

Buyer's Guide



30AMY

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MEET YOUR AGENT

Hi, I'm Amy



Amy Willis Pecht provides luxury real estate services in iconic 30A, Sandestin, and all surrounding areas. As a Florida licensed attorney, Amy is uniquely qualified to help you achieve your real estate goals. Amy's passion for real estate, knowledge of the local market, and willingness to go the extra mile for her clients will make your buying process a breeze. Amy is a trained negotiator and will help you get the best possible deal while also protecting your interests!

In her free time, Amy enjoys traveling and spending time with her family.

Let's Connect



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THE HOME BUYING PROCESS

Steps to Finding Your Dream Home



Where to Start

- » DETERMINE HOW MUCH YOU CAN SPEND
- » CASH OR FINANCING?
- » CHECK YOUR CREDIT
- » GET PRE-APPROVED FOR A HOME LOAN

GET PRE-APPROVED!

Be Ready to Make an Offer

House shopping is an exciting time!

If you aren't paying cash, get pre-approved for a loan first so you can be ready to make an offer when you find a home you love.

PRE-QUALIFIED VS PRE-APPROVED

Pre-Qualified

In order to be pre-qualified, a lender may or may not check your credit score and won't require documentation, only going off what you tell them. This will give you an idea of what you could qualify for, but when you're serious about buying, you'll need to get pre-approved.

VS

Pre-Approved

To be pre-approved, the lender will pull your credit and ask you for documentation to verify your finances. Before making an offer on a house, it is best to get pre-approved to show sellers your offer is serious and that a lender has already approved you for enough money to purchase the home.

QUESTIONS TO ASK

When Choosing a Lender

Not all Lenders are the Same.

The types of loans available, interest rates, and fees can vary. Interviewing lenders is an important step in determining what type of home loan is best for you.

QUESTIONS TO ASK LENDERS

- »» Which types of home loans do you offer?
- »» What will my interest and annual percentage rates be?
- »» Do I qualify for any special programs or discounts?
- »» What estimated closing costs can I expect to pay?
- »» What is your average loan processing time?

TRUSTED LENDERS

DUNCAN WESTRAAD/NOVUS HOME MORTGAGE

610-547-3947

Dwestraad@novushomemortgage.com

www.applywithduncan.com

Tamarac, FL

Licensed in all states except Maryland and Hawaii

AMY HARVELL/NEW AMERICAN FUNDING

850-598-2714

TeamHarvell@nafinc.com

www.newamericanfunding.com

Crestview, Florida

Serving all states

JENNIFER STRICKLAND/ASSURANCE MORTGAGE

205-835-4383

jstrickland@assurancemortgage.com

assurancemortgage.com

Licensed in Alabama, Florida, Colorado, Georgia, California, Louisiana

LINDSEY BAAB-AKERS/CROSS COUNTRY MORTGAGE

937-603-1711

lindsey.baab-akers@ccm.com

www.applywithlindsey.com

1Beavercreek, Ohio

Serving all states

MARK GUENTHER/XPERT HOME LENDING

720-935-0949

MGuenther@xperthomelending.com

mortgagemarkco.com

Greenwood Village, CO

Serving all states

LOAN APPLICATION CHECKLIST

Documents Typically Required by Lenders

To determine loan eligibility, lenders typically require the following types of documents from each applicant:

INCOME DOCUMENTS

- ☐ Federal tax returns: last 2 years
- ☐ W-2s: last 2 years
- ☐ Pay stubs: last 2 months
- ☐ Any additional income documentation: pension, retirement, child support, Social Security/disability income award letters, etc

ASSET DOCUMENTS

- ☐ Bank statements: 2 most recent checking and savings account statements
- ☐ 401(k) or retirement account statement and summary
- ☐ Other assets: statements and summaries of IRAs, stocks, bonds, etc.

OTHER DOCUMENTS

- ☐ Copy of driver's license or ID and Social Security card
- ☐ Addresses for the past 2-5 years and landlord's contact info if applicable
- ☐ Student loan statements: showing current and future payment amounts
- ☐ Documents relating to any of the following if applicable: divorce, bankruptcy, collections, judgements or pending lawsuits

HOUSE WANTS & NEEDS LIST

Important Features You're Looking for in a Home

Determine the features you are looking for in your ideal home and prioritize which items are most important to you. No house is perfect, but this will help us find the best match for you.

TYPE OF HOME

☐ Single Family Home ☐ Townhouse ☐ Condo ☐ Other _____

CONDITION OF HOME

☐ Move-In Ready ☐ Some Work Needed is OK ☐ Fixer Upper

DESIRED FEATURES

____ Bedrooms ____ Bathrooms ____ Car Garage ____ Pool (Circle)

Ideal Square Footage: _____

Desired Location/Neighborhood/School District: _____

Must Have

Would Like to Have

HOUSE HUNTING TIPS

Tips for Finding Your Ideal Home



Investigate the Area

Drive around neighborhoods that interest you to get a feel of the area, how the homes are cared for, what traffic is like, etc.



Ask Around

Talk to family, friends and co-workers to see if anyone might know of a house for sale in an area you're interested in. One of them may even know of someone that's thinking about selling but hasn't put the house on the market yet.



