

# GIORDANO GROUP

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*Domenica Giordano*

## Buying A New Home


THE STEPS TO PURCHASING YOUR NEW HOME, WHAT YOU  
NEED TO HAVE READY, AND HOW WE WILL GUIDE YOU  
THROUGH THE PROCES.





# testimony

“It has been our pleasure working with Domenica who is an outstanding professional that knows her business inside and out. She is excellent at what she does and we are grateful for her hard work & diligence during the entire process with the sale of our home. Domenica is always one step ahead of the game which is an outstanding quality in the real estate market, putting us at ease when something critical came up, she handles it with ease and accuracy. Domenica is the very best at what she does and she will be our life long realator. ”





HOW NICE TO  
*meet you.*

Thank you for choosing to put your trust in me for the process of buying and/or selling your home. Every member of my team is committed to ensuring that ALL of your real estate needs are not just met, but exceeded! I've created this book for your convenience and we hope that it will be a valuable resource. While the entire process is outlined for you here, please know that I will be staying in constant contact with you throughout the process.

*signature*

781.608.3004





HELLO, NICE TO MEET YOU

# ABOUT US

The Giordano Group was founded with a client first approach. We want to provide our buyers and sellers with the highest level of customer service possible. We pride ourselves on integrity and professionalism every step of the way.



## THE TEAM

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Domenica  
Giordano  
REALTOR, ABR



Amanda Semiao  
REALTOR

Brianna  
Desrochers

TRANSACTION  
COORDINATOR





## THE GIORDANO GROUP

The Giordano Group was founded late last year with the goal of providing a "client-first" approach that leaves buyers and sellers feeling as if they've been advocated for throughout the process. Founder Domenica Giordano and team member Amanda Semiao serve southern New Hampshire and Massachusetts north of Boston.

Giordano serves as team lead, while Semiao's creativity has inspired the group's marketing and advertising efforts. The pair collectively have more than 23 years of experience. Both women originally worked in the medical industry: Giordano has a degree in cardiopulmonary sciences but wanted more job flexibility when she became a parent; she fell in love with real estate. Semiao is a dental hygienist, but her interest in real estate lead her to become a Realtor.

The group prides itself on a high level of customer service, integrity and professionalism, mixed with a positive attitude and genuine concern for clients. Giordano and Semiao conduct a lengthy introduction process with both buyers and sellers that details what to expect. The team also focuses on staging and repair options to maximize profit.

"Buyer education is paramount to a smooth transaction," Giordano says. "Even if our clients have purchased with us before, reviewing current market stats and trends is useful. For first-time buyers, it's also necessary to review the financing and inspection processes. There is no such thing as overprepared."

The group is a member of the National Association of Realtors, North Shore Realtors and the Greater Boston Association of Realtors. Giordano is also an Accredited Buyer's Representative.



**AMANDA SEMIAO**

*Realtor*

**DOMENICA GIORDANO**

*Team Leader*



LET'S COMPARE

# RESULTS DRIVEN

STATS	OUR TEAM	AVERAGE AGENT
2024 AVERAGE HOME PRICE	\$740,000	\$628,654
2024 AVERAGE DAYS TO OFFER	5	22
2024 LIST TO SALE PRICE %	104%	99.2%



# MY COMMITMENT TO YOU

## 1

### GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! Looking at dozens of homes every week, I can help you identify potential problems within a home.

## 2

### HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

## 3

### STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

## 4

### ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities affect the value of a home, we will make sure we submit a competitive offer on the right house for you.

## 5

### NEIGHBORHOOD EXPERT

Working daily in neighborhoods with inspectors, contractors, and negotiating with sellers, I have the market knowledge you need to get the best results from your purchase. Understanding the local real estate market can go a long way when it comes time to make an offer on a house.

## 6

### PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. Hopefully making buying a home a fun and stress-free process.



FOLLOW THIS

# STEP BY STEP

## 1/ STAGE 1 - PREP WORK

- Decide whether you're ready to buy a home
- Calculate how much you can afford on a house
- Save for a down payment and closing costs
- Decide what type of mortgage is right for you
- Get pre-approved for a mortgage



## 2/ STAGE 2 - THE SEARCH

- Create a wish list
- Documenting your visit
- Start touring homes



## 3/ STAGE 3 - UNDER CONTRACT & CLOSING

- Make an offer
- Finalize mortgage
- Get homeowners insurance
- Attend the home inspection
- Have the home appraised
- Negotiate any repairs or credits
- Close on your new home!





# stage one

STAGE ONE : PREP WORK





# Understanding the NAR SETTLEMENT

**Let's dive into a key update that could have a big impact on how people sell their homes! The recent NAR settlement brings a significant change: sellers are no longer required to offer compensation to buyer's agents when listing their home on the MLS.**

## WHAT DOES THIS MEAN FOR YOU AS A BUYER?

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- Buyer Agreement Needed - You must sign a written agreement with your agent before touring a home.
- Clear Compensation Terms - The agreement must specify compensation, prohibit excess payments, and confirm commissions are negotiable.
- Seller Contributions Allowed - We will structure our offers to include compensation in the offer price

**CENTURY 21<sup>SM</sup>**  
**NORTH EAST**



# What You Need to Know





WHAT YOU NEED TO KNOW

# THE CURRENT REAL ESTATE LANDSCAPE

The real estate market is evolving, and as you explore your home-buying options, it's essential to stay informed about the changes shaping today's landscape.

## **The Current Commission Structure:**

In today's market, sellers aren't always covering the cost of your agent's commission. This means, as a buyer, you may be responsible for paying your own agent's fee.

**What This Means for You:** This shift gives you more control. You now have the flexibility to decide whether or not to hire an agent and can negotiate terms that work for you. It's all about finding what makes sense for your situation and structuring the arrangement that fits your needs.





