



BUYER'S GUIDE



ThePaizGroup.com

Karen Paiz | Fernando Paiz
REALTOR® | REALTOR® | BPOR PMI CNE SRS
954.655.1722 | 954.205.4255

info@ThePaizGroup.com





THE PAIZ GROUP

REALTORS®

Unlocking Doors of Opportunity

About Karen

Karen Paiz is a highly accomplished individual and the strategic partner of one of the pre-eminent real estate groups, specializing in residential, residential luxury living and commercial, in sunny South Florida . . . The Paiz Group.

Born in Guatemala and having lived in five different countries, Karen has experience, knowledge and understanding when it comes to managing business relationships among different cultures. For the past fifteen years, she has lived in Florida and calls the "City of Weston" her home.



Having family time with their four boys is one of the things Karen and Fernando enjoy the most!

Her degree in Business Administration enables her to manage different aspects of their real estate business, focusing on public relations and marketing. She keeps up to date with the latest market trends.

Karen ensures all the "Group" properties obtain the greatest exposure in targeted print and digital media. Fluent in both English and Spanish, she assists local and international customers with the purchase and sale of their homes and investment properties.

A strong sports competitor, Karen has traveled to different countries participating in international racquetball and tennis tournaments. She enjoys playing tennis and swimming.

Karen also feels very proud and blessed to be the mother of four young boys who make her life beautiful every day!

*"Greatness is not found in possessions, power, position, or prestige.
It is discovered in goodness, humility, service and character."*

William Arthur Ward

info@ThePaizGroup.com
ThePaizGroup.com

About Fernando

Fernando Paiz is a high-energy, self-motivated professional who has lived in five different countries. With a Civil Engineering background, he has more than fifteen years of experience working with multi-national companies.

This international business experience gives him the ability to negotiate, provide guidance and motivate others while accomplishing the tasks he has at hand. As an experienced agent, he understands that buying and selling is one of the biggest decisions in a client's life. He views his participation through this process as a true privilege.

Because of his business insight and exposure to the corporate world, Fernando is adept in handling commercial purchases and sales.

Fernando has an extraordinary capability of adapting to multiple changing situations geared towards customer satisfaction. He has very strong organizational and communication skills. Being fluent in English and Spanish, Fernando embraces opportunities to communicate and understand people from diverse cultures from different countries.



Karen and Fernando Paiz were awarded Chairman's Club for sales in the millions for the years 2013, 2014, 2015, and 2016. In 2017, the Paiz Group was awarded Diamond Level, which is the top of the top for Chairman's Club. They have remained in Chairman's Club for current years 2018 and 2019.

Fernando is passionate about serving others. He reaches out to the community through his local church and local charitable organizations.

He is a very dedicated husband and father. Fernando likes to play tennis in his spare time.

*For those who exalt
themselves will be humbled,
and those who humble
themselves will be exalted.
Matthew 23:12*



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Why You Want To Hire The Paiz Group. . .

1. Understanding the process.

If you are new to the home buying process, The Paiz Group can explain exactly what to expect during the entire transaction.

There are essential steps to a successful closing. They are:

1. A fully executed contract with all important facets initialed.
2. Buyer applying for the loan timely with the contract deadlines.
3. Lender deadlines met according to TRID.
4. Buyer purchasing insurance with the binder in place by closing.
5. Loan Approval.
6. Walk-through and signing off.
7. Review of the Closing Disclosure and/or HUD.
8. Title company's involvement and advising of the wiring of funds.
9. Handing over of keys, clickers and keys to the clubhouse.
10. Registration with the water company as well as other local utilities.
11. Registration with the HOA or COA.

2. Pointing out the "not-so-obvious" features regarding the property.

Whether there is a room that was "stated" as a bedroom in the MLS to a spa that was tagged as a swimming pool, he can assess what you are purchasing and create a market analysis based on the truth of what you have seen and are considering to purchase.

"The Paiz Group was able to assess quickly whether the MLS printout is in line with the actual product being presented and point out the not so obvious."



When You Purchase Your Home.

3. Negotiated better contract terms.

Whether it's price or closing date, the contract terms can be tricky. From figuring out repairs, move-in dates, pricing, what stays with the property, what should be removed from the property, The Paiz Group can take care of all these details to make for a smoother move.

4. Providing buyers with "tried and true" service vendors.

Being in the business exposes one to many who lend, inspect, repair and close transactions. That's when experience really counts. Having been in the business for years, The Paiz Group has brushed up against those who deliver – not just promise.

5. Improving knowledge of the areas – so a buyer makes an informed decision about where to live, work and play.

Experienced Real Estate Professionals such as The Paiz Group – know the areas. Sizing up your wants and needs and where you would most likely be the most fulfilled is the most rewarding part of the job.

6. Knowledge of home values and how to calculate them.

The public thinks that google has all the answers and the aggregators have all the home value algorithms correct. Wrong. Evaluating a home's value, whether for a buyer or a seller, is a tedious task using all kinds of metrics – not just the MLS system.

7. Education as to the market.

The Paiz Group will educate you as to the REAL market.

Professionals with experience can use third-party testimonials to educate you as to "what happened to the last buyer or seller who did that . . ." to prevent you from making expensive mistakes that could lead to difficulties in resales.

Why You Want To Hire The Paiz Group. . .

8. Problems that Arise.

What happens when the inspection reveals issues that may result in a cancellation of the contract? Can you get your deposit monies back?

The Paiz Group keeps up with contract law and the changes thereto. Some agents use an outdated contract which would not hold up in a court of law and could result in a bad result for the client.

9. Overcoming objections.

Members of The Paiz Group are extremely likable and trained in handling any objection by any party and has ample resources. Experienced members have run into the same issues time and time again and know the probable outcome.

10. Effective negotiation skills.

How do members of The Paiz Group formulate a strategy?

How much should you offer or counteroffer?

Will your response create rejection of your offer?

What about multiple offers? Could you facilitate, manage and negotiate effectively without rise to ethics violations or violating federal housing laws?

