

The DeBlis Group
Buyer's Guide



QUALITY IS NOT AN ACT,
IT IS A HABIT.
ARISTOTLE

WHAT IS THE DIFFERENCE?

6 Reasons to Hire The DeBlis Group to Buy your Home

We help you **navigate** the process.
We research the **home of your dreams**.
We are **full service real estate professionals**.
We **communicate** and **collaborate** with our clients.
We **find off-market homes** in your chosen neighborhoods.
We **negotiate** on your behalf to achieve the **best terms** possible.

Call 949.433.6095 to experience The DeBlis Group Difference.

A FAMILY BUSINESS

COMMITTED TO YOUR FAMILY



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HERE
TO HELP YOU

The three most important elements in buying a home are market research, professional guidance & personal attention.

Our approach to searching for your dream home is targeted to your tastes. Clients appreciate our analytical approach, expertise and strong negotiation skills. We will guide you intelligently on the pros and cons of each home. We put your success first because we're in the business of building long-term relationships.

Buying a home, whether it's your first time or tenth time, can be a difficult experience without expert, ethical representation. We will counsel you from our first meeting to close of escrow and we'll be there for post-closing support. We are very hands-on and proactive, and always keep you informed through every stage so your mind is at ease. We use current market data to effectively negotiate the best possible price as well as terms, and we use strategies to find off-market properties that may be the perfect match for what you're looking for.

What separates The DeBlis Group from other real estate firms is we provide concierge level service. We were founded on the principle of always serving our Client's needs first. We love to sell real estate. Every home has a special story, we would be privileged to tell yours.

There is searching for a home, and then there is buying your home backed by the power of The DeBlis Group. We personally invite you to experience the difference and guarantee you will not find a stronger partner to represent your interests.




FOLLOW YOUR BLISS
& THE UNIVERSE WILL OPEN DOORS FOR YOU
WHERE THERE WERE ONLY WALLS.
JOSEPH CAMPBELL



THE VISION DOESN'T COME ALIVE UNTIL THE LEADER MODELS IT.

JOHN C. MAXWELL

FACTORS
TO CONSIDER

CONSIDER THE FOLLOWING QUESTIONS:

- What is your time frame?
- Which areas are under consideration?
- Have you purchased a property previously? In the past, what worked and what did not?
- Do you have a purchase price in mind?
- Which architectural style(s) do you prefer?
- How many bedrooms and bathrooms do you require?

FINDING YOUR PROPERTY:

Finding the right home is a skill that requires a detailed knowledge of the areas under consideration as well as market conditions. Some of the factors to be considered include:

Price – The price should reflect the location and condition of the home, considering current market conditions and comparable recent sales.

Time – A reasonable time period should be allotted to find a suitable home.

Market Conditions – The market conditions are influenced by the number of homes for sale, the number of competing buyers and the financing conditions available at lending institutions.

HOME FINANCING
AND LOAN PRE-APROVAL

In today's competitive real estate market, Buyers who obtain loan pre-approval have a distinct advantage when a Seller is considering multiple offers on their home. We highly recommend loan pre-approval and we can refer you to professional loan officers prior to starting your home search.

ADVANTAGES OF LOAN PRE-APPROVAL

- Verifies the purchase price that you can afford.
- Prepares you to make an offer on the property you wish to purchase.
- Expedites the buying process.
- Indicates that you are credit-worthy and financially prepared to purchase a home.

REQUIREMENTS FOR LOAN PRE-APPROVAL

The following documents are typically required by a loan officer:

- W-2 forms and federal tax returns from the past two years.
- Pay stubs from the most recent 30 days.
- Two months of financial asset statements.
- Credit Report.

FINANCIAL INFORMATION REVIEWED IN THE PRE-APPROVAL PROCESS

Assets - to verify sufficient funds needed to close the loan.
Credit - to evaluate your credit standing based on the size of the loan.
Debt - to ascertain your debt-to-income ratio.
Income - to certify that you can afford the loan payments based on your income.

WHAT IS A LOAN COMMITMENT?

A written commitment from a lender to provide financing up to a specified amount. This type of pre-approval involves a credit check and verification of assets and income. In order to finalize the loan, the underwriter is required to conduct a review of all property related information (appraisal, contract, insurance and title). A pre-approval letter is generally valid for 60-90 days and can be updated by re-verification of some of the documents.


A WILL FINDS A WAY.
ORISON SWETT MARDEN



LOAN

FINANCING AND BUYER'S COSTS

During an interest rate inquiry, it's important to determine if the rate reflects the payment of points. Many loan programs offer the option to receive a discounted interest rate by paying point or origination fees. One point equals 1% of the loan amount, and the more points you pay, the more the lender can discount your rate. Paying points is not a requirement; it's an option lenders offer to accommodate the immediate or long-term monthly payment concerns of Buyers.