WHAT YOU NEED TO KNOW

# THE UNREPRESENTED OPTION

With the recent changes in the real estate landscape, some buyers are considering going unrepresented in an effort to save on costs. It might seem like an attractive option at first glance, but let's talk about what that really means for you.

## UNDERSTANDING THE TRADE-OFFS

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While skipping an agent may save you money upfront, there are some important factors to consider when weighing the true value of professional representation:

- **Exclusive market insights:** Agents can give you access to off-market properties and the latest local data.
- **Skilled negotiation:** A seasoned agent can negotiate the best possible deal on your behalf.
- **Navigating paperwork:** Real estate contracts and processes can be overwhelming—having an expert can save you from costly mistakes.
- **Time savings:** Agents streamline the entire process, from property searching to closing, saving you precious time and effort.





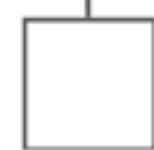
# ARE YOU READY FOR THESE CHALLENGES?

## COMMON CHALLENGES FOR UNREPRESENTED BUYERS



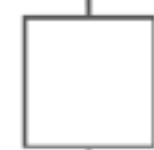
### **Market Access:**

How will you ensure you're seeing all available properties, including off-market listings?



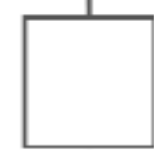
### **Property Valuation:**

Can you accurately determine if a property is priced fairly for its condition and location?



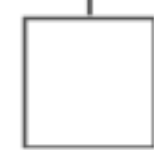
### **Negotiation:**

Are you prepared to negotiate not just price, but terms, contingencies, and repairs?



### **Legal Complexities:**

Do you fully understand the contracts and disclosures you'll be signing?



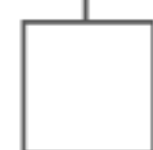
### **Transaction Management:**

Can you effectively coordinate inspections, appraisals, and other crucial steps?



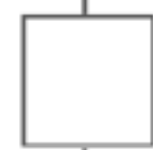
### **Problem-Solving:**

What's your plan for handling surprises that often arise during transactions?



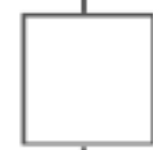
### **Time Investment:**

Have you considered the time needed to manage all aspects of your purchase?



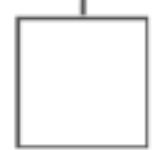
### **Emotional Distance:**

Can you remain objective about potentially the largest investment of your life?



### **Industry Relationships:**

Do you have connections with inspectors, lenders, and other professionals you'll need?



### **Post-Purchase Support:**

What will you do if issues arise after closing?



# OPINIONS VS. REALITY

HOW AN AGENT PLAYS A ROLE IN BUYING A HOME

## Opinions

- ✗ Anyone can handle the paperwork.
- ✗ Agents just show houses.
- ✗ Agents are just expensive middlemen.
- ✗ The home-buying process is straightforward

## Reality

- ✓ A single missed deadline or incorrectly filled form could cost you your earnest money deposit.
- ✓ When multiple offers come in on your dream home, your agent's strategy could make yours stand out without overpaying.
- ✓ You could save thousands on closing costs or repairs with an agent who knows how to negotiate.
- ✓ When an inspection reveals mold issues, your agent's contacts could quickly bring in specialists to assess and resolve the problem.



	YES	NO
Do you know how market trends influence home prices in your area?	<input type="radio"/>	<input type="radio"/>
Can you attend showings and handle all the scheduling during business hours?	<input type="radio"/>	<input type="radio"/>
Are you prepared to jump on new listings and act quickly when needed?	<input type="radio"/>	<input type="radio"/>
How comfortable are you negotiating directly with sellers or their agents?	<input type="radio"/>	<input type="radio"/>
Do you know how to put together a winning offer, especially in competitive markets?	<input type="radio"/>	<input type="radio"/>
Can you effectively handle repair negotiations and other key contract terms?	<input type="radio"/>	<input type="radio"/>
Are you familiar with the legal language and implications of real estate contracts?	<input type="radio"/>	<input type="radio"/>
Do you have a solid grasp on all the costs involved in buying a home?	<input type="radio"/>	<input type="radio"/>
How ready are you to manage any unexpected hurdles during the process?	<input type="radio"/>	<input type="radio"/>
Are you prepared to deal with potential setbacks or delays along the way?	<input type="radio"/>	<input type="radio"/>
Can you make objective, smart decisions without letting emotions cloud your judgment?	<input type="radio"/>	<input type="radio"/>
Do you have the stamina to handle the stress and uncertainty that often comes with a real estate transaction?	<input type="radio"/>	<input type="radio"/>



	YES	NO
Will you have access to the full range of property listings, including those off the market?	<input type="radio"/>	<input type="radio"/>
Can you dig into property histories and gather key neighborhood insights?	<input type="radio"/>	<input type="radio"/>
Do you know how to research zoning laws and future developments that could impact property values?	<input type="radio"/>	<input type="radio"/>
Are you familiar with all the steps involved in a real estate transaction—from start to finish?	<input type="radio"/>	<input type="radio"/>
Do you know what to expect during inspections, appraisals, and at closing?	<input type="radio"/>	<input type="radio"/>
Can you juggle all the moving parts, like coordinating with lenders, title companies, and other professionals?	<input type="radio"/>	<input type="radio"/>
Have you thought about the potential financial risks of missteps in the buying process?	<input type="radio"/>	<input type="radio"/>
Do you understand the long-term impact of your home-buying choices?	<input type="radio"/>	<input type="radio"/>
Are you ready to manage any disputes or issues that may arise even after the deal is done?	<input type="radio"/>	<input type="radio"/>

***These are just some of the challenges that come with buying a home, and having the right knowledge and tools in place is crucial to ensuring a smooth and successful transaction. These questions aren't meant to scare you—they're here to help you make sure you're set up for success. Buying a home is a huge investment, and being fully prepared is key to making the process as smooth and stress-free as possible!***



# EVEN WHEN YOU'RE CAPABLE

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## The Value of Representation

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You might be thinking, "I've got this! I'm great at negotiating, detail-oriented, and I understand contracts." And you know what? You're probably right. But here's something to consider:

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## Even the Pros Lean on Other Experts

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Doctors still become patients when they need medical care. Hairstylists let their colleagues handle their highlights. Wedding planners hire other planners for their big day. Why? Because there's real value in having someone fully dedicated to your success.

