



RSR, REALTORS®

YOUR ULTIMATE GUIDE TO

BUYING A HOME



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With 60+ years of experience, The Koury Team is uniquely qualified to handle all of your real estate needs.



Jimmy Koury

A dedicated and experienced real estate professional in Central PA. With CCIM and ABR certifications, Jimmy offers expert guidance to help clients make informed decisions in any real estate transaction. Currently serving as the President of the Greater Harrisburg Association of Realtors

LICENSE #

#AB068844

CELL

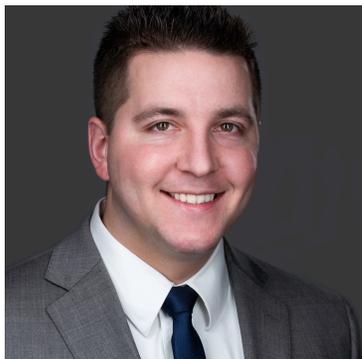
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Jeff Koury

Entering Year 12 of his real estate career, this lifelong Central Pennsylvanian hasn't looked back. In life and in real estate, Jeffrey Koury is a detail-oriented person. He likes to know every square inch of the property he is listing or showing.

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Jim Koury

A lifelong Central Pennsylvanian who has sold commercial and residential real estate for 40 years. Jim is now CEO of RSR, Realtors and has been a part of hundreds of real estate transactions throughout his career

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harrisburgforsale.com



Here's what you can expect when you work with me to buy or sell:

- Text, phone, DM, email -- however you want to connect, it'll be **US** you get EVERY.SINGLE.TIME.
- As a buyer, lean on our 60+ years experience in Central PA so you can enjoy the buying process and feel confident about your home buying decision.
- Long after you close, we'll be here to help you navigate life in your new home (or town!), answer questions, or grab a cup of coffee. New clients = new friends!



"We have worked with the Koury Team for two home purchases now and have not been disappointed. They are very reliable, timely and knowledgeable. If they doesn't know an answer off the top of their head, they get that answer for you ASAP. They are busy but we never felt like he was too busy to answer any questions we had! Highly recommend"

SHANNON S.

"There's literally nothing bad to be said about the Koury gang. Jimmy helped me through a very stressful process, put things in laymen terms for someone who had minimal real estate experience, and in the end helped me close on my first home! A great guy, a great REALTOR, I'd recommend him and his brother 100 times over for their hard work and dedication to their craft!"

ANTHONY M



STEP 1

Finances

- ✓ Gather your documents
- ✓ Obtain pre-approval/ proof of funds
- ✓ Locate down payment funds
- ✓ Prepare for any additional costs

STEP 2

Home Search

- ✓ Sit down with me as we discuss your ideal home. Wants/Needs? Location?
- ✓ Preview potential properties online
- ✓ Schedule showings and view the properties you are most interested in

STEP 3

Under Contract

- ✓ Write an offer to purchase on your favorite property
- ✓ Negotiate the terms of the offer and accept the contract
- ✓ Deposit escrow, complete loan application and homeowners insurance quotes

STEP 4

Due Diligence

- ✓ Conduct inspections
- ✓ Resolve/negotiate inspection issues
- ✓ Your lender will order the appraisal
- ✓ Obtain homeowners insurance

STEP 5

Closing Time

- ✓ Title company will conduct title search
- ✓ Receive closing statement/clear to close
- ✓ Wire funds to closing company
- ✓ Conduct a final walk-through of property and close
- ✓ Closing day: Get your keys, it's all yours!

The Mortgage Process

The very first step of the home buying process is to get a pre-approval letter from a lender stating how much you are qualified for. It's important to ask your potential lenders some questions to make sure they are a good fit for you.

Don't understand something your lender says? Stop and ask for clarification. This is your home buying journey, and you deserve to understand the process every step of the way.

A pre-approval is only valid for 30-90 days, so while you can start talking to lenders, you'll want to wait on getting that pre-approval letter when you're ready to buy.



Questions to Ask Lenders

1. What type of loan do you recommend for me?

Why? There's no one type of mortgage loan that's superior to another—but whichever you choose, you need to know why it's best and how it works.

2. Will my down payment vary based on the loan I choose?

If you're tight on cash or don't, let your lender know. Loans vary in their down payment requirements.

3. What is the interest rate and the annual percentage rate (APR)? Can I lock in my rate?

Everyone talks about the interest rate, but the APR is just as important. It combines the interest rate with the fees a lender charges to originate your loan. Ask if you can lock in your rate and for how long.