Members of The Paiz Group have objectivity when it comes to negotiating the best outcome for the client. The parties are too subjective and may get too emotionally involved in the process. Objectivity is key to closing.



When You Purchase Your Home.

11. Strategic Planning.

The Paiz Group has a plan, a timeline, and sets the expectations of the client.

12. Connections.

Members of The Paiz Group have connections. They market to and network with other professionals who have important roles as to whether your offer gets presented.

13. Trusted recommendations.

Who else can you share your, fears and worries? Your friends and family may instill fear; members of The Paiz Group will allay those fears and concerns.

The buying and selling process is not something you want to tackle alone. Allow The Paiz Group to be your trusted advisors leading you through the maze of possibilities.

14. Trusted Referrals.

Members of The Paiz Group are professionals whom you can trust to refer to your friends, family and co-workers. Their proven track record of customer service is second to none.

15. Trusted Advisor for New Construction.

Members of The Paiz Group are professionals you want accompanying you to new construction properties. They will look over your shoulder with regards to what is being offered by the builder/developer.

**DO NOT GO ON ANY APPOINTMENT,
ESPECIALLY TO A
NEW CONSTRUCTION SALES CENTER,
WITHOUT THE PAIZ GROUP.**



CONGRATULATIONS

Buying a home is one of the biggest investments and financial decisions you can make. While it is a major commitment and responsibility, it is also a very exciting time in your life. I'm proud that I will get to play a part in it and am excited about soon having the privilege of handing you the keys to your new home!

With that said, it's important to keep in mind that home buying is a complicated process. I will be working hard to make sure that everything is as rewarding as possible, guiding you at every step and making sure that your needs and desires are met.

This guide was designed to inform you about all steps of the home buying process so that you can feel confident, make informed decisions and act as an educated buyer. It will also help both me and you understand the things that you're looking for in a home so that our search can be made as easy as possible.

Please take some time to review carefully all of the information presented here. If you have any question about the topics discussed, I will be glad to go over them with you in detail. Since every real estate transaction is unique, you will most likely have questions or concerns not presented here. That's what I'm for – to assist you at each step, to answer your questions, and to help you find the home you desire!

PRELIMINARY FINANCING

HOW MUCH HOME CAN YOU BUY?

Step 1:

Make a rough estimate of how much home you can afford based on your income and current debt.

Lenders and financial experts recommend that your monthly debts should be no more than 36% of your monthly income. (For a more conservative estimate, this should be based on your take home pay instead of your gross pay.)

If you have additional outstanding debts such as student loans or credit cards, you will need to factor in those monthly payments into your total monthly debt payment. An online mortgage calculator can help you determine your borrowing power at current mortgage rates based on your income and your current outstanding debt, and will likely be the best tool for you to make this initial estimate.

Annual Salary	Monthly Take Home Income	Monthly Debt Payment
\$50,000	\$4,167	\$1,500
\$60,000	\$5,000	\$1,800
\$70,000	\$5,833	\$2,100
\$80,000	\$6,667	\$2,400
\$90,000	\$7,500	\$2,700
\$100,000	\$8,333	\$3,000
\$110,000	\$9,167	\$3,300
\$120,000	\$10,000	\$3,600
\$130,000	\$10,833	\$3,900
\$140,000	\$11,667	\$4,200

Keep in mind that these are guidelines. There are many other factors that determine how much a lender will approve you to borrow, and how much you personally feel that you're able to afford.

Step 2:

Take a close look at your credit report.

Your credit history is one of the principal measures used by a lender to determine your interest rate. The better your credit, the better lending terms your bank or lending institution will be able to offer you. A higher interest rate translates into a higher monthly mortgage payment, and so your credit score will directly affect how much money you can borrow and at which homes you should be looking.

You should be aware of what information is on your credit report by obtaining and reviewing copies of your credit report from the three main credit report agencies.

What not to do

If at all possible, you should avoid making a major purchase or changing your job if you're seriously considering buying a home in the next few months. This may negatively effect your credit score.

Equifax
www.equifax.com
1.888.766.0008

TransUnion
www.transunion.com
1.800.888.4213

Experian
www.experian.com
1.888.397.3742

HOW DOES YOUR SCORE RATE?

Low	Fair	Good	Great	Exceptional
Below 620	620-690	690-740	740-780	Above 780

The average credit score in the United State is 687. (August 2016)

Remember that there are several factors that affect your credit report including your payment history, your current ratio of debt to income and signs of responsibility and stability. And since not all creditors report to all three agencies, it's best to order a report from all three institutions. Your goal in ordering all three credit reports is to make sure that all of the information stated on each report is accurate and correct.

If there are any discrepancies on your credit report, it's important that you contact the rating agencies and have those records corrected. This will help you avoid hassles later on.

Step 3:

Gather the documents / Take a look at your assets and monthly expenses

Your credit history is one of the principal measures used by a lender to determine your interest rate. The better your credit, the better lending terms your bank or lending institution will be able to offer you. A higher interest rate translates into a higher monthly mortgage payment, and so your credit score will directly affect how much money you can borrow and at which homes you should be looking.

You should be aware of what information is on your credit report by obtaining and reviewing copies of your credit report from the three main credit report agencies.

These documents, in addition to your credit report, will help establish with the lender your debt to income ratio and your ability as a borrower to repay debts:

Social Security Number	Federal Tax Returns (2 Years)
W2 Forms from the previous two years	Complete Record of Assets
Pay Stubs (most recent months)	• Stocks, bonds, & investment accounts
Employment History Summary	• IRA / Retirement plan
Bank Statements (3 months)	• Life insurance policies
Creditor Information. This includes debts like:	• Automobiles owned
• Student Loans	• Construction loan
• Auto Loans	• Gift letters
• Credit Cards	• Documentation of other income
• Child Support Payments	

Improving any of these areas will help you qualify for better lending terms, so keep that in mind before you speak with a mortgage professional. If it's possible to pay off a car loan or a credit card balance before you seek financing for your new home, the preferential financing terms that you could receive may save you thousands of dollars over the life of your mortgage.