At the beginning of the loan process, your lender is required by law to give you a list of expected fees, known as a good faith estimate (GFE). This document gives you a line-by-line estimate of expected fees as well as to whom or what the fee is paid. Since it is in the lender's interest to proceed with the loan, some of these fees may be able to be reduced or eliminated simply by asking about them—especially if they seem questionable. If the lender can't give you a reasonable explanation, it may be a sign to look for another lender to avoid some loan fees.

BUYER'S COSTS

The following costs may vary based on the circumstances and variables of the loan. Some fees and costs are paid by you during the process, and some are passed along to you at closing:

Appraisal Fee – The lender will have the property appraised to ensure it's worth the amount you've agreed to pay.

Credit Report Fee – The lender will check your credit reports and scores to see how you've borrowed / repaid money in the past.

Discount Points Fee – You can pay interest up front at closing, in the form of discount points. It's usually optional. Buyers do this to get a lower interest rate on a loan. One point equals 1% of the loan amount. In the case of a $250,000 loan, that equals $2,500.



Ecrow Fee – The escrow company will manage all of the paperwork pertaining to these fees and they charge for this service.
Government Recording Charges – Whenever a home is purchased, the government will record the change of ownership. They charge the lender for this act, and the lender passes the expense along to you.
Flood Certification Fee – If your property lies within a federally designated flood zone, it will need to have this certification.
Homeowner's Insurance – You are required to have a policy in place before closing, and you will pay the first premium at closing.
Interim Interest – Interest accrued on the loan for the number of days remaining in the month of the closing.
Origination Fee – Lenders charge this fee when they "originate" or create a loan. It covers some of the lender's upfront costs and is usually 1% of the loan amount.
Processing Fee – Once the loan is originated, it must then be processed. In some cases, this fee can be negotiated.
Survey Fee – If the property does not have a recent survey, the lender may order a new one to determine the exact size of the house and lot, and to see if it encroaches onto neighboring properties.
Tax Services Fee – Lenders pay tax-service companies to oversee the payment of property taxes. Part of this expense may show up as one of your closing costs.
Title Fee – You will pay several fees relating to the title of the property. The title company will charge you for services, document preparation, endorsements, etc.
Title Insurance Fee – This is a one-time fee paid at closing. This insurance protects the lender and the homeowner from previous claims to the property.
Transfer Taxes – The government charges a fee whenever a property is transferred from one entity to another. In California, the exact cost will be determined by location and purchase price.
Underwriting Fee – The underwriter is the person who verifies the information you provide on your loan application, among other things.
Wire/Courier Fee(s) – This covers the cost of wiring money, sending documents by express courier service, etc.

MAKING AN OFFER
TO THE SELLER

Once you have identified a home you wish to purchase, the next step is to present an offer to the seller. Your agent will assist you in making the offer, which will be delivered to the seller's agent and then to the seller. Negotiations will continue until you and the seller reach an agreement on the offer.

TERMS OF THE OFFER

Down Payment – The amount of cash you are prepared to invest in the purchase.***Contingencies*** – The two primary types of contingencies are stipulations regarding the loan and the home inspections. The loan commitment contingency will be satisfied once you have a loan commitment in place. Other contingencies include the completion of satisfactory home inspections (e.g., engineering, termite), appraisal, or signed contract.

Personal Property – Items that are not fixtures will not be included in the purchase contract unless specified.

The Closing Date – The date upon which you would like to take the title to the property. This is often an "on or about" date, mutually agreed to by the buyer and seller.

AN ACCEPTABLE OFFER

An acceptable offer does not preclude other potential buyers from making another offer on the house. The possibility still exists that another buyer will make a higher offer and/or offer better terms. All offers must be presented to the seller regardless of the stage of the selling process; therefore, buyers are urged to conduct all desired property inspections as quickly as possible and to enter into a fully executed contract. Buyers and sellers are legally bound to one another once all contingencies have been satisfied. An acceptable offer is not binding to either party until the contracts have been signed by both parties and delivered back to the buyer's agent.

A WINNING OFFER

Writing a personal letter can often make a difference. Appealing to the Seller as a person, as opposed to a contract, can sometimes give a Buyer an emotional edge.



WHEN YOU'RE EDUCATED,
YOU MUST OFFER OTHERS A ROAD TO SUCCESS.
DENISE JUNEAU



THE INSPECTION
PROCESS

It is vital to conduct a thorough inspection of your prospective home. Conduct inspections as soon as possible once your offer has been accepted. If you are purchasing a home that requires significant renovations, multiple inspections may be needed to assess the current condition of the property. Schedule the inspections when you can be present to help familiarize yourself with your prospective new home, evaluate its present condition, and decide what repairs will be needed.

DISCLOSURES AND INSPECTIONS

Agency Disclosure Law – Your agent will present you with the required California State Agency Disclosure documents and answer any questions that you might have. Receipt of this information is acknowledged by signing and dating the appropriate form.

Property Condition Disclosure – Sellers are required to provide a statement of certain conditions and information concerning the property, known to the seller.