Keep an Open Mind

Finding your dream home isn't always an easy task! Have a priorities list but keep an open mind when viewing houses.



Take Pictures & Notes

When you visit multiple houses it gets difficult to remember specific details about each one. Take photos and notes while touring houses so that you can reference them later when comparing the properties that you've seen.



Be Ready to Make an Offer

When you find a home you want to buy, keep in mind there may be others interested in it as well. Be ready to make a solid offer quickly in order to have the best chance at getting that home.

MAKING AN OFFER

Factors that can Make an Offer More Enticing

When we have found a home that you're interested in buying, we will quickly and strategically place an offer.

PUT IN A COMPETITIVE OFFER

We will decide on a reasonable offer price based on:

- Current market conditions
- Comparable properties recently sold in the area
- The property value of the house
- The current condition of the house

PAY IN CASH VS. LOAN

Paying in cash versus taking out a loan offers a faster closing timeline and less chances of issues arising, making it more appealing to sellers.

PUT DOWN A LARGER DEPOSIT

An offer that includes a larger earnest money deposit presents a more serious and competitive offer.

OFFER A SHORTER CLOSING TIMELINE

An offer with a shorter timeframe for closing is generally more attractive to sellers over one with an extended time period with a house sale contingency. A typical closing timeframe is 30-45 days.

OFFER ACCEPTED!

What's Next

Once the seller has accepted your offer, you're officially under contract.

PUT YOUR DEPOSIT INTO AN ESCROW ACCOUNT

Your earnest money deposit will be put into an escrow account that is managed by a neutral third party (typically a title company or bank) who holds the money for the duration of the escrow period. They will manage all the funds and documents required for closing, and your deposit will go towards your down payment which is paid at closing.

SCHEDULE A HOME INSPECTION

Home inspections are optional but highly recommended to make sure that the home is in the condition for which it appears. Inspections are typically completed within 7-10 days after signing the sales agreement.

RENEGOTIATE IF NECESSARY

The home inspection will tell you if there are any dangerous or costly defects in the home that need to be addressed. You can then choose to either back out of the deal completely (depending on contract type), ask for the seller to make repairs, or negotiate a lower price and handle the repairs yourself.

COMPLETE YOUR MORTGAGE APPLICATION

Once you've come to an agreement on the final offer, it's time to finalize your loan application and lock in your interest rate if you haven't done so already. You may need to provide additional documentation to your lender upon request.

ORDER AN APPRAISAL

An appraisal will be required by your lender to confirm that the home is indeed worth the loan amount. The appraisal takes into account factors such as similar property values, the home's age, location, size and condition to determine the current value of the property.

WHAT NOT TO DO

During the Home Buying Process

It's extremely important not do any of the following until after the home buying process is complete:



BUY OR LEASE A CAR



CHANGE JOBS



MISS A BILL PAYMENT



OPEN A LINE OF CREDIT



MOVE MONEY AROUND



MAKE A MAJOR PURCHASE



Any of these types of changes could jeopardize your loan approval. It's standard procedure for lenders to also do a final credit check before closing.

FINAL STEPS BEFORE CLOSING

You're Almost there!

Insurance Requirements

Most lenders require both homeowner's insurance and title insurance. Homeowners insurance protects your home and possessions against damage and theft, while title insurance protects the lender and/or homeowner from financial loss against claims regarding the legal ownership of a home. Policies vary so it's recommended to get quotes from multiple companies to compare price, coverage and limits.

Closing Disclosure

At least 3 days before closing, lenders are required to provide you with a Closing Disclosure with your final loan terms and closing costs for you to review.

Final Walk through

Within 24 hours of closing we will do a final walk through of the home before signing the final paperwork. This last step is to verify that no damage has been done to the property since the inspection, that any agreed upon repairs have been completed, and that nothing from the purchase agreement has been removed from the home.

Next Step: Closing!

CLOSING DAY

Congratulations, You Made it to
Closing!

Closing is the final step of the buying process.

On the day of closing you'll be going over and signing the final paperwork, and submitting a wire transfer to pay the remaining down payment and closing costs.

Property ownership is then officially transferred from the seller to the buyer. Make sure to bring your government-issued ID!

Enjoy your new home!

SUCCESS STORIES

Here's what our Clients are Saying

“ Amy is the best realtor we have ever had. We loved that she was also a licensed attorney and could help explain the contracts to us. Her stellar negotiation skills will help you walk away with the best imaginable deal. Amy is always quick to respond, even late at night!
-Amanda ★★★★★ ”



“ Amy has been such a blessing to our family. Amy helped us get under contract on a new house from out of state. Not only did she get us under contract easily but she did it on a Sunday night because she got word the price was going to increase the next day! She was (and still is) quick to respond to questions and is very knowledgeable of the area. She is so easy to work with and keeps communication open from start to finish. You will never be out of the loop. We are so thankful we found Amy and have already recommended her to family for their move!
Megan ★★★★★ ”

“ Amy is AMAZING! She sold our house in ONE day, and found us an off market house to buy as well. She is attentive, punctual, and fun to work with. Hire her, you won't regret it :) ”
Jessie ★★★★★