Step 4:

Talk to a qualified lender

After looking at this information for yourself, it's time to speak to a qualified lender. A professional advisor will not only be able to give you information on the best rates and terms available in the current market, but he or she can also explain to you what options you have given your unique financial situation.

There are a considerable number of choices available to consumers and I advise you to learn as much as you can about the different lending options that are available to you.

Talking to a lender at this time will help you get a more accurate idea of what you can afford. When we begin to look seriously at homes, you'll go back to the lender and shop around for the best loan available.

KNOW YOUR MORTGAGE

When considering your financing options, you'll want to review many different things about the loans offered to you. In this section you'll find a basic overview of home loan features and the things you should consider as you shop for a lender or loan.

Know Your Lender

Home loans are available to consumers from thrift institutions - commercial banks, mortgage companies, credit unions and mortgage brokers. You may also obtain a loan through a mortgage broker. A Mortgage Broker is unlike other lenders in that the broker does not lend money to you directly. A broker will help find you a lender and secure the terms of your arrangement.

Mortgage Broker vs. Traditional Lender

A broker may have access to several lenders and therefore can offer you a wider selection of loan products and terms. He or she can help you shop for the best deal based on your circumstances. (A Broker is not obligated to find you the best deal possible, so be sure to ask questions.)

Even if you decide to work with a traditional lender, ask if a broker is involved. Many financial institutions act as both lenders and brokers, so you should ask if a broker is involved on any loan you are offered.

It's always a good idea to check out the reputation of any lender you consider working with. The National Association of Mortgage Brokers or the Better Business Bureau can tell you if a lender is in good professional standing.

For their work, brokers are paid a fee in addition to the lender's origination fees. Brokers set their own compensation, so you'll need to ask anyone you speak to how their fees are determined.

Know Your Loan Types

Not all home mortgages are structured the same. There are several borrowing options for home buyers and the type of loan that you choose should work for your unique financial situation.

Fixed Rate (Traditional) Loan

These loans are usually structured with repayment terms of 15, 20 or 30 years. The lender will agree to charge a fixed interest rate over the life of the loan. With this loan type, your monthly mortgage payments will remain the same for the length of the term.

Adjustable-Rate Loans (ARMs)

Also known as variable-rate loans often offer a teaser rate for the initial period of the loan. This introductory interest rate is usually lower than rates offered for fixed rate mortgages. The interest rate will fluctuate over the life of the loan based on market conditions. Changes in rate happen at certain time periods, and the lender can set both a maximum and minimum on the rate of fluctuation.

Know Your Loan Types (continued)

Federal Housing Administration (FHA) Loans

Federal Housing Administration (FHA) insured loans are made by private lending institutions such as banks, savings & loans, or mortgage companies to eligible borrowers for the purchase of a home. To secure an FHA loan, a borrower must apply and qualify with a certified FHA Lender.

Additionally, eligible borrowers must be able to pay a minimum of 3.5% of a home's purchase price. If the loan is approved, FHA will insure a portion of the loan's value to the lender.

The best type of loan for you will likely be based on the down payment you can afford and the length of time you plan to spend in your home.

If you're considering a variable rate mortgage, you'll want to be sure to understand what a rate increase could do to your monthly payment. Be sure to ask when and how your loan payment will vary.

Veterans Administration (VA) Guaranteed Loans

VA Home Loans are available to qualified veterans and their spouses. Private lending institutions issue the loans which are in turn guaranteed by the Veteran's Administration. The VA does not require any down payment on VA Guaranteed Loans and allows the borrower to receive a competitive, fixed interest rate.

Know Your Rate – And Your Terms

When you start shopping for a loan, you'll start looking at interest rates. The interest rates, terms, and fees for a mortgage will be based on your qualifications as a borrower and on the current lending market. Keep in mind though that finding the right loan is not just about finding the lowest interest rate possible. Mortgage institutions offer loans of varying terms – typically 30, 20, or 15 years. Shorter term loans can save you thousands of dollars over the life of your loan if you can afford a higher monthly payment.

You'll want to get a complete picture and break down of what a given offer means to you on a monthly basis as well as how much money you'll be spending over the life of the loan.

At a minimum, you should request quotes with a few different scenarios from a few lending institutions and compare the financial impact of each situation before you determine your best course of action. Shopping around is worth your time!

When you receive quotes – ask your lender whether you're being quoted the lowest rate for the day or week. Ask what the loan's Annual Percentage Rate (APR) is. The APR will express as a yearly rate all of the fees associated with a loan.

If you are satisfied with a proposed interest rate, you can ask your lender if he or she can lock-in the quoted rate. There may be a fee associated with locking in a rate and the agreement will generally only last 60 to 90 days.

Know Your Fees

Most loans have fees in addition to the total amount you are borrowing to finance your home. You can sometimes borrow the money needed to cover these fees, but that will obviously increase the overall amount of debt you undertake. Some fees are paid up front, and others are not due until closing.

Points

The lender or broker can charge you points on your mortgage. One point equals 1 percent of the loan amount. These are simply fees paid to the lender or broker that are often linked to the interest rate, and are usually paid in cash to the lender or broker at closing. A lender may offer you a lower interest rate, but charge more points, so it's important to compare offers.

Loan Origination Fees

The institution that actually loans you the money will generally charge an origination fee for processing the loan. They are often expressed as a percentage of the amount of the loan.

Underwriting Fees

Certain lenders will charge a fee to investigate your creditworthiness and determine if you are likely to repay your loan.

Broker Fees

Typically paid at closing, a mortgage broker may charge you a fee in addition to the origination fee. If you are working with a broker, be sure to check with them what their fee is.

Transaction / Settlement / Closing Costs

These fees lump together several charges for: application fees, title examination, abstract of title, title insurance, property survey fees, deed preparing fees, other mortgage fees and settlement documents, attorney fees, recording fees, notary fees, appraisal fees and credit report fees. The Real Estate Settlement Procedures Act requires that a lending institution provide a borrower with a good faith estimate of closing costs at the time of application. This estimate must list each expected cost as a range or as an exact amount where applicable.

