letter may suffice. Additionally, you have a price range to work in and can eliminate the guess work and wasting time.



Research

- Find out if you qualify for a special loan, such as a VA, FHA, or HUD home buying program.
- Request quotes from multiple lenders and comparison shop for loans.
- Get preapproved for a mortgage and receive your letter

Find a Home

A bright, modern bedroom interior. A large bed with white linens and several pillows is the central piece of furniture. A large, multi-armed chandelier hangs above the bed. To the right, a window looks out onto a garden. A nightstand with a lamp and a small mirror sits next to the bed. The room has a high ceiling with exposed beams and a large, abstract wall art piece made of circles.

Search Homes

As we begin our search, we'll utilize a variety of resources to find the home that best suits your needs.

We'll compile a list of homes you'd like to tour based on needs, wants, and any other specific criteria outlined in our consultation.

We'll tour the homes, comparing what you liked and didn't. We're looking to find the "best home" for your needs. By taking the time to think about what you really need in a home - shopping for the right home is made a lot simpler.



03 Tour Homes

Make a list of all the things you need and want in a new home. Think about how many bedrooms and bathrooms you need.

Do you want a big kitchen or is a fenced-in yard more important to you?



We will start touring homes and weigh all the positive and negative aspects of each one.

When you find THE house, your next step will be to make an offer and go through any negotiations.

Home searching tips.....

- Take photos with your phone while visiting each house. Organize the photos at home with the address of the property so you can remember details later.
- Focus on the things you can't change like the neighborhood, lot or size of bedrooms.
- Test things as you walk through the home. Open and close windows, turn faucets on and flush toilets to make sure everything is in working order.



Find the Right House

Make a list of the things you'll need to have in the house. Ask yourself how many bedrooms and bathrooms you'll need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your kids and/or pets to play in?

Find the Right House

- Get a head start by compiling your home wish list.
- Spend time in each area, imagining yourself living there.
- Find properties in your price range in your preferred neighborhoods.
- Visit open houses and have one of our team members schedule private showings.

Once you've made a list of your must-haves, don't forget to think about the kind of neighborhood you want, types of schools in the area, the length of your commute to and from work, and the convenience of local shopping. Consider your safety concerns as well as how good the rate of home appreciation is in the area.

Use the form on the next page to help you evaluate and track every home you visit.

HOME TOURING *Checklist*

ADDRESS OF PROPERTY: _____

DATE VISITED: _____ PRICE: _____

BEDROOMS: _____ BATHROOMS: _____ SQUARE FOOT: _____

LOT SIZE: _____ YEAR BUILT: _____

SCHOOL DISTRICT: _____

CURB APPEAL

<input type="radio"/> 1 DISLIK E	<input type="radio"/> 2	<input type="radio"/> 3 NEUTRA L	<input type="radio"/> 4	<input type="radio"/> 5 LOV E
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INTERIOR

<input type="radio"/> 1 DISLIK E	<input type="radio"/> 2	<input type="radio"/> 3 NEUTR AL	<input type="radio"/> 4	<input type="radio"/> 5 LOV E
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EXTERIOR

<input type="radio"/> 1 DISLIK E	<input type="radio"/> 2	<input type="radio"/> 3 NEUTR AL	<input type="radio"/> 4	<input type="radio"/> 5 LOV E
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PRICE

<input type="radio"/> 1 DISLIK E	<input type="radio"/> 2	<input type="radio"/> 3 NEUTR AL	<input type="radio"/> 4	<input type="radio"/> 5 LOV E
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LOCATION

<input type="radio"/> 1 DISLIK E	<input type="radio"/> 2	<input type="radio"/> 3 NEUTR AL	<input type="radio"/> 4	<input type="radio"/> 5 LOV E
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NEIGHBORHOOD

<input type="radio"/> 1 DISLIK E	<input type="radio"/> 2	<input type="radio"/> 3 NEUTR AL	<input type="radio"/> 4	<input type="radio"/> 5 LOV E
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ADDITIONAL COMMENTS: _____

Search the Latest Listings

Access the same real estate info used by real estate agents

The most addictive app according to HGTV!
See the most accurate data, check out lot boundaries,
view info about public schools, search homes for
sale and see hi-res photos of listings and more!

