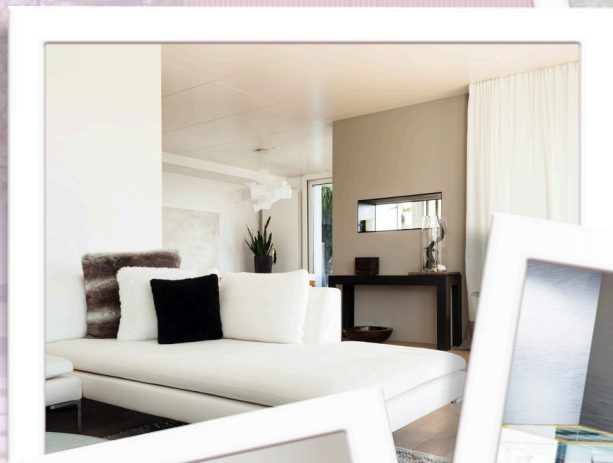


# Home Buyer's GUIDE

**A STEP-BY-STEP  
JOURNEY TO  
HOMEOWNERSHIP**



# Hello!

## I'M CECE ELLIS

### **CECE: UNVEILING LUXURY, WITHIN YOUR REACH.**

Buying, Selling, Renting, or relocating? I Got You Covered! We also offer assistance with housing vouchers (Section 8), and programs for veterans. I'll guide you through the process, from finding the perfect home to negotiating the best possible price, ensuring that you get the best for less!

**LUXURY IS WITHIN  
YOUR REACH! COME  
EXPERIENCE THE  
ART OF LUXURY IN  
YOUR BUDGET!**

✉ [cece@ellisluxuryhomes.com](mailto:cece@ellisluxuryhomes.com)

☎ Call/Text: 314-486-4522

🌐 [www.EllisLuxuryHomes.com](http://www.EllisLuxuryHomes.com)

🏠 8999#A Saint Charles Lane  
St. Louis, MO 63114



*Are you ready?*



# ~~IM~~POSSIBLE

WELCOME TO THE EXCITING JOURNEY OF HOMEOWNERSHIP!  
THIS GUIDE IS YOUR ROADMAP TO NAVIGATING THE  
PROCESS, FROM FINDING YOUR DREAM HOME TO CLOSING  
THE DEAL. WE'LL PROVIDE YOU WITH VALUABLE INSIGHTS,  
TIPS, AND RESOURCES TO MAKE YOUR EXPERIENCE  
SMOOTH, SUCCESSFUL, AND STRESS-FREE!

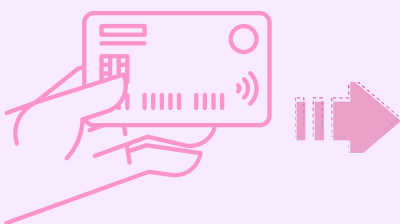
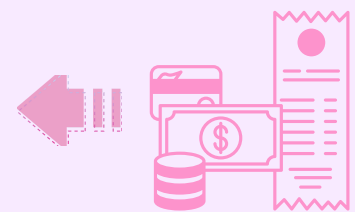


## GET PRE-APPROVED FOR A MORTGAGE



*This shows sellers you're a serious buyer and helps you determine your budget.*

*Shop around with local mortgage lenders to compare rates and terms. Consider factors like interest rates, closing costs, down payment assistance programs, and loan types (fixed-rate, adjustable-rate).*



*Your credit score is a significant factor in determining your mortgage options. I offer complimentary resources to help you achieve a score that unlocks the best rates.*

# CHOOSING ME AS YOUR *agent*

01

*I'm a knowledgeable realtor/broker, and I can be your invaluable guide throughout the process. I'll help you find properties, negotiate with sellers, and navigate the complexities of the market.*

02

*Partner with someone who has a deep understanding and proven results in the specific area you're targeting.*

03

*My negotiation skills are legendary, securing the best possible outcomes – ensuring you get the best for less!*



# DEFINE YOUR NEEDS AND WANTS



## Dream Home Checklist

Create a list of your must-haves and nice-to-haves. Consider factors like location, size, number of bedrooms and bathrooms, desired features, and budget.