Let's put it this way: Would you represent yourself in court? Maybe—but wouldn't you rather have a skilled attorney, making sure everything is handled perfectly, saving you time, stress, and avoiding costly mistakes?

Buying a home is one of the biggest financial moves of your life. Just like you wouldn't head to court without a lawyer, navigating the home-buying process without an agent could leave you at a disadvantage. Having someone in your corner can make all the difference!



# WHAT MAKES ME DIFFERENT: YOUR ADVANTAGE IN TODAY'S MARKET

When it comes to buying a home, you need more than just an agent—you need a strategic partner who's 100% committed to your success. As your buyer's agent, I combine deep local market knowledge, expert negotiation skills, and a personalized approach to ensure you find the right home at the best price.

## HOW I'VE HELPED CLIENTS LIKE YOU

- Secured a home in a multiple bid situation in Lynnfield without presenting the highest offer.
- Discovered an off-market gem in Peabody for a family needing interior space and a large yard.
- Negotiated an updated price following an appraisal deficiency, securing the home in Georgetown

## HERE'S HOW WE'LL GUIDE YOU:

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- A personalized needs assessment and budget planning.
- Custom property search, including those hard-to-find off-market listings.
- In-depth property and neighborhood analysis.
- Strategic offer creation and expert negotiation.
- Full management of every step in the transaction process.
- And ongoing support even after you've closed on your home.

**With us, you're not just getting a home—you're getting a partner committed to making the process as seamless and successful as possible. Let's find your perfect home!**



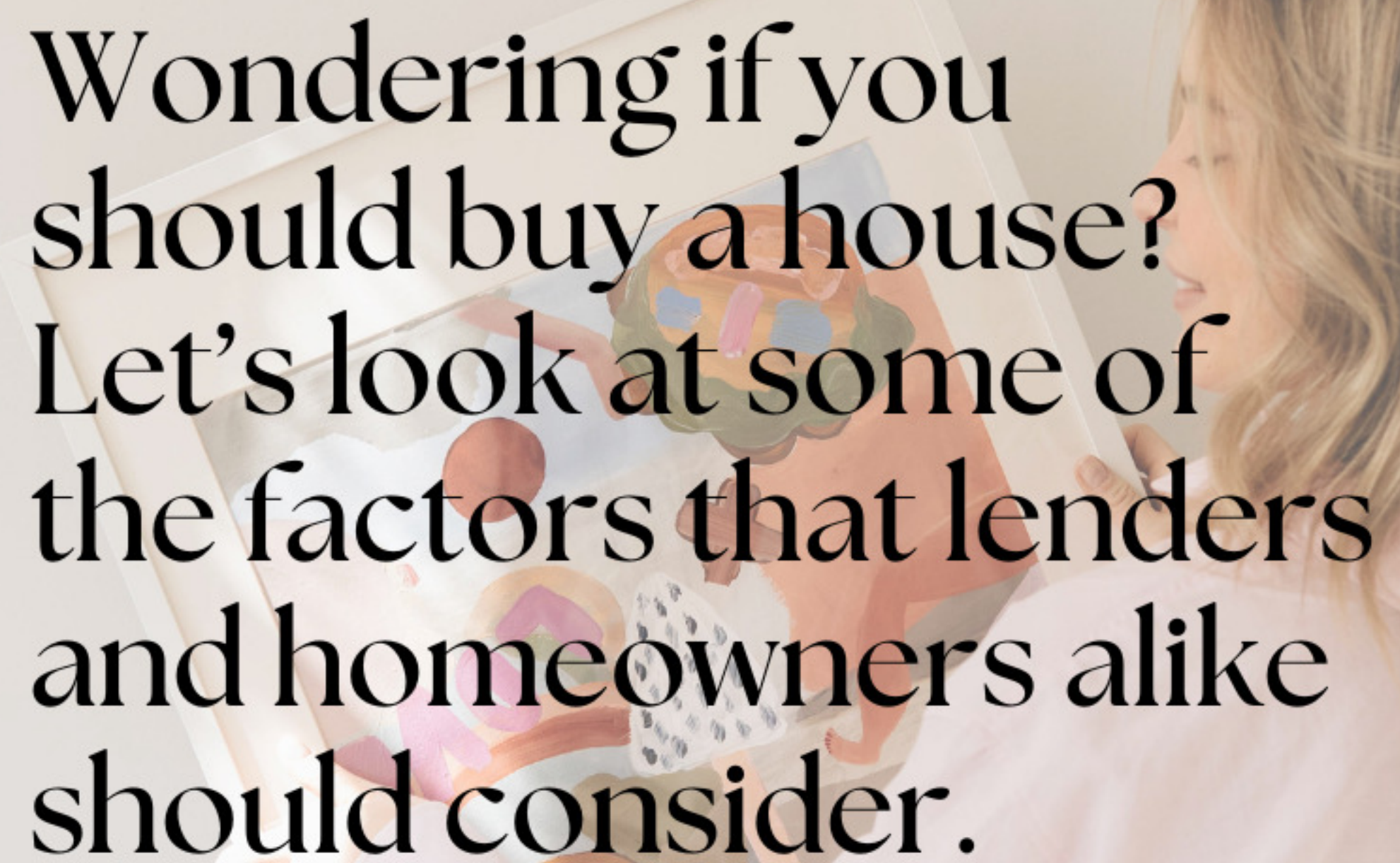
DECIDE WHETHER YOU'RE READY

# To Buy A Home

Sure, there's being financially ready to buy a house, but are you emotionally ready? Even if it's just going to be your starter home, you're making a big financial commitment and putting down some roots.