Never hesitate to question a fee that you don't understand. Your lender should give you a thorough explanation and make sure that you know what you're paying for.

For better understanding, ask your broker or lender to quote you a dollar amount – rather than just a number – on any points you are being charged on the loan.

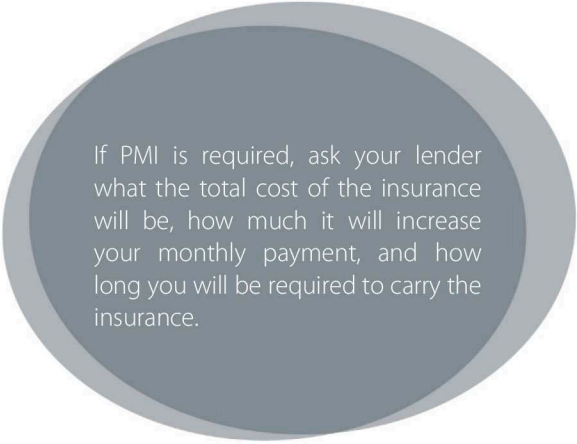
Sometimes lenders lump fees together. You can ask for a break down of that lump.

Certain fees, like the broker's fee or the amount of points assessed on a loan are negotiable. It never hurts to ask your lender if they can get you a better deal.

Know Your Down Payment and Private Mortgage Insurance

The largest upfront cost in purchasing a home is the down payment. Most traditional lenders expect borrowers to put at least 20% of a loan's total amount down.

Borrowers who are unable to do so are required to purchase Private Mortgage Insurance (PMI). This insurance protects the lender in case of default by the borrower.



If PMI is required, ask your lender what the total cost of the insurance will be, how much it will increase your monthly payment, and how long you will be required to carry the insurance.

Be sure to get a clear indication of the down payment percentage required by your lender. You will also want to know what kind of documentation your lender requires to verify that you have funds for the down payment.

Lender Interview Cheat Sheet

1. What kind of loans do you offer?
2. What kind of loan would you recommend for me? What are the advantages and disadvantages of this loan structure?
3. What is the current interest rate? Is the rate quoted the lowest for that day or week?
4. What is the Annual Percentage Rate (APR) of an offered loan?
5. Is the loan rate adjustable or fixed?
6. What are the discount points and origination fees?
7. What are all the costs of the offered mortgages?
8. If the rate is adjustable - how will rate and loan payment vary?
9. What are the qualifying guidelines for this loan?
10. What is the lender's required down payment for this loan?
11. What documents will need to be provided?
12. What are the closing costs?
13. Will the lender guarantee the GFE (Good Faith Estimate) of settlement charges and loan terms?
14. Does the lender offer a loan rate lock? Is there a fee for the rate lock?
15. Is there a prepayment penalty?
16. Are you equipped to approve loans in-house?
17. How much time do you need to fund the loan?
18. Will mortgage insurance be required?
19. Can the term of the loan be extended?
20. Is there a cap on payment adjustments?

PRE APPROVAL vs. PRE QUALIFICATION

Before you begin your home search in earnest, I highly recommend that you work with a lender to get pre-approved for a home. Many home buyers will talk to a lender quickly and get pre-qualified, but this is not the same thing.

Pre-approved buyers are ahead in the home buying game. If you make an offer on a home and then apply for a loan instead of the other way around, you are at the mercy of the lender who now knows that you don't have time to shop around.

A pre-approval letter from a lender will also give you an edge when multiple offers have been made on a house. Pre-approved buyers generally close escrow more quickly, since most of the paperwork has already been taken care of.

Pre-Qualification is only a loan agent's opinion that you'll be able to obtain financing. No verifications are made, so formal approval is not issued.

Pre-Approval means your loan application has been taken through a rigorous procedure, including a review of your credit report. Pre-approval saves you the time of looking at houses you can't afford.



WHICH HOME IS THE RIGHT HOME?

I've made a commitment to help you find a home that suits your wants and needs, and so now it's time for you to articulate exactly what those wants and needs are. By sitting down and considering the kinds of things you're really looking for, you can save a lot of time and frustration by avoiding houses that aren't for you. Take a few minutes to consider the following features and benefits of the home you're looking for.

FEATURE	REQUIREMENTS
Price	
Location/ Community Features	
Home Type	
Size (Beds, Baths, Sq. Ft.)	
Interior Features	
Exterior Features	

Now that you've detailed your ideal home it's time to put your priorities in order. What is the most important thing for you, what areas can you compromise on? Chances are that the perfect home for you won't be exactly what you put down on paper. You may want to circle your top 5 priorities or items that are "must haves".

LET THE SHOWINGS BEGIN!

Home shopping can be both exciting and exhausting but doing some preparation before you hit the street to look at homes will help out tremendously.

Schedule Showings

It's time to get out and see some of the houses you've been looking at in person. We will compile a list of the properties you've found as well as options I've found of similar properties on the local Multiple Listing Service (MLS).

10

That's the median number of houses a homebuyer will look at before they choose one.

Here are some great tips to keep in mind when you're viewing properties in person:

- 1 We don't want to view too many properties in one day.
- 2 Don't be put off by interior decorations – they can and will be changed.
- 3 Bring a notebook, pen and / or digital camera with you as you search.
- 4 Keep a folder with flyers or print-outs on properties that you've viewed.
- 5 When you find a property you like we can plan on visiting it at different times of the day.
- 6 Don't hesitate to ask questions.



Questions about the property

When you find a home you really like, there are some more probing questions you might want to ask. Remember, a professional home inspection will be necessary to completely answer most of these questions.