## Market Research

Research neighborhoods, school districts, and local amenities to understand the different areas and their appeal.



## Prioritize Your Needs

By understanding your budget and prioritizing your needs, you can streamline your home search and focus on properties that truly align with your vision.





## START YOUR HOME SEARCH

### **Online Resources:**

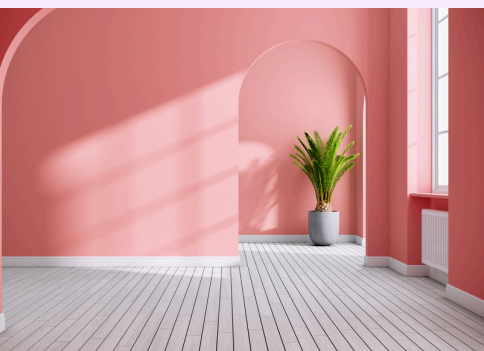
Utilize online real estate portals like Zillow, Realtor.com, and Trulia to browse listings and save properties you're interested in.

### **Agent Showings:**

Your realtor will schedule showings for properties that match your criteria.

### **Open Houses:**

Attend open houses to get a feel for different properties and neighborhoods.





MAKE AN OFFER

## 1 Negotiation Time

*Once you find a property you love, your agent will help you craft a competitive offer.*

## 2 Real Estate Contracts

*Be prepared to understand the specifics of real estate contracts.*

## 3 Contingencies

*Include contingencies in your offer, such as financing, inspection, and appraisal, to protect your interests.*

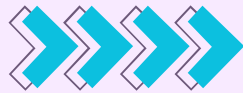


# HOME INSPECTION &

# Appraisal



## Professional Inspection



*Hire a qualified home inspector to assess the property's condition and identify any potential issues.*

## Appraisal Process

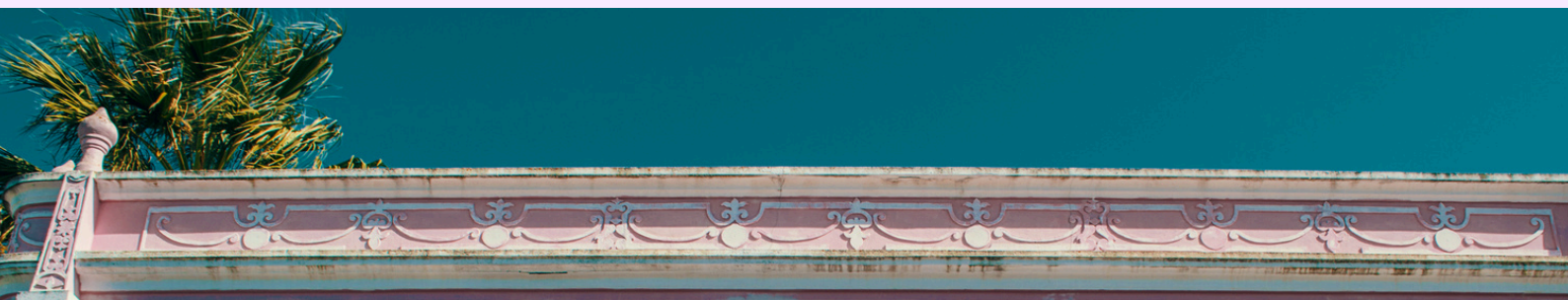


*A licensed appraiser will determine the fair market value of the property.*

## Negotiating Repairs



*If the inspection reveals issues, you can negotiate with the seller to have them repaired or adjust the purchase price.*





# CLOSING AND

# Funding

## FINAL STEPS

01

Once all contingencies are satisfied, you'll move towards closing on the property.