You'll want to think about your other goals for the next few years. Are you buying with a partner, and if yes, are you on the same page when it comes to money? Is there any chance you'd need to relocate for work? Are you thinking of starting a family?

These big-picture questions can add to the pros (or cons) of whether this is the right time to buy a house.

A woman with blonde hair, wearing a light pink long-sleeved shirt, is looking at a framed abstract painting. The painting features various colors like orange, blue, and green. The text is overlaid on the right side of the image.

Wondering if you should buy a house? Let's look at some of the factors that lenders and homeowners alike should consider.

## INCOME AND EMPLOYMENT STATUS

Your lender won't just want to see how much money you make. They'll also want to see a work history (usually about 2 years) to make sure your income source is stable and reliable.

Preparing your income is all about pulling the right documentation together to show steady employment.





## INCOME AND EMPLOYMENT STATUS CONTINUED

If you're on the payroll, you'll likely just need to provide recent pay stubs and W-2s. On the other hand, you'll need to submit your tax returns and other documents the lender requests if you're self-employed.

Debt-to-income ratio (DTI) is another financial instrument mortgage lenders use to evaluate your loan application. Your DTI helps your lender see how much of your monthly income goes to debt so they can evaluate the amount of mortgage debt you can take on.



DTI is calculated by dividing your monthly debt by your gross monthly income. For example, if your monthly debts (credit card minimum payments, loan payments, etc.) total \$2,000 per month and your gross monthly income is \$6,000, your DTI is  $\$2,000/\$6,000$ , or 33%. Your lender will use the debts shown on your credit report to calculate your DTI.

Depending on the type of loan you're applying for, your lender may also calculate your housing expense ratio, also sometimes referred to as front-end DTI. This is a ratio that looks at your total monthly house payment (principal, interest, taxes, and insurance) compared to your monthly income. For example, if you have a \$1,200 house payment and the same \$6,000 monthly income, your housing expense ratio is  $\$1,200/\$6,000$ , or 20%.

It's smart to review your DTI before you apply for a loan. In most cases, you'll need a back-end DTI of 43% or less to qualify for most mortgage options, although this number varies based on your lender, loan type, and other factors.

## CREDIT HEALTH

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Your credit score plays a huge role in what loans and interest rates you qualify for. Your credit score tells lenders how much of a risk you are to grant a loan.

Taking steps to improve your credit score and reduce your debt can pay off big as you prepare to get a mortgage. Better numbers mean better loan options with lower interest rates.

Your credit score is based on the following information:

- Your payment history
- The amount of money you owe
- The length of your credit history
- Types of credit you've used
- Your pursuit of new credit

What score will you need to qualify for a home loan? Most lenders require a credit score of at least 620 to qualify for the majority of loans. A score above 720 will generally get you the very best loan terms.



## TIMING

Deciding whether it's a good time to buy a house or not depends on a variety of personal factors (such as financial readiness and lifestyle preferences) and market conditions (such as economic health and current mortgage rates).

Ultimately, the right time to buy a home comes down to your own unique situation. Be sure to consult a financial expert before making any big financial decisions such as buying a house.





## CALCULATE HOW MUCH YOU CAN AFFORD

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Once you decide you're ready to buy a home, it's time to set a budget. A good place to begin is by calculating your DTI ratio. Look at your current debts and income and consider how much money you can reasonably afford to spend each month on a mortgage.

Homeownership comes with several costs you don't need to worry about while renting. You'll need to pay property taxes and maintain some form of homeowners insurance. Factor these expenses into your household budget when you decide how much you can afford a house.

Mortgage lenders consider DTI an important qualifying factor. The amount of debt you have is considered a very reliable predictor of the risk associated with the approval of any mortgage loan. Therefore, it's important to know your numbers.

### STEP 1: ADD UP ALL OF YOUR MONTHLY DEBTS

*Your debt payments could include:*

- Monthly rent or house payments
- Monthly child support payments or alimony
- Student loan payments
- Car payments
- Monthly credit card minimum payments
- Any other debts you might have

*You don't need to add in:*

- Grocery bills
- Utility bills
- Taxes
- Any other bills that may vary month to month

### STEP 2: DIVIDE YOUR MONTHLY DEBTS BY YOUR MONTHLY GROSS INCOME

Next, do a simple calculation. For example, let's say your debts add up to \$2,000 per month. If your monthly gross income (your before-tax income) is \$6,000 per month, then your DTI ratio is 0.33, or 33%.



## SAVE FOR A DOWN PAYMENT AND CLOSING COSTS

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There are many ways to save for your home purchase, including through investments and savings accounts. If you have relatives who are willing to contribute money, you may be able to use gift money toward your down payment (in which case, be sure to provide your lender with a gift letter).

But how much do you need to save before buying a home? Let's look at some of the major expenses related to the purchase, and how much you might want to save for them.

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### Down Payment

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Your down payment is a large, one-time payment toward the purchase of a home. Many lenders require a down payment because it mitigates the loss they might suffer in the event that a borrower defaults on their mortgage.