4. What will my closing costs be? Are they a part of my loan, or will I pay them in cash at closing? Remember, closing costs usually run 3-6% of your loan value so you need to know how they'll be covered.

Our Trusted Lenders

Our "Go-To Recommendation"

New American Funding

Ellen Puchalsky

(717) 275-6270

Puchalsky@nafinc.com

www.newamericanfunding.com

Additional Recommendations

Tidewater Mortgage

Steve Custer

717-602-7889

scuster@twmortgage.com

www.tidewatermortgage.com

Truist Bank

Joel Zeiger

((717) 991-3058

jjjoel.zeiger@truist.com

www.truist.com

Searching Strategically

Before we hop into the home search, we like to advise our clients to create a "Needs" list and a "Wants" list. This will help us to really focus on the things that are most important in your future home.

Needs are the non-negotiable features; the features you simply must have in your next home. Wants are the ones you'd like to have, but you can add or change down the road.

Don't feel like your first draft has to be your final draft—and above all else, remember you can't change the lot, the location, or the price you paid so spend a good amount of time thinking through those three before moving on.

Needs might look like:

- Enough square footage for your family
- Sufficient bedrooms and bathrooms
- First floor master bedroom
- A certain school district to target
- Close proximity to work and school
- Attached two-car garage
- Grassy yard for children or pets

Wants will look more like:

- Specific paint or exterior color
- Pool, jacuzzi, or other water feature
- Fenced-in backyard
- Specific carpet, hardwood floors, or tile
- Kitchen amenities like countertops and appliances
- Walk-in shower or double bathroom vanity
- Finished lower level

Wants vs. Needs

Write down your *needs* and your *wants* in your future home.

NEEDS

WANTS



This questionnaire is for you to think about what you're looking for in your home. This will help all of us to be on the same page!

What area are you looking to buy in?

What do you like about this/those area(s)?

How many bedrooms, bathrooms, and preferred square footage? 1 or 2 story?

Do you have children? Pets?

What's your favorite style of home?

What is the top 5 most important things in your future home?

Anything else we should keep in mind during our search?

Searching Strategically Online

Now that you've got your wants vs. needs list in hand, the fun really begins! It's time to talk about narrowing down those listings and deciding which ones to see in person. First up, let's talk about best practices for searching online. We will set you up with an online portal directly with our local MLS. You will be notified as soon as a relevant home hits the market. No doubt you'll also be checking out some of the popular real estate sites (Realtor.com, Zillow, Redfin, Trulia). If so, how can you get the results you want? Try some of these tips:



Use the search filters but not too much.

You don't want to restrict your search so tightly that you only have a handful of homes to view. Keeping your wants vs. needs list in mind, expand your geographic search, and add 25-50K to your max price since homes potentially sell under asking.

If you find something that catches your eye, check out the Google street view.

Online pictures can be deceiving so a virtual 'walk down the street' will give you a better sense of the house and surrounding area.

Don't shy away from a home because it is "pending" or "under contract."

Pending contracts do fall through, so keep it on your list especially if it checks all your boxes.

After you've found a few homes you like, jot down the MLS number and address. Shoot the list to us and we will call the listing agents to gather pertinent info and gauge the seller's motivation. At this point, it's time to look at the calendar and find a chunk of time to tour the homes on your shortlist. Carve out more time than you think you'll need since you don't want to be rushed if you find a home that may be "the one."

Making the most of your showings

You're SO READY to get inside those homes on your shortlist and see for yourself if one of them is soon-to-be your new address. We know you're excited, but it's important to go into those showings calm, cool, and with your thinking cap on. Here's a quick list of how to do just that:



Before a showing, read over your wants vs. needs list and revisit your budget.

Having this fresh on your mind will help you stay objective and focused. With permission, take pictures and videos to jog your memory later and to help you process with friends and family.

Remember, you can't change the lot or the location so make sure you love both.

You also may not want to be the priciest home on the block. I will help you assess whether or not that's the case.

Don't let yourself get distracted by decor or staging.

These things will be gone by the time you move in, so try to stay focused on the things that cannot be changed as easily.

Take your time.

If a home makes a good first impression, let me know you're interested and that you'd like to spend a bit more time looking around. This is one of the largest purchases you'll ever make so it's worth it to learn as much as you can while you're there.

How to Make an Offer Stand Out

So you think you've found "the one" and you're ready to put in an offer—one that will be simply irresistible to sellers. Let's talk about making an offer that stands out.