General

1. When was the home built?
2. How many owners has it had?
3. How does the asking price compare to other houses in the neighborhood?
4. What did the property sell for when the current owner purchased it?
5. What year was it purchased in?
6. What are the annual property taxes? Will the taxes increase with the transfer of deed?
7. Is there a builder's warranty on the property? What are the details of that warranty?
8. Will there be additional structures built around the property that could distort the view?

Outside

1. What is the level of ground maintenance that will be required?
2. Are there any structural anomalies or problems with the outside area of the property?

Inside

1. Are the appliances built in?
2. Is there adequate insulation?
3. What improvements / additions has the homeowner made to the property since purchase?
4. What appliances is the seller offering in the sale?

Major Systems

1. What is the age and condition of each major system in the home (plumbing, electrical, heating & cooling)?
2. What type of fuel is the home heated with?
3. What is the average monthly utility costs? What are the winter and summer highs and lows?

MAKING AN OFFER

When you've found a home that you're interested in, it's time to make an offer. As your buyer agent, I will draw up a contract with your offering price and necessary contingencies into a formal contract.

You will want to review this document carefully and make sure it states your terms exactly. If the offer is accepted by a seller, this contract will become a legally binding agreement.

In addition to an offer contract, you will need to provide earnest money as well as a letter from your lender indicating your qualification to purchase.

Earnest Money typically equals roughly 1% - 3% of the property purchase price. You will not be at risk of losing your earnest money as long as you do not default on your contract. The amount will be credited towards the purchase price of the house at closing.

After you've made your offer, the seller will be able to:

1. Accept your offer
2. Reject your offer
3. Execute a counter offer

In most cases, a seller will not accept your initial offer outright. Typical counter offers include modifications to:

- Purchase price
- Closing date
- Possession date
- Inclusions

When you make an offer on a house, you should be prepared for the negotiations to go back and forth several times before both parties agree to the terms. You might also have to compete with other interested buyers in certain market conditions.

When an agreement is reached on all issues, and both the seller and you as the buyer have signed the offer, you are both under a legally binding contract.

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

- You have been pre-approved for a mortgage
- You are not selling a house at the same time
- You have not loaded your offer with other contingencies

GETTING TO THE FINISH LINE

Your offer is accepted. Now it's time to get to work. Before we can close on the purchase of your new home, we need to take a few more steps to make sure the purchase is a sound decision.

Step 1: Home Inspection / Property Survey

As the buyer, you have the opportunity to hire a professional inspector to evaluate the condition of the home. An inspection clause is included in the written contract given to the seller.

The goal of a home inspection is to give you an objective, independent and comprehensive analysis of the physical condition of your potential new home and check for any safety issues that might otherwise be unknowable.

A professional inspector will check on the structure, construction and mechanical systems of the house. This usually includes checking these areas:

- | | | |
|-------------------------------|----------------------------|-------------|
| • Electrical systems | • Water source and quality | • Ceilings |
| • Plumbing and waste disposal | • Lead Paint | • Walls |
| • Water Heater | • Pests | • Floors |
| • Insulation | • Foundation | • Roof |
| • Ventilation | • Doors | • Radon gas |
| • HVAC System | • Windows | • Asbestos |

You will receive a written report of the inspection and an estimate of the cost of any and all repairs. If you choose to be present during the inspection, you can ask your inspector about unique features of the property and get his or her opinion on the necessary maintenance for different areas of the property.

Depending on the results of the inspection, you will have the opportunity to:

- Get out of the written offer if major problems are discovered
- Renegotiate the purchase price to account for necessary repairs
- Negotiate that repairs are made by the seller before final purchase of the property

Your lender may also require that a legal land survey be completed of any property on which they issue a mortgage so that they can obtain a clear lender's title insurance policy.

A surveyor will determine:

- Whether the house is within the property borders
- Whether there are any encroachments on the properties by neighbors
- The extent to which any easements on the property may affect legal title

Step 2: Clearing the Home Title

Simply explained, "title" is the right to own, possess, use, control and dispose of property. When you buy a home, you are actually buying the seller's title to the home. A deed is the written legal evidence that the seller has conveyed his or her ownership rights to you.

Before the closing meeting when the actual transfer of ownership occurs, an attorney or title specialist generally conducts a title examination. The purpose of the title examination is to discover any problems that might prevent you from getting clear title to the home. Generally, title problems can be cleared up before settlement. But in some cases, severe title problems can delay settlement, or even cause you to consider voiding your contract with the seller.

Some "clouds on title" can be corrected relatively easily while others can become quite complicated to remove. You should insist on being kept informed of every step in the title examination process. If title problems are uncovered, it is important for you to understand your legal rights.

What is Title Insurance?

Title insurance is the best way to protect yourself against title defects that have occurred in the past, which may not appear until after you've taken ownership of the property.

Before a title insurance policy is issued, a title report is prepared based on a search of the public records. This report gives a description of the property, along with any title defects, liens, or encumbrances discovered in the course of the title search. It is different than casualty insurance in that you pay a one-time fee and it protects against past (as opposed to future) events.

Title insurance will protect you against title defects that were not discovered in the course of the title search. If such a defect were discovered later, your title insurance would cover you. If title problems are severe enough and not covered by insurance, you could actually lose your house. A title insurance policy protects you and your heirs against title defects for as long as you own your home.

Step 3: Getting an Appraisal

Once you have determined that there are no defects on title and all inspection concerns have been resolved, it is time to order an appraisal.

An appraisal is an estimate of the value of a property made by a qualified professional. The appraisal of your prospective home is as important as your credit history in obtaining a mortgage. After all, the property you are purchasing serves as the collateral for the loan.

Although the primary goal the appraisal is to justify the lender's investment, it also protects you from overpaying. Your lender will generally hire the appraiser and will charge you as the buyer a fee for the service. If the appraisal falls short of the amount you wish to borrow you may be refused a mortgage or offered a smaller amount on the mortgage. Your offer contract will be contingent on whether the appraisal comes in at or above the purchase price you and the seller have agreed upon.

Step 4: Closing

Once all of the purchasing steps and contingencies are cleared, it's time for closing!