Many home buyers believe that they need a 20% down payment to buy a home. This isn't true. Plus, a down payment of that size isn't realistic for many first-time home buyers.

Fortunately, there are many options for buyers who can't afford a 20% down payment. For example, you can get a conventional loan for as little as 3% down. Federal Housing Administration (FHA) loans have a minimum down payment of 3.5%. Department of Veterans Affairs (VA) loans and United States Department of Agriculture (USDA) loans even allow eligible and qualified borrowers to put 0% down.

There are advantages, however, to making a larger down payment. For one, it typically means you'll have more mortgage options. It also usually means you'll have a smaller monthly payment and a lower interest rate. Plus, if you put at least 20% down on a conventional loan, you won't need to pay for private mortgage insurance (PMI).



## CLOSING COSTS

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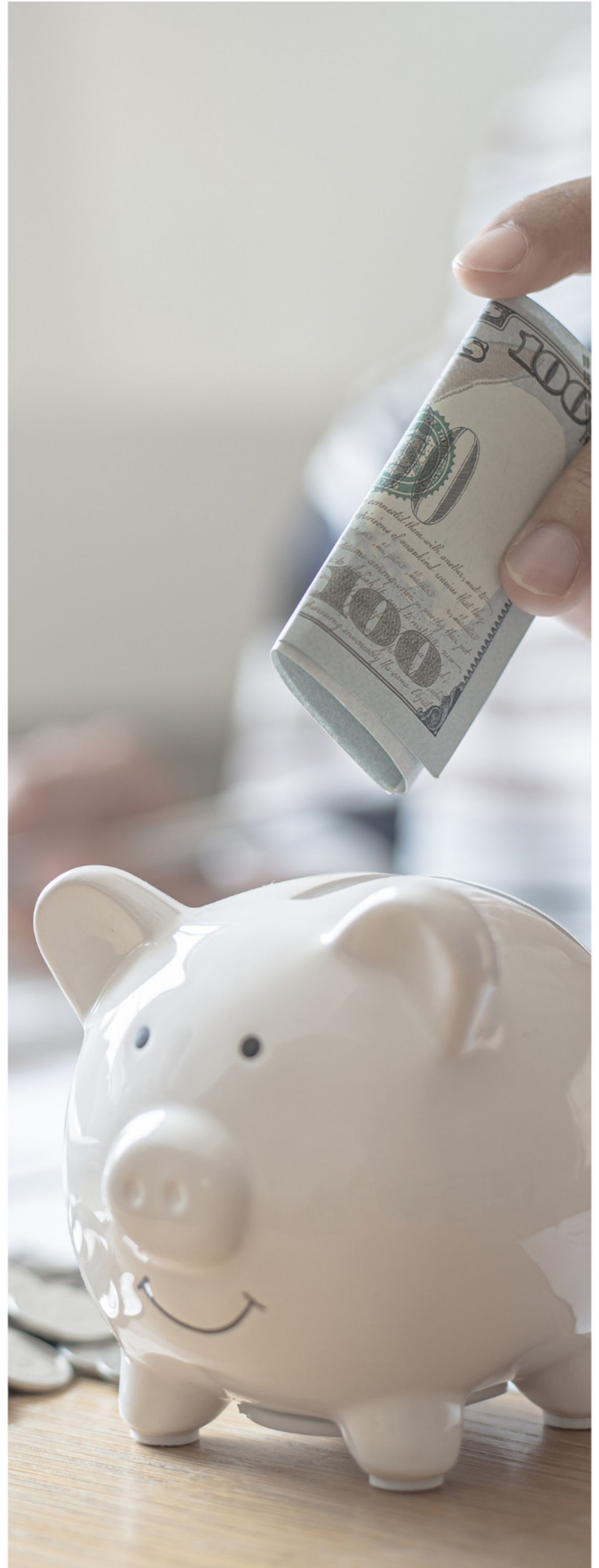
You'll also need to save money to cover closing costs - the fees you pay to get the loan. There are many variables that go into determining how much you'll pay for closing costs, but it's usually smart to prepare for 3 - 6% of the home value. This means that if you're buying a home worth \$200,000, you might pay \$6,000 - \$12,000 in closing costs.

The specific closing costs will depend on your loan type, your lender, and where you live. Almost all homeowners will pay for things like appraisal fees and title insurance. If you take out a government-backed loan, you'll typically need to pay an insurance premium or funding fee upfront.

## IMPORTANT!

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Before you close on your loan, your lender will give you a document called a Closing Disclosure, which lists each of the closing costs you need to cover and how much you'll need to pay at closing. Look over your Closing Disclosure carefully before you close to know what to expect and to catch any errors.





# DECIDE WHAT TYPE OF MORTGAGE IS RIGHT FOR YOU

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Before you can apply for a mortgage, you'll need to decide what the best type of loan is for you and which one you'll qualify for.

## CONVENTIONAL LOANS

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Conventional loans are mortgages made by a private lender and not backed by the government. The most common type of conventional loans are loans that are backed by Fannie Mae or Freddie Mac, sometimes called conforming loans. The majority of mortgages in the U.S. are conventional loans. Conventional loans are always a popular option for home buyers, and you can get one with as little as 3% down.

## FHA LOANS

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Backed by the Federal Housing Administration, FHA loans are less of a risk for lenders because the government insures them if you stop making payments. As a result, FHA loans have credit score requirements that aren't as strict. You can get an FHA loan with a down payment as small as 3.5%.

## VA LOANS

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Backed by the Federal Housing Administration, FHA loans are less of a risk for lenders because the government insures them if you stop making payments. As a result, FHA loans have credit score requirements that aren't as strict. You can get an FHA loan with a down payment as small as 3.5%.