FEMA Flood Zones – If the property is located in a flood zone, it must be disclosed to prospective buyers.

Lead Paint – Any home built prior to 1978 must have a lead disclosure statement signed by the homeowner.

Water and Well Testing – A laboratory analysis will test the quality of the water. This is especially important for homes that have well water; another test may be performed to determine the capacity of the well.



Smoke Detectors – All persons wishing to transfer ownership of a one or two family residence are required by law to sign an affidavit that the property has an operable smoke alarm.
Carbon Monoxide Alarms – All persons wishing to transfer ownership of a one or two family residence, condominium or cooperative are required to sign an affidavit that the property has operable carbon monoxide detectors.

ABOUT BUILDING PERMITS
A building permit is required: (1) whenever a structural change or repair is made to a building, such as making an addition, moving a wall, or changing the size of a window - (2) when adding to the amount of living space, such as finishing a basement, converting a garage, or building a deck or porch - (3) whenever a detached structural facility, such as a shed or deck, is constructed.
A building permit is not required: for general maintenance or repairs that do not change the property's structure, except when rebuilding an existing deck, even when footings are not changed. ***Consult the appropriate local code enforcement office for clarification.***

ADDITIONAL NOTES
(A) Structural work performed without a building permit is a code violation which can, and generally does, affect the sale of a house.
(B) Financial institutions will not issue a loan until violations are removed.
(C) Homebuyers' generally specify in contracts that all certificates of occupancy must be in place at the time of closing. A Certificate of Occupancy is a separate authorization, issued after inspections or required modifications, verifying that work performed under the building permit conforms to city and state building codes.



THE OFFER
AND CONTRACT

An offer is not binding to either party until the contracts have been signed by the seller and buyer, and delivered back to the buyer's agent before the expiration of the offer or counter-offer.

Once we have achieved our goal of a signed and accepted offer, you can expect the following to occur:

Home Inspection – Ordinarily, the buyer will schedule an inspection as soon as possible. The selling agent is responsible for accompanying the inspector as well as the buyer. A thorough inspection includes the attic, basement, electrical system(s), plumbing, septic systems, and well, if applicable. The buyer may also inspect the oil tank, radon levels, and for the presence of lead paint (if the home was built prior to 1978), according to federal law.
Appraisal – This occurs early in the loan process, and is required for loan approval by the majority of lending institutions.
Written Loan Commitment – The Buyer/borrower will receive a commitment letter with various conditions that must be met prior to scheduling a closing date.



EITHER I WILL FIND A WAY,
OR I WILL MAKE ONE.
PHILIP SIDNEY

The Closing Date – This date must accommodate you and the Sellers, as well as the lending institution. It is possible for the closing date to be delayed based on unforseen circumstances. Your DeBlis Group agent will make every effort to keep the closing date on track.

The Final Walk-Through – Normally performed within 5 days prior to close by the buyer to ensure that all fixtures previously agreed upon remain and that the overall condition of the property is acceptable. A DeBlis Group agent will attend the Final Walk-Through.

INCLUDED IN THE CONTRACT OF SALE

- Please note that this is not a complete list, but only a partial outline of the major details included in the contract. Every contract will vary based on the circumstances of the sale.
- A legal description of the property and the address.
- The selling price of the property, the down payment amount, and the balance due on closing.
- The specific terms of the financing.
- A provision voiding the agreement if the loan contingency is not met.
- The target closing date – this date will be finalized later on in the process.
- Provisions regarding inspections.
- A finalized description of personal property that will and will not be included in the sale.
- A clause specifying that the house will be sold in its current condition, unless otherwise noted.
- A stipulation that the sale is conditional upon the seller providing the title to the buyer.

MOVING
CHECKLIST

PRIOR TO MOVING DAY:

- ☐ Get Quotes from 3 Moving Companies
- ☐ Hire a Moving Company
- ☐ Defrost the Freezer
- ☐ Pack & Label
- ☐ Appraise & Insure Valuables
- ☐ Arrange Child Care and Pet Care for the Day of the Move

SEND CHANGE OF ADDRESS TO:

- ☐ Post Office
- ☐ Bank
- ☐ Credit Card Companies
- ☐ Friends & Relatives
- ☐ Insurance Companies: Auto, Fire, Health, Life
- ☐ Automobile: Transfer of Car Title Registration, Driver's License
- ☐ Utility Companies: Cable, Gas, Internet, Telephone, Trash, Water
- ☐ Home Delivery: Laundry, Magazine, Newspaper, Subscriptions
- ☐ Schools
- ☐ Doctors
- ☐ Church, Clubs, Civic Organizations

ON MOVING DAY:

- ☐ Carry Currency, Jewelry & Important Documents Yourself
- ☐ Double-Check Closets, Drawers & Shelves
- ☐ Contact The DeBlis Group if You Need Assistance



A GOAL IS A DREAM WITH A DEADLINE.
NAPOLEON HILL



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A Family Business.

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If your home is listed, this is not a solicitation.