- **Include a pre-approval letter or proof of funds** that shows that you're serious, qualified, and ready to purchase.
- **Use a friendly tone.** Let sellers know you want their home—and that you'll be easy to work with all the way to closing.
- **Put your best foot—and price—forward.** You may only get one shot, so make it count. Use comps and trends as a guide, but go in with a strong number you know a seller would find favorable.
- **If you can pay "all cash," say so.** When you don't need financing, your offer is less risky for anxious sellers.
- **Propose to close quickly** and only include contingencies if you must.
- **Include a short hand-written note** if you really want to make an impression, with your offer. Sometimes it's the smallest gestures that have the most significant impact.



And when you're ready, we will guide you through putting together an offer that gives you every advantage in landing the home of your dreams!

We're under contract... now what?

You made an offer, and it has been accepted—go ahead, cue the confetti! And while it'll be a few more weeks until you can move in, you're well on your way to closing the deal on your new home sweet home.

Here's a quick rundown on what happens after you make an offer and your new home is "under contract."

- First, we will carefully review important dates and information you will need to know to ensure a successful closing. Once under contract, you will receive an email from us detailing all of your need to know information & important dates.
- You'll need to reach out to your mortgage lender to firm up financing details and lock in your interest rate.
- Once the home inspection report comes in (and you should definitely request a home inspection if you can), we may need to negotiate any repairs with your seller.
- Towards the closing date, we will be in contact with your title company to schedule your closing



All About Home Inspections and Insurance

What is a home inspection?

The inspection will uncover any issues in the home that would have otherwise been unknown. You will receive a written report of the inspection. I recommend that you are present for the inspection, so that you may ask the inspector any questions.

What does "inspection period" mean?

During the inspection period, the buyer has the right to hire a professional to inspect the condition of the home. If the results of the report reveal any issues that need to be addressed, the buyer may ask the seller to cover the costs of these repairs, reduce the sales price, or fix the repairs before closing. If an agreement can not be made, the buyer has the right to back out of the contract and get the escrow deposit back with no consequences.

TIP:

Schedule all inspections immediately, so if we need to negotiate any repairs we can before the inspection period ends.

The home seems fine, do I really need a home inspection?

You may think the home is in perfect shape, but some of the costliest problems are difficult to spot: leaks, termite damage, foundation issues, poor ventilation, faulty wiring, and drippy appliances. A home inspection gives you the chance (before you sign on the dotted line) to have a professional inspector see if there are any problems that need to be addressed, replaced, or fixed.

If you are getting a loan, the lender will require you to obtain home insurance. The home insurance company will typically require that you have certain inspections done. In order to obtain insurance, the inspection reports will need to fit the criteria of the insurance company.

Inspection Cheat Sheet

Inspection Type	Description	Average Cost
Standard	The standard home inspector's report will cover the condition of the home's heating system; central air conditioning system; interior plumbing and electrical systems; the roof, attic and visible insulations; walls, ceilings, floors, windows and doors; the foundation, basement and structural components.	\$250 - \$350
WDI	The WDI Inspection is the Wood-Destroying Insect Inspection. Ask your lender if your loan requires any certain inspections such as a WDO inspection.	\$50 - \$100
Lead-Based Paint	If the home was built prior to 1978, a lead-based paint inspection is recommended	\$0 - \$50
Radon	A Radon inspection involves testing a property for radon, a radioactive gas, to assess levels and determine if mitigation is needed for safety. Radon is fairly common in Pennsylvania homes	\$150 - \$200

There are numerous other inspections to consider based on the particular property. Some of these include water testing, septic inspections, mold testing, and boundary/survey inspections. These can all be discussed on a case-by-case basis

Our Trusted Inspection Companies

Galaxy Property Inspection

James Ruediger
 (717) 422-0111
 Jim@GalaxyInspection.com
 www.galaxyinspection.com

Alpha Home Inspection

Kevin Kenny or team
 (717) 914-1600
 office@alphainspection.net
 www.alphainspection.net

Adler Home Inspection

Dave Heintzelman
 (717) 480-3357
 dave@adlerhi.com
 www.adlerhi.com

Home Insurance Cheat Sheet

Insurance Type	Description
Homeowners	The standard homeowners insurance covers financial protection against loss due to disasters, theft and accidents
Hazard	Hazard insurance protects against damage caused by fires, severe storms, hail/sleet, or other natural events
Flood	Protects against damage caused by a flood
Windstorm	Protects against damage caused by events such as tornadoes, hurricanes, or gales.