# GET PRE-APPROVED FOR A MORTGAGE

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When you're ready to start house hunting, it's time to get pre-approved for a mortgage. When you apply, your lender will give you a pre-approval letter that states how much you're approved for based on your credit, assets, and income. You can show your preapproval letter to your real estate agent so they can help you find homes within your budget.

To get pre-approved, you need to apply with your lender. The preapproval process typically involves answering some questions about your income, your assets, and the home you want to buy.

Pre-approvals are a dress rehearsal for your mortgage and are necessary to make a serious offer on a home. They typically expire after 90 days and can be refreshed if you don't find the home you're looking for in that time.

Know that pre-approvals don't guarantee your mortgage approval or interest rate. After you're pre-approved, avoid opening new credit lines or making large debt payments that can impact your FICO score.

Working with a lender to get preapproved for a mortgage is an important step in accurately determining your budget. A mortgage preapproval will give you real numbers since the lender will have detailed info about your finances. That includes a hard inquiry, which will show up on your credit report. The good news: If you apply with multiple lenders around the same time, it'll only count as one hard pull.





# stage two

STAGE TWO : THE SEARCH







# YOUR WISHLIST



## CREATE A WISHLIST

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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?

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

## Key Takeaways

- 1/ WE WILL MAKE SURE TO CHECK OUT THE LITTLE DETAILS OF EACH HOUSE**
- Test the plumbing
  - Try the electrical system
  - Open and close the windows & doors to make sure they work properly

- 2/ EVALUATE THE NEIGHBORHOOD AND SURROUNDING AREAS**
- Are the surrounding homes well maintained?
  - How much traffic is on the street?
  - Is it conveniently located to schools, shopping, restaurants, & parks?



## THE BASICS

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What price range would you consider?

No less than \$\_\_\_\_\_ but no more than \$\_\_\_\_\_

Are schools a factor and, if so, what do you need to take into consideration (e.g., want specific school system, want kids to be able to walk to school, etc.)?

Do you want an older home or a newer home (less than 5 years old)? \_\_\_yes \_\_\_no

How much renovation would you be willing to do?  
\_\_\_A lot \_\_\_A little \_\_\_None!

What kind of houses would you be willing to see?

\_\_\_One story \_\_\_2 story  
\_\_\_split level \_\_\_bi-level  
\_\_\_townhouse \_\_\_condo  
\_\_\_New construction \_\_\_Ranch

What style house appeals to you most?

\_\_\_contemporary \_\_\_traditional  
\_\_\_tudor \_\_\_colonial  
\_\_\_modern \_\_\_no preference

Do you have any physical needs that must be met, such as wheelchair access?

\_\_\_yes \_\_\_no



# THE LOT

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N E E D

W A N T

Large yard (1 acre or more)	-----	-----
Small yard (less than 1 acre)	-----	-----
Fenced yard	-----	-----
1 Car Garage	-----	-----
2 Car Garage	-----	-----
3 Car Garage	-----	-----
4+ Car Garage	-----	-----
Extra parking	-----	-----
Patio/deck	-----	-----
Pool	-----	-----
Outdoor spa	-----	-----
Outdoor Kitchen	-----	-----
Other buildings	-----	-----
Special view Of what?	-----	-----



## DOCUMENTING YOUR VISIT

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The most commonly missed step...

When it's time to take your home tour, check the features against the checklist you made. Do you need to re-evaluate any of your must-haves?

Get a feel for the home and consider anything you may have left off of your list. Remember, paint can be replaced, and staged furniture will change, but there are aspects that can't change so easily:

- Is there enough space or too much space?
- Where could you use more space?
- How would you describe the layout?
- Do you like the fixtures and finishes?
- Are you happy with the windows (enough natural light, well-placed, too sunny)?
- Does the home have curb appeal?
- Does the home have adequate parking?





A photograph of a person's hand with a black wristband resting on a laptop keyboard. The laptop is open, and a document is visible in the background. The text "START touring HOMES" is overlaid in a large, white, serif font. The word "START" is in all caps, "touring" is in a script font, and "HOMES" is in all caps. The background document contains text about church and media, including phrases like "I don't see media team because I think media is cool and it makes me feel", "because I believe whole heartedly in the vision my pastor's have set for our church, and will do", and "I don't go to church for me".

# START *touring* HOMES



Address: \_\_\_\_\_

Date Viewed: \_\_\_\_\_

Time of day: \_\_\_\_\_

Home Score:      1      2      3      4      5      6      7      8      9      10

### LOCATION

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- ☐ The home is in our desired neighborhood and/or area
- ☐ The home is in our desired school district
- ☐ We like the parks and recreational options close by
- ☐ The home is within our determined work radius.

### INTERIOR DETAILS

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- ☐ The home has the number of bedrooms we want/need
- ☐ The home has the number of bathrooms we want/need
- ☐ The home is as updated as we want
- ☐ The home has the square feet we want/need

### EXTERIOR DETAILS

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- ☐ The exterior is in good condition & is as updated as we want/need
- ☐ We like the look and design of the exterior of the home
- ☐ We like the landscape and it is what we want/need.
- ☐ The backyard will work for us and is what we want/need

make copies of  
this to use at  
each home  
you tour





# stage three

STAGE THREE : UNDER  
CONTRACT & CLOSING





YOU'VE FOUND

# The One

NOW IT IS TIME TO MAKE AN OFFER



## WRITING AN OFFER

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Before you make an offer on a house there are three key elements that you'll want to have in place before you make an offer on a house.