## CLOSING COSTS

02

Be prepared for closing costs, which can include fees for title insurance, recording fees, and other expenses.

## FUNDING THE LOAN

03

Your mortgage lender will fund the loan, and you'll officially become the owner of your new home.



## Upfront costs and closing costs

### UPFRONT COSTS

- *Earnest Money Deposit: 1-2% of purchase price*
- *Home Inspection: \$300-\$600*
- *Appraisal: \$450-\$600*
- *Closing Costs: 3-5% of purchase price*
- *Down payment: 0%-20% + determined by what lender and you decided is best for your situation.*



### CLOSING COSTS

- *Prorated taxes*
- *Loan fees: Processing, underwriting, wires, prepaid interest*
- *Title fees: title insurance policies, deed preparation, settlement fees, wires*
- *Survey*
- *Prepaid Homeowners Insurance*
- *Government fees: recording deed, recording mortgage, state recordation tax, state transfer tax (waived for 1st time homebuyers)*

YOUR LENDER WILL BE ABLE  
TO RUN AN ESTIMATE OF  
EVERYTHING PRIOR TO  
SUBMITTING AN OFFER SO  
YOU ARE PREPARED FOR  
SETTLEMENT AND WHAT TO  
EXPECT!

## APPRAISAL

An appraisal is the estimated value of a home determined by an inspection of the property and its comparison to recently sold homes in the area to estimate the value.

## CLOSING COSTS

Closing costs are fees due at the closing of a real estate transaction in addition to the property's purchase price. Both buyers and sellers may be subject to closing costs. Examples of common closing costs include fees related to the origination and underwriting of a mortgage, real estate commissions, taxes, insurance, and record filing.

## APPRECIATION

Appreciation refers to your property's value or, more specifically, how much its value increases over time.

## MLS

A multiple listing service (MLS) is a database established by cooperating real estate brokers to provide data about properties for sale. An MLS allows brokers to see one another's listings of properties for sale with the goal of connecting homebuyers to sellers.

## ESCROW

Escrow is a legal concept describing a financial instrument whereby an asset or escrow money is held by a third party on behalf of two other parties that are in the process of completing a transaction

# COMMON HOME BUYING *Questions*

## **WHO PAYS THE REALTOR FEES WHEN BUYING A HOME?**

The seller will pay the commission during the transaction. Buyers will be responsible for a small flat fee that is built into closing costs.

## **HOW MANY HOMES SHOULD I LOOK AT BEFORE PUTTING IN AN OFFER?**

There is no specific number of homes you should look at. Once you walk into the right home, you will know it. It may be the 1st home you see, it may be the 20th home you see!

## **DO I HAVE TO PUT DOWN THE NORMAL 20% OF THE PURCHASE PRICE?**

No. Not even close. There are many different loan options and your lender will go through what is best for you. Twenty percent is not realistic for most first time home buyers.

## **WHAT IS TITLE?**

Title is your ownership right to your property.

## **WHAT IS THE DIFFERENCE BETWEEN DOWN PAYMENT AND CLOSING COSTS?**

Down payment is a percentage of the purchase price of the home. Lenders require that borrowers must invest a certain percentage of the purchase price in the home. Closing costs are the other, non-down payment costs, paid at settlement. These include all the fees associated with closing a loan.

## **IF THE CONTRACT FALLS THROUGH, DO I GET MY MONEY BACK?**

It is very uncommon for a contract to fall through, but depending on who is at fault, you should receive back your EMĐ, but anything paid for, like home inspections, is forfeited.

## **WHY DO I NEED TO GET PRE-APPROVED?**

Getting pre-approved shows that you are a motivated buyer. If we go to see a house and you are not pre-approved, you cannot put in that offer until we have your pre-approval. This takes time and someone who is already pre-approved can move much faster on an offer. You do not want to lose your dream home!





# Contact Information



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