<https://www.homesnap.com/teresa-butler>



Develop a pricing strategy

I'll analyze values of properties comparable to the home you'd like to purchase.

I'll also gather background information on the desired property such as - how long it has been on the market, pricing changes, or if it has gone through a previous listing period.

Using this information, I can assist you in determining a realistic, yet attractive offer price to entice the sellers.



04 Make an Offer

Once you've found the home you want, the next step is to make an offer. We will look at comparable properties in the area and decide on a strong first offer.

Many owners price a little high expecting to negotiate so we will take that into consideration as well.

Negotiate Offer

Many times after the initial offer is presented the owner will come back with a counter-offer.

As a buyer, don't be afraid to bargain for what you want. Whether that be cost, a new roof or the whole house painted. You don't know what they're willing to do unless you ask.



WRITING AN OFFER: FACTORS TO CONSIDER

- Purchase price
- Included & excluded items
- Earnest money
- Financing method
- Possession
- Seller disclosures
- Appraisal condition
- Financing condition
- Home warranty
- Due diligence deadline
- Finance & appraising deadline
- Closing deadline
- Response to offer deadline

Presenting and negotiating

In most cases, a seller will not accept your initial offer outright.

Typically a counteroffer can include modifications to the purchase price, closing date, possession date and inclusions. Be prepared for negotiations to go back and forth until both parties agree to the terms. Additionally, in certain market conditions, you might also have to compete with other interested buyers.

As a buyer, you will be in a better negotiating position if:

ONE

You are not selling a home at the same time.

TWO

You have been pre-approved for a mortgage.

THREE

Your offer isn't loaded with other contingencies.

05 Inspection

It's always a good idea to add a contingency clause into your offer stating that you have a certain amount of time to have the property inspected. This gives you the right to back out of the agreement if you and the seller can't agree on repairs.



Plan to attend the inspection and be prepared to ask any questions you have.

You will receive a report of findings, but it's sometimes easier to see the issue and hear the information directly from the inspector.

After the inspection is complete, decide if there are any pressing issues you want to negotiate with the seller.

Be careful to not be too picky, but also not let major concerns go unaddressed.

THE INSPECTION PROCESS

Once our offer is accepted and the transaction is officially in contract, the contingency period begins. A home inspection is an all-encompassing examination of the condition of the home and is an instrumental step of the process.

<input type="checkbox"/>	Appliances	<input type="checkbox"/>	Heating	<input type="checkbox"/>	Roof & Attic
<input type="checkbox"/>	Plumbing	<input type="checkbox"/>	A/C	<input type="checkbox"/>	Foundation
<input type="checkbox"/>	Electrical	<input type="checkbox"/>	Ventilation	<input type="checkbox"/>	Structure



Final Steps

06 Appraisal



Your lender will require an appraisal of the home before finalizing the loan.

The home appraiser will consider the neighborhood, housing market, age and condition of the home, etc.

A property title search will ensure that the sellers are truly the owners of the property and any liens or judgments are disclosed.

Loan Approval

The loan is only fully complete after the lender approves the loan. You will receive a final approval letter after they review your income, credit report and employment status once more.

Homeowners insurance is also required before the mortgage company will finalize the loan.

APPRAISAL

An appraisal is an estimate of the value of a property made by a qualified professional. Although the primary goal is to justify the lender's investment, the appraisal can also protect you from overpaying.

Your lender will typically hire the appraiser and charge you a fee for the service at the closing.



Clearing the title

Title is the right to own, possess, use, control and dispose of property. When purchasing a home, you are buying the seller's title to the home.

Before the closing, a title search will be conducted for any problems that might prevent you from a clear title to the home.

You will also want to determine how you wish to hold title to the property - especially if you're buying with a spouse, a partner, family member, or colleague.