The first is a mortgage preapproval from at least one lender. Ideally, you should get preapproved before you start looking at houses. It can be time-consuming to pull together all the required documents, but most importantly, a preapproval lets you know how much house you can afford. Having a preapproval in hand also lets the seller know that you're serious and provides reassurance that the deal will close. That can be extra helpful in a scenario where the seller is in a hurry to move.

Second, know your market to ensure you're making a competitive offer. This can be based on comparable sales, other market information from your own research, or a comparative market analysis provided by your real estate agent. You'll probably want to make an offer that's for slightly less than your preapproval amount, which leaves room to negotiate.

Last, verify that the down payment required by your lender is in the bank and ready to go. Simply having earmarked certain assets as the funds to buy a home (including the money required for the earnest deposit, down payment, closing costs, etc.) is not enough to ensure a smooth transaction. Having direct and immediate access to the cash is essential.





## What is included in an offer:

A written offer may contain these elements, among others:

- Address: The home's legal address, and sometimes the legal property description.
- Price: Details regarding the purchase price and terms.
- Earnest money: The amount and terms regarding the earnest money, including its disposition upon the acceptance of the offer.
- Title: A stipulation that the seller will provide clear title to the property.
- Closing costs: Details regarding which party will pay closing costs or other fees, as well as how certain taxes and expenses will be prorated between the buyer and the seller at closing. (Some lenders may cap the amount of seller participation in these expenses.)
- The date and time of the offer's expiration: In hot markets, this can be mere hours, but in most cases, it's one or two days.
- A projected loan closing date: This is typically 30 to 60 days, though how long your lender's underwriting process takes can be the deciding factor here.
- Contingencies: Any contingencies that the deal is subject to (more on these in the next section).
- Disclosures: Other state-required provisions or disclosures.

## Common contingencies:

Your written offer will likely include at least a couple of standard contingencies. These are things that need to happen before the sale can move forward. Common contingencies include:

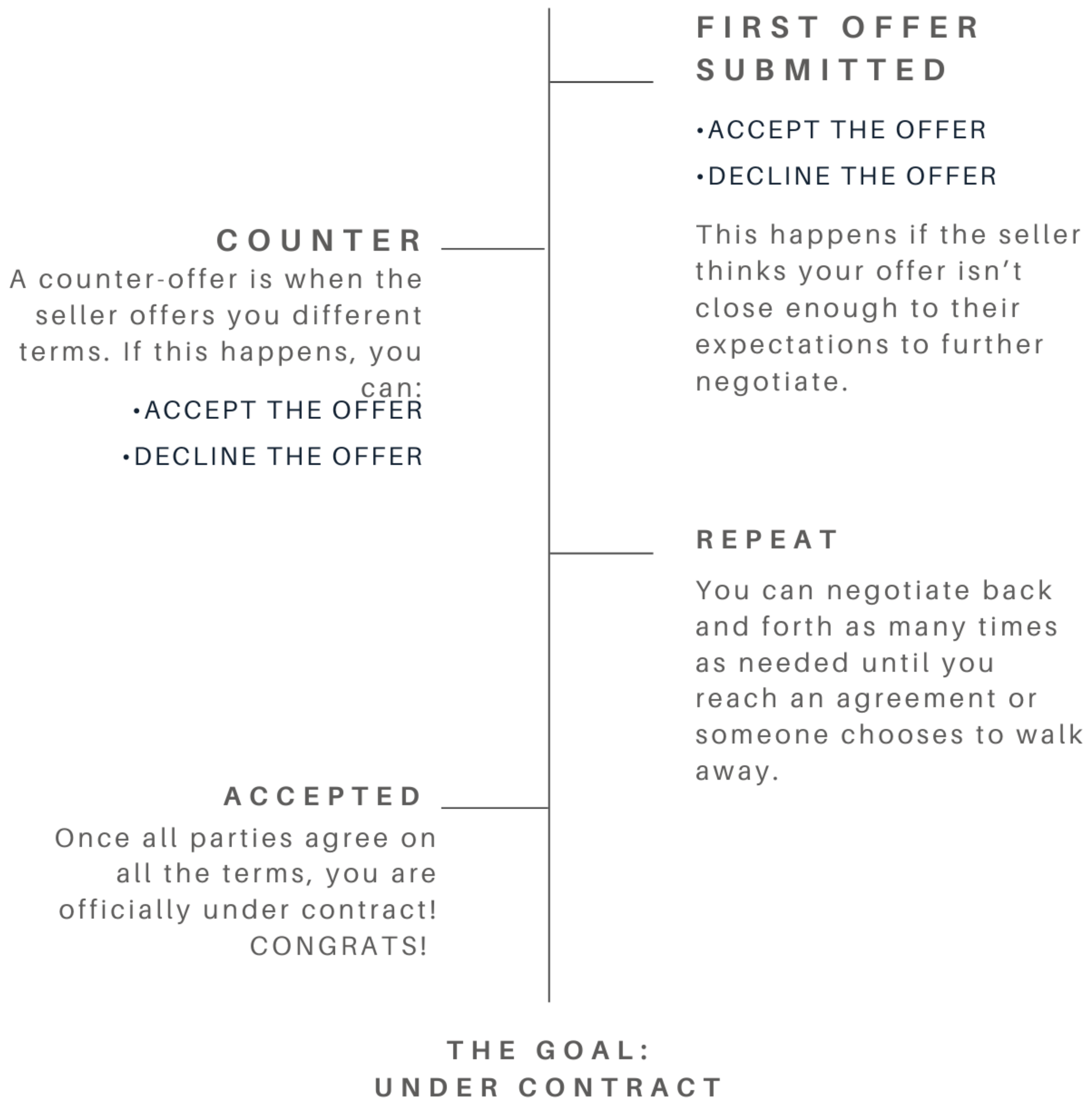
- Final loan approval: In other words, you get the mortgage, often within a specified amount of time.
- Home inspection: In addition to requiring that the property undergo a home inspection, this contingency may also specify how issues revealed during the inspection will be addressed (for example, if the seller will repair or provide a credit at closing), or if the inspection is for informational purposes only.
- Appraisal: Lenders generally insist on verification of the home's value via an appraisal, as they don't want to lend you more than the property is worth.
- Home sale: This is a less common contingency that means the purchase relies on the completion of another, separate transaction. This is usually either the sale of your current home or the seller finding a new home.