Closing is the legal transfer of ownership of the home from seller to buyer. It is a formal meeting that most parties involved in the transaction will attend. Closing procedures are usually held at the title company or lawyer's office. Your closing officer will coordinate the signing of documents and the collection of and disbursement of funds.

In order to ensure a smooth closing you will need to:

Obtain a homeowners insurance policy and provide this information to your lender and/or closing agent.

Review the Settlement Statement or HUD-1 that your lender or closing agent will provide you 1 to 2 days before closing. These documents will contain a detailed description of all costs associated with the transaction, including the exact dollar amount you will need to bring to closing.

Verify with your lender and/or closing agent any other items that you need to bring with you such as a valid driver's license or other form of identification

Conduct a walk-through of the property prior to closing. This will give you an opportunity to see that the condition of the house is the same as it was at the time of contract. Additionally you will be able to ensure that any repairs agreed to by the seller, based on the inspection, have been completed.



If you have a brokerage relationship with another agency, this is not intended as a solicitation. All information deemed reliable but not guaranteed.

The High Cost of Waiting to Buy

With mortgage rates and housing prices expected to increase soon, renters who delay buying a home could end up spending considerably more, according to research by Realtor.com.

 Penalty for Waiting 1 Year
 Penalty for Waiting 3 Years



HOW A REAL ESTATE TRANSACTION WORKS

BUYER



**Buyer's
Realtor®**



**Seller's
Realtor**



SELLER

LOAN EVALUATION

Before making an offer, smart buyers apply to at least three lending sources to determine how much they can afford to spend and the best interest rate.

OFFER PRESENTED

Buyer's Realtor presents buyer's offer to seller's Realtor, who conveys it to seller.

GOOD FAITH DEPOSIT

Along with the offer, buyer submits "earnest money," or good faith, deposit to cement the deal. Deposit is held in escrow to be applied toward the down payment.

SALES AGREEMENT EXECUTED

PURCHASE NEGOTIATION

Working through their Realtors, seller and buyer negotiate final sales price, sales terms and any contingencies buyer may request, such as whether sale is contingent on inspections, appraisal, attorney's review, etc.

SELLER'S DISCLOSURE

Seller discloses issues that may materially affect the value of the property and which are not readily evident.

LOAN APPLICATION PROCESSED

Lender conducts extensive review of buyer's credit report, employment, source of down payment, property appraisal, etc.



TITLE SEARCH

Concurrent with the loan process, closing agent confirms seller has clear right to sell property and establishes facts, such as whether there are restrictive covenants on the use of the property.

CLOSING DOCUMENTS ISSUED

Lender provides loan estimate and closing disclosure detailing all terms and costs.



CONTINGENCIES SATISFIED

Once financing is complete and other hurdles are removed, contingencies may drop off.



FINAL WALK-THROUGH

1-2 days before closing, buyer confirms that the home is in the same condition as when purchase offer signed and all elements that are to be conveyed are still in place.

CLOSING

Buyer and seller sign documents and complete sale.



FloridaRealtors®
The Voice for Real Estate® in Florida



THE PAIZ GROUP
REALTORS®

Unlocking Doors of Opportunity



Testimonials and Client Commentary

Testimonials

Fernando and Karen,

Words can not express my gratitude for the kindness and patience you showed me during my search for the perfect home.

I came to Florida from Massachusetts not knowing where to buy a house. You showed me around, guided me and showed me many many houses. I was difficult at times, but your unbelievable patience and kindness, and your professional expertise surpass my expectation.

You found me the perfect home in the perfect location and for that I will be forever grateful. Thank you.

You are beautiful people, good friends, and my Home will always be open for you.

Best wishes in your profession and God bless you always.

Maryse Arroyo

Fernando, How can I explain to you how happy I am with the work and all the effort you've put into helping me buy and rent my condo. And not only that, also in helping my daughter and my son-in-law find their first home. We are extremely grateful and we feel very well served in every aspect. You really are a super professional in the real estate industry and above of all a very patient man. Thanks a lot, Mirtha Velickovic.

Vladimir Velickovic



What They Are Saying About The Paiz Group

We want to thank you for all your efforts and time you spent on the search for our home. We have come to appreciate you and would like you to be a part of our family. The doors of our house are open for you and your family.

Vilma, Tomas y Frank

To Whom It May Concern.

5 months ago in the month of November 2012, by chance I had the opportunity to meet Mr. Fernando Paiz, Realtor of EWM Realty Group. International.

What began as a concern about buying a property was shaped and adjusted with the professional guidance of Mr Fernando Paiz, culminating with the purchase of my current home.

I would emphasize the professional conduct, ethics and counseling of Mr. Fernando who followed up almost daily looking for options that would fill my needs.

I congratulate Mr Fernando also to EWM to have a professional of his magnitude in the group.

Best wishes

Alberto Ardila



Testimonials

To our family, Fernando and Karen Paiz are more than Realtors. They have become more of a household name for us. When I began planning my relocation from New York to South Florida, I contacted the Paiz team and immediately felt comfortable and confident that they were the right agents for us.

Fernando and Karen possess a tremendous amount of knowledge in the field. They are accommodating, flexible and extremely thorough, and were able to assist us with every step of our move - from finding a rental property to eventually purchasing a home most suitable for our family. Thank you so much, Fernando and Karen :)

Dianne & Selwyn Thorpee

As experienced home buyers, my husband and I have extremely high expectations as we demand only first-class service from a real estate agent. Thus, our meeting with Fernando Paiz seemed quite fortuitous.

While our experience is that most agents are "talkers" we found it refreshing that Fernando is a fabulous "listener" who invests his time in understanding what his clients want and/or need. We were thoroughly impressed by Fernando's diligence and his promptness in answering every single text/phone call thorough the entire process.

His initiative made the entire home buying process effortless for us.

My husband & I were amazed by Fernando & Karen Paiz professionalism and their exquisite knowledge of the Weston area real estate market. They are both extremely competent and pleasant to work with. Together, they did the work for us which relieved us of the burden and stress that house hunting inevitably may cause.