FINAL WALKTHROUGH

Together, we'll complete a final walkthrough to confirm the condition of the home prior to closing. We'll ensure any necessary repairs have been completed and the home is in the same condition you expected it to be.



*Closing &
Moving*



07

Schedule your move



You will want to get movers scheduled as soon as possible. Make sure to avoid scheduling the move and closing on the same day if possible. If you will be doing renovations, start getting quotes from contractors.

Make sure you set up the transfer of utilities for closing day.

08 Closing

Closing is the final step for you to become the legal owner of your home. You will take a final walk-through just before closing to assure that negotiated work has been completed and everything is in working order.

The closing process itself requires a lot of paperwork and patience. Be prepared with your government issued photo ID, cashier's check and any other documents required by the title company or loan officer.

Don't forget to re-key all the locks and change the garage door opener code when the property is officially yours.

Congratulations on your new home!

JOIN MY
Happy client club





*about
me*

The beginnings.

Specializing in existing residential real estate and new-builds, I launched my career in 1983. After owning my first pre-owned home and building my next home at a young age, I was inspired to help others acquire the same American Dream. I realized early-on the wonderful advantages of a place to call home and building wealth through real estate. Since the start of my career I have helped many happy clients realize their dreams through real estate. As a result, my loyal clients, personal referrals and repeat business form the foundation of my career.

My clients choose me for my knowledge, expertise, honesty and experience.

Born in Kentucky and raised in Gahanna, Ohio to a home builder and a homemaker, I have developed early in life a devotion to God, the importance of a loving family and a responsibility to community. My parents taught me the importance of honesty, loyalty, respect, generosity, kindness to others and hard work. As a result, I have run my real estate business based on these qualities.

Communities.

I represent homeowners and homebuyers in the areas of Gahanna, New Albany, Blacklick, Westerville, Johnstown and Pataskala. I will work with folks in other Central Ohio communities on request. Growing up in Gahanna I have witnessed tremendous growth that has transformed the area into one of the most sought-after areas to live. You can count on me as your guide and resource for Central Ohio real estate.

When I am not working.

In my spare time I love to cook up delicious dishes and bake amazing baked goods. Around the holidays you will find me baking up lots of goodies for family and friends.

An artist by nature, I enjoy painting in watercolors and other mediums and have held several art shows. As in real estate, I have won awards for my art.

Background.

I grew up in Gahanna and attended Capital University (majoring in music) after graduating Gahanna Lincoln High School. I studied real estate marketing / management at Columbus State University.

Legal and Ethical Responsibilities

As a Realtor®, I subscribe to the Code of Ethics established by the National Association of Realtors. My success has been built upon the Code of Ethics, the Golden Rule, personal honesty, integrity, professionalism, and service. I also embrace the specific fiduciary duties required by Ohio law including:

Obedience—to promptly and efficiently obey all lawful instructions given by you.

Loyalty—to always act in your best interests.

Disclosure—disclose to you all known relevant and material information.

Confidentiality—keep confidential lawful information that might weaken your bargaining position.

Accounting—account for all money and property belonging to you and entrusted to Worthington Realty.

Reasonable care and diligence—use reasonable care and diligence when pursuing your goals.