Although you have to protect your interests and gather enough information to make a wise purchase, contingencies may act as roadblocks to getting a deal done — especially in hot markets. It's best for both the buyer and the seller to put only enough stipulations in the contract to cover the necessary bases; no more.



## TIMELINE

# THE OFFER PROCESS





A modern living room interior. In the foreground, there is a light gray sofa with several pillows and a patterned throw blanket. In front of the sofa is a round, light-colored wooden coffee table with a small potted plant on it. To the right of the coffee table is a large, round, knitted pouf. On the wall behind the sofa are two framed pictures: one is a simple abstract blue and white square, and the other is a tall, thin, modern building (labeled 'BITEXCO FINANCIAL TOWER' at the bottom). To the left, there are white curtains and a potted plant. The overall atmosphere is bright and minimalist.

## INSPECTION

A basic home inspection can raise issues you might face down the road and point out any necessary repairs. This visual assessment covers all aspects of the house and its systems, from the foundation to the roof. If you have a particular concern, like mold or radon, you may want to get one of the more specialized types of home inspections in addition to a standard inspection. You choose the home inspector and pay for the home inspection. If it uncovers problems that weren't included in the seller's disclosures, you may be able to negotiate with the seller



# PURCHASE AND SALE

## SECOND DEPOSIT

In Massachusetts, a Purchase and Sale Agreement (P&S) is a legally binding contract outlining the terms and conditions of a real estate transaction, superseding the initial offer and detailing the rights and responsibilities of both the buyer and seller. The P&S replaces the initial offer to purchase, providing a more comprehensive and detailed agreement.

Your attorney will negotiate the details of the agreement with the sellers representative and you will have a chance to review and asked questions prior to executing the document.

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# FINALIZE YOUR MORTGAGE

You know the property you want to buy and how much you'll have to pay for it. Now you'll choose a lender to get a mortgage from (you can go with a lender that preapproved you or start fresh with a different one).

Even with an online-first lender, you'll often work closely with a loan officer to complete the actual application.

This is a paperwork-heavy process, so get ready to do a lot of uploading.

## HERE'S WHAT YOU'RE LIKELY TO NEED:

- W-2 forms from the past two years (possibly more, if you've changed employers).
- Pay stubs from the past 30 to 60 days.
- Proof of other sources of income (including documentation of any gift money).
- Federal income tax returns from the past two years.
- Recent bank statements (usually for the last couple of months).
- Details on long-term debts like car or student loans.
- ID and Social Security number.

Once your mortgage application is complete, you'll go into underwriting. During this process, the lender makes a final decision on whether to give you the loan — it's basically making sure there's not anything about the deal that's just too risky.

Underwriting includes digging deep into your finances, so you may need to come up with even more documents. The lender will also look at the home you've chosen via an appraisal and request a title search.





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## FINALIZE HOME INSURANCE

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It might feel a little strange to take out an insurance policy on a home you don't actually own yet, but most lenders make securing homeowners insurance a condition of giving you a mortgage. You'll want enough coverage to fully replace the home (which might not be the same as your purchase price or the appraised value), and typically the policy should become effective on your closing date.





# MOVING TIMELINE

## AFTER SIGNING

- Finalize mortgage
- Schedule home inspection
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- Get copies of medical records and store them with your other important documents
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies



## 4

### 4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- buy/find packing materials
- Start packing



## 2

### 2 WEEKS TO MOVE

- Get quotes for home insurance
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

## 1

### 1 WEEK TO MOVE

- Obtain a certified check for closing
- Complete final walkthrough
- Finish packing
- Clean
- Pack essentials for a few nights in new home
- Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number





# CLOSING DAY

## **CLOSING DAY**

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

## **FINAL WALKTHROUGH**

We will do a final walk of the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
  - Open and close garage doors with an opener
  - Flush toilets
- Run the garbage disposal and exhaust fans

## **CLOSING TABLE**

Who will be there:

- Your agent
- The seller
- The seller's agent
- Your loan officer

## **BRING TO CLOSING**

- Government-issued photo ID
- Copy of the sales contract

## **RECEIVE YOUR KEYS**

Congratulations! It was a lot of hard work but you are now officially homeowners!! Time to throw a party and get to know your new neighbors!



# TESTIMONIES

## 1/ MARIANNE

Domenica was superb in handling every aspect of the sale from our first meeting throughout the entire process. She is vibrant, professional, extremely knowledgeable of the market and has relationships with many in the field. She communicated on a regular basis and was always available. I would highly recommend Domenica for anyone who is buying or selling a home

## 2/ WILLIAM & JOAN

Domenica is an extraordinary realtor, but for my wife and I, her excellence as a person puts her in a league of her own. We would never think of using any other realtor, as we could never imagine any realtor bringing such class and competence to the profession. Simply put "Domenica is The Best !

## 3/ TAYLOR & TRAV

"As previously stated, Domenica is the best there is. My fiancé and I were more than happy with the result of purchasing our first home together. Over and over again, I'd recommend Domenica to everyone we know. Thank you!



# CENTURY 21<sup>SM</sup>

## NORTH EAST

*We would love to work with you, please  
reach out if you have any questions.*

# GIORDANO GROUP

781.608.3004