Our Trusted Insurance Companies

State Farm

Josh Zuvich
 (717) 774-2517
joshua.zuvich.ersn@statefarm.com
www.myneighborjosh.com

Enders Insurance

Andrew Enders
 (717) 652-4902
aenders@endersinsurance.com
www.endersinsurance.com

Central Penn Insurance Partners

Jesse Biretz
 (717) 599-0688
jcb@cpipinc.com
www.cpipinc.com

Pre-Closing

We are so close to the closing table! Here's what's next:

- ✓ **Under Contract**
- ✓ **Inspections**
- ✓ **Obtain Insurance**

■ **Appraisal**

An appraisal is an estimate of the value of the property by a licensed professional appraiser. Once any problems during the inspection are solved, the appraisal will be ordered by the lender and paid for by you. The goal of the appraisal is to verify the value of the property for the lender and to protect you and the bank from overpaying. The contract may be contingent upon whether the appraisal comes in at or above the purchase price. If the appraisal comes back lower, we may be able to go back to the negotiating table.

■ **Obtain Mortgage**

You have 7 days from the date of contract execution to begin the mortgage loan application. During the 30–45 days before closing, the lender will be finalizing your mortgage.

■ **Title**

The title company will conduct a title search to ensure the property is legitimate and to ensure there are no outstanding mortgage liens, judgments, restrictions, easements, leases, unpaid taxes, or other restrictions that would impact your ownership. Once the title is found to be valid, the title company will issue a title insurance policy which protects lenders or owners against claims or legal fees that may arise over ownership of the property. This will be included in closing costs and is a regulated price in the state of Pennsylvania.

■ **Clear-to-Close!**

The magic words! It means the mortgage underwriter has officially approved all documentation required to fund the loan. All that remains is the actual closing process.

Our Trusted Title Company

Legacy Closing Services, LLC

Attorney James Miller

(717) 731-1330

james@paata

RSR, Realtors has a business relationship with Legacy Closing Services, LLC and may be compensated because of this referral. You are in no way obligated to use this title company



TIP:

It is very important not to make any major job changes, major purchases, or open new credit cards or lines of credit, as any of these activities could alter your qualifications for a loan.

Closing Time!

You've received the "clear-to-close" and we've scheduled our closing date and time. Now, let's answer some questions you may have about closing day:

Q: When do we do the final walk-through?

A: The final walk-through is exactly what it sounds like - it allows the buyers to do one last walk through before closing to confirm that the seller made the repairs that were agreed upon and to make sure no issues have come up while under contract. We will typically schedule to do this right before closing.

Q: Who will be at closing?

A: Situations vary, but you can expect some combination of these folks: Buyer (that's you!), seller, real estate agents, closing agent/attorney, mortgage lender, and title company representative.

Q: What will I do?

A: Stretch those fingers and get ready to sign, sign, sign. At closing, the seller will sign ownership of the property over to you, and you'll sign to receive possession.

Q: What should I bring?

A: Bring a photo ID and a cashier's check to pay any closing costs (if money isn't wired beforehand). I will tell you any other documents specific to your situation. The closing process is relatively simple but be prepared for A LOT of paperwork. (And always, always, always ask if you have a question along the way.) The good news is once you've signed the last page, it's time to get a hold of those keys and celebrate!



4-6 Weeks Before Moving

- Declutter, discard & donate
- Collect quotes from moving companies
- Locate schools, healthcare providers in your new location
- Secure off-site storage if needed
- Choose a mover and sign contract
- Create a file of moving-related papers and receipts
- Contact homeowner's insurance agent about coverage for moving
- Contact insurance companies to arrange for coverage in new home

3-4 Weeks Before Moving

Notify the following about your change of address:

- Banks + Post Office
- Credit Card Companies
- Insurance Companies
- Family + Friends

Notify utility companies of date to discontinue or transfer service

- Electric
- Gas
- Water
- Internet
- Trash
- TV

2-3 Weeks Before Moving

- Notify DMV of new address
- Discontinue additional home services (housekeeper, gardener/lawn service)
- Start using up things you can't move, such as perishables
- Close/open bank accounts, if moving to a new area
- Arrange for child and pet care on moving day
- Notify HOA about upcoming move, reserve elevator usage (if applicable)

1 Week Before Moving

- Confirm final arrangements
- Arrange transportation for your pets and plants
- Review your moving-day plan with moving company
- Take a picture in your home
- Pack an essentials box for quick access at new home
- Label moving boxes with the contents inside