Fernando & Karen patiently showed us scores of homes and within weeks they, alone, had zeroed in on the perfect home for our family. The home was currently "off-market" but they arranged a private showing for us. All that we had to do was show up for the viewing.

Like love at first site we instantly knew that the house, they had found, was exactly what we were looking for! With their expertise and guidance we were able to negotiate a fair price and close the deal efficiently and in record time.

Fernando & Karen were meticulous in every detail as they guided us through each step of our real estate transaction and they graciously went the extra mile by continuing to assist us with things after closing!

We highly recommend Fernando & Karen Paiz to anyone who desires or demands first class service from their real estate agent.

Francesca Dyrud

What They Are Saying About The Paiz Group

I would like to give special thanks, and much appreciation to Fernando and Karen of EWM Realty. Our home was listed through them, and their professionalism, attention to detail, and high ethical standards made them stand out above and beyond all other realtors I've used in the past. Not only did they plan and attend showings, but they also took the time to learn all of the features of my home, and shared these in great detail with every potential buyer, which allowed me to extract the very best value I could for my home.

I would highly recommend Fernando and Karen to all potential buyers and sellers, as I believe them to be the very best in the South Florida region. Best Regards . . .

Seeta Bacchus and Faizul Bacchus

As I sincerely give thanks to God and reminisce upon our recent move-in experience to our new home, I felt compelled to write to you and to recognize the most earnest and genuinely touching service from you.

Whereas EWM and the Paiz Team already garner a stellar reputation in real estate industry, our family was able to experience the paragon of excellence first-hand. I especially and respectfully laud Fernando and Karen as exceptional real estate professionals with character, competence and care. Fernando and Karen, to me, were not only our trusted real estate advisors, but also our friends, in the sojourn of long-awaited and prayerful desire to purchase our own family nest.

From the inception of our intent to acquire our home, Fernando and Karen consistently and in detail demonstrated the highest level of service and personable warmth; they simply exceeded our expectation not just once but in multiple occasions with wide volume of attention to our family's wishes, most importantly, my loving wife's specifications. :)

Great compliments can be also expressed about Fernando and Karen's real estate acumen and heartfelt service achievements throughout our purchase process. I am quite certain that Fernando and Karen garner admiration from not only their peers at EWM but also all those who are associated with them. I truly believe that Fernando and Karen serve their clients with empathy and authentic heart, and they will always be remembered as the best portion of what EWM Realty International had to offer.

I sincerely hope that Fernando and Karen are celebrated by their clients, peers and the management at EWM for what they meant to our family, as well as for who they are at the core. Because of Fernando and Karen's exemplary service, my wife and I will not hesitate to re-engage and refer to their service in the future. If any prospect client is searching for a real estate team and the company that will truly make a durable difference, please let me unequivocally profess my utmost appreciation and recommendation for Fernando and Karen.

Thank you again EWM... and thank you so much Fernando and Karen! Sincerely --

Jay Chung, J.D., LL.M.

Testimonials

When somebody arrives to the United States for the first time, it's not always easy to find what you want. And one of the hardest things to find, and may be the most important to start a new life in a new country, is buying a new house.

In the beginning everybody told me that it was going to take me between one and a half to two years to be able to get a loan and that I was going to have to rent for a long time. So I was doubting if I should buy or rent. And if to all of this I added my lack of knowledge of the places to live and the legal environment, it looked complicated. But I had the luck to meet Fernando Paiz from the Paiz Team, Who was the first one to let me know that getting a loan in my condition of recently moved with no credit history was possible.

Then I started to believe that what I wanted could become a reality.

Fernando showed great professionalism by understanding our needs, explaining the current market conditions and recommending the best areas to live in according to schools and quality of life, and showing us exactly the type of houses we wanted to see.

This is how in the first round of visits we found what we where looking for: my whole family was in love with one house.

Nevertheless the transaction wasn't easy because of being foreigners and things got complicated. But Fernando introduced us to all the EMW team, title company, loan officer, inspector and legal advice.

Each of them contributed great professionalism and helped when their expertise was needed: legal discussions with the seller who was a lawyer, complications to obtain the loan due to lack of credit history, expertise negotiating with seller because appraisal came in lower than the initially agreed price, etc...

There were at least three Times when the deal was about to break and only the professionalism of the team led by FERNANDO turned back the situation.

I truly believe that this deal would not have closed if it wasn't for the Paiz team and the support of prestigious EWM.

For me it was a very gratifying buying process and without a doubt I will recommend Any person in my situation to trust Their dream to buy a house with The Paiz Team!!

Gustavo Tonini & Paula Belaustegui

What They Are Saying About The Paiz Group

I believe it was about February 2014, my husband and I started looking for a second home. We live in Michigan and we vacation in Florida 2,3,4 times each year. So when we decided to look for a second home, we started searching on the internet. We got a response from different realtors, but one stood out and it was from the Paiz Team. My husband called and it was a relationship that was waiting to happen. Not only did Fernando find us a house, we got the chance to meet the most wonderful husband and wife team ever!

Fernando and Karen, you are the absolute greatest couple we have ever meet. We thank God so much for bringing the two of you to our lives.

We are so very pleased with the home you found for us. You made everything so convenient for us since we live in Michigan. You not only are nice, you have a great spirit. You are extremely professional, you are very knowledgeable about real estate and that helped us so much. You were more than my husband and I ever expected! We can't thank you enough for all you have done for us!!! We will always keep in touch.

God Bless you and your family always!

Ron & Michele Knox and Family!

I highly recommend Fernando and Karen Paiz. My wife and I did not know the Weston area very well, and the Paiz Group was extremely patient with us as we became more familiar with Weston. Ultimately, they helped us focus our attention on the type of home and neighborhood we really wanted.