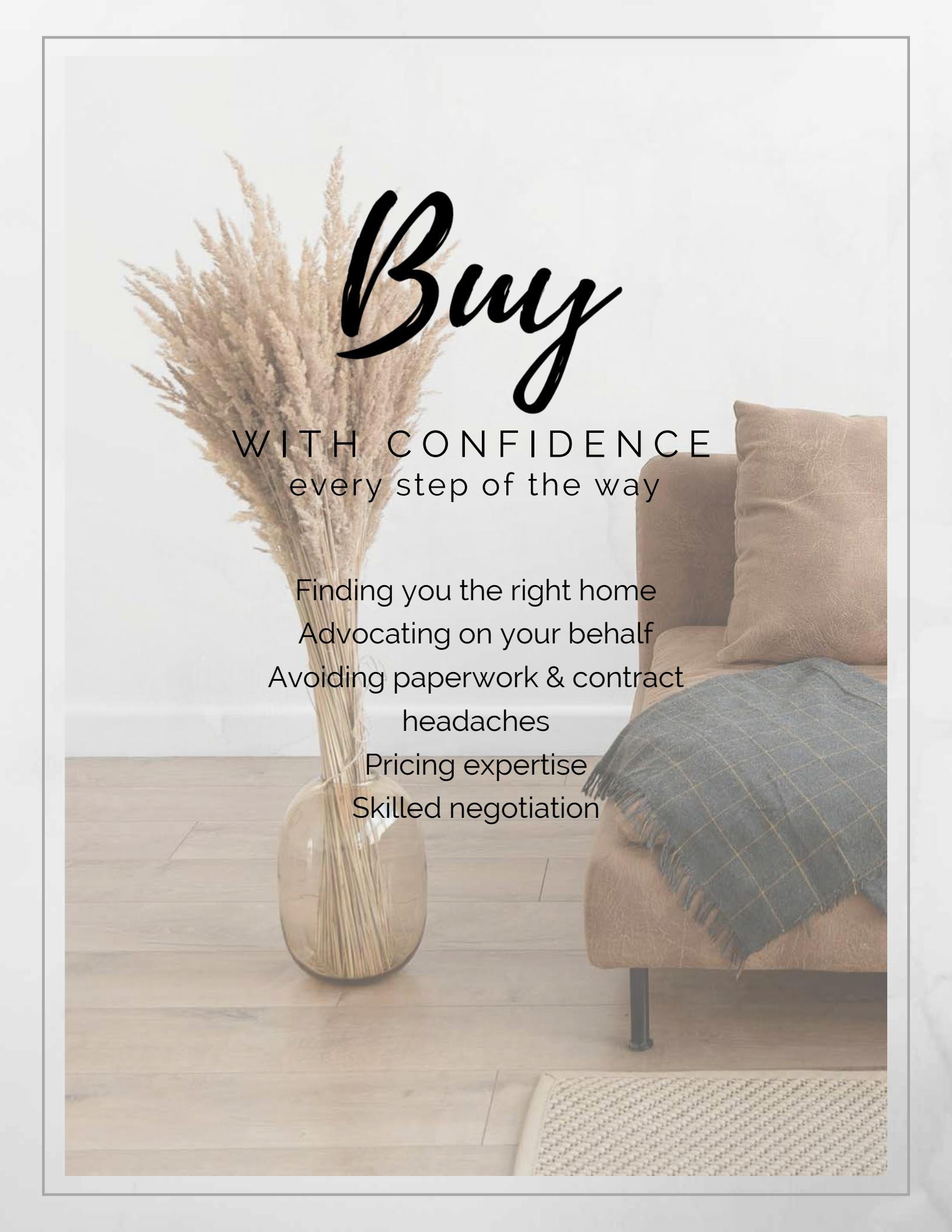
Buying a home requires extensive, and sometimes confusing, documentation. From the initial government required agency forms to the dozens of documents to be signed at the closing. I will help guide you through the maze

Equal Opportunity

The sale and purchase of a home is among the most significant events most people will experience in a lifetime. This process impacts the hopes, dreams, aspirations and economic destiny of those involved in it. Equal opportunity in housing is "the law of the land," and the right of every person in this country.

Everyone benefits from an open housing market. Restrictions limit the pool of potential buyers. When all buyers are welcome, you are more likely to receive the best offer for your home. When a buyer is free to look anywhere, they can afford,

he or she is able to find the most suitable property for his or her needs. It is Worthington Realty's privilege to provide equal opportunity for all.



Buy

WITH CONFIDENCE
every step of the way

- Finding you the right home
- Advocating on your behalf
- Avoiding paperwork & contract
headaches
- Pricing expertise
- Skilled negotiation

The Road to *Home*



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Realtor ©



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"Seeking the best for our clients"

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