Fernando's deep knowledge of Weston also helped us make an offer that was at a fair market value. Once the offer was made, Fernando led the negotiations, which were very tough in comparison to the usual home buying negotiations. During the process, Fernando was unbelievably responsive and his attention to detail made all the difference. The most impressive part of the Paiz Group however was their advice. It was right on point and it is something that only a high caliber real estate agent like the Paiz Group can offer. In the end, their advice made the difference.

Luis Vacanti

Buying a property is a very significant and delicate event, even more so when doing it for the first time and on a country that is not your own. The process can be either highly stressful or enjoyable depending on the kind of support that you have. In our case, it was the later, thanks to Fernando and Karen's patience, expertise, empathy, effort, professionalism, dedication, guidance and knowledge. They always had our best interests in mind, helping in the negotiation process with all the players.

That is really what made the difference. If you are looking for a trusted and experienced advisor, we definitely recommend The Paiz Group. Thank you Fernando and Karen!!!

Miguel Flores and Emma B Lopez



What They Are Saying About The Paiz Group

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Emma Lopez & Miguel Flores

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Maria Caldera & Luis Vacanti



What They Are Saying About The Paiz Group

It was a pleasure working with them. From the preparation for the listing to the closing, they demonstrated full knowledge of the process and the possible outcomes of each of the decision gates. They managed the visiting process in a very efficient manner, pre-filtering non-qualifying potential buyers; they managed the contract negotiation process brilliantly, always considering our interest first. I highly recommend Paiz Team!

JP Blanco

El servicio de Fernando y Laura fue muy completo. Me explicaron acerca del proceso de compra y recomendaciones para agilizar y evitar inconvenientes durante el proceso.

Diana Morante

Fernando and Karen Paiz were extremely caring, informative and prompt with attending to all of my needs! I trusted their advice and appreciated having their insights into the home buying process.

Darielle Gadsby

They're very patient, you get updates daily or I should say as soon as they become available on the market. They value their client, they make sure they understand what you're looking for. They accommodate your schedule. Available to answer all questions. Great negotiators. I would recommend them to anyone looking for a home they have an awesome team. You will not feel lost with them.

Stephane B. Pierre

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Ways It Pays To Work with a Realtor®

Thinking about buying or selling a home on your own? Consider all the steps you'll personally have to complete:

DETERMINE HOW MUCH YOU CAN AFFORD.

Price existing home without the input of market expert.

Check credit report.

Arrange home and pest inspections on new home.

Find attorney to draft contract.

Negotiate terms of sale or purchase, including repairs or concessions.

Put existing house on market.

Decide where to advertise to reach best potential buyers.

Review and approve contract.

GET SIGNED CONTRACT TO SELLER.

Host open houses to sell existing home.

Schedule appointments to show current home or to see new ones.

Hire attorney or title company to complete closing research.

Choose mortgage lender.

Hire surveyor to survey property.

FIND NEW HOME WITH ALL THE FEATURES YOU WANT.

Investigate school system.

Research neighborhoods and local amenities.

Order title search.

OBTAIN TITLE INSURANCE.

Review and approve closing costs.

Analyze comparable home sales and make offer on new home.

Consider offers for current home.

Obtain homeowners' insurance.

Conduct final walk-throughs of home.

Review homeowners' association documents for new home.

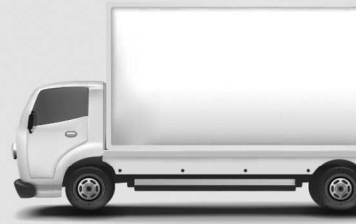
Coordinate closing with lender, title company and customer.

Review and sign closing documents.

Meet home and pest inspectors for review of current home.

SHARETHIS!

12 Tips to Make Moving Easier



Want to reduce the headache of moving into a new home? Follow these tips:

BEFORE YOU PACK

1 Plan your move well in advance. This will help you avoid a last-minute frenzy. For a timeline and checklist, visit upack.com/sites/default/files/pdf/MovingChecklist.pdf



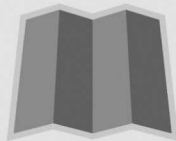
2 Protect critical photos and files. Store copies on a portable hard drive you carry with you, or upload them to a free cloud server such as Google Drive or Dropbox.



3 Photograph your cords. Shoot images of the connections on your television, sound system, modem and computer so they're easier to reconnect in your new home.



4 Make plans for pets. Reduce your pets' moving stress by boarding them at a kennel or with friends.

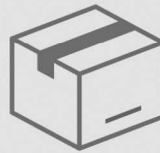


5 Get a Movers Guide from the Post Office. This will help you notify service providers of your new address. It also includes \$750 in coupons for businesses and services you might need. Your post office has printed copies or you can fill out a digital version at <https://moversguide.usps.com>

WHILE YOU PACK



6 Color-code your packing boxes. This will make it easy to match them to the right rooms in your new home.



7 Mark essential boxes separately. Anything you'll need immediately after move-in should be marked in red. And make sure the important boxes get loaded last so they come off the truck first.



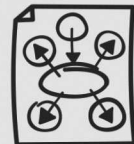
8 Create a first-night box of essentials. Include medications, toothbrushes, changes of clothing and anything else you'll need immediately.

DURING THE MOVE

9 Don't box valuables or important documents. Put jewelry, passports, birth certificates etc. in a special Move File and hand-carry them in your own car.



10 Pack a first-day cleaning kit. Include a vacuum and cleaning supplies so you can freshen cabinets, closets and counters before you move your possessions in.



11 Make a furniture map. Plot where all the large furniture pieces will go to simplify set-up. You can use graph paper or a free layout tool like homedirectory.com.

AFTER THE MOVE



12 Save all receipts. If your move is associated with a new job or a transfer, you may be able to deduct some of the costs.

A photograph of a dining room. In the foreground, a round glass table is set with a light blue bowl containing several small, round, patterned objects. White upholstered chairs with dark nailhead trim are visible around the table. Above the table hangs a modern chandelier with a circular wooden frame and several white cylindrical shades. In the background, a doorway leads to another room, where a patterned armchair and a lamp are visible. The walls are a light neutral color, and a framed picture hangs on the right wall.









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