

HOMEBUYER READINESS WORKBOOK

Know your why. Know your numbers. Know your next step.

This workbook will help you:

- ✓ Clarify your purpose for buying a home
- ✓ Calculate your real monthly cost not just the mortgage
- ✓ Score your readiness across five key areas
- ✓ Map your personalized 90-day or 6-month path forward

by Sharlene Mercier, MBA

Dual-Licensed Real Estate Broker + Mortgage Lender | Houston, TX
\$150M+ Sold | 500+ Families Served | 90 Days to KEYS™

HOW TO USE THIS WORKBOOK

Read this first — it will make everything else clearer.

This workbook is designed for the woman who is serious about homeownership but hasn't yet made the move. Work through each section in order. Be honest with yourself. There are no wrong answers here, only clarity you haven't found yet.

01

Your Why

Identify the purpose driving your decision.
This is your foundation.

02

Your Real Numbers

Calculate what a \$400K home actually costs,
not what Zillow says.

03

Your Readiness Score

Score yourself across five key areas to know
exactly where you stand.

A note from Sharlene:

"The women who close are not the ones with the most information. They are the ones who got clear on what they were building and why it mattered. This workbook gives you both. Start with your why."

SECTION 01 — YOUR WHY

Before the numbers. Before the search. Before anything else.

Without a clear vision, fear runs the decision.
With purpose, you move with confidence and intention.

Financial Security

My money is working for me. I am building an asset that grows while I sleep.

☐ This is my why

Safety

I have a place that is permanently mine. No landlord. No lease. No uncertainty.

☐ This is my why

Stability

My foundation doesn't move when life does. A fixed payment in an unpredictable world.

☐ This is my why

Achievement

This is what my hard work is supposed to build. Real. Lasting. Mine.

☐ This is my why

In your own words — what is this home FOR in your life?

Write freely. This is your anchor.

I am buying this home for: _____

Signed: _____ Date: _____

SECTION 02 — YOUR REAL NUMBERS

Not what Zillow says. What it actually costs.

Online calculators only show principal + interest.
Here is the real monthly cost of a \$400K home in Houston.

Cost Component	Calculator	REALITY
Principal + Interest	\$2,400	\$2,400
Property Taxes (Houston ~2.2%)	—	\$700
Homeowners Insurance	—	\$200
PMI (if <20% down)	—	\$150
HOA (if applicable)	—	\$83
Maintenance Reserve (1%/year)	—	\$333
TOTAL MONTHLY COST	\$2,400	\$3,833

Step 1 — Calculate Your Take-Home Pay

My annual gross income \$ _____
 Minus estimated taxes (~20%) -\$ _____
 My annual net income = \$ _____
 Divided by 12 months $\div 12 =$ _____/month take-home

Step 2 — Find Your Comfort Payment Zone

SAFE
25% of take-home
Room for savings,
travel, life

STRETCH
30% of take-home
Doable but requires
budget trade-offs

STRESS
32% of take-home
House poor
paycheck to paycheck

My take-home pay: _____ x 25% = _____ ← My SAFE payment target

SECTION 03 — YOUR READINESS SCORE

Know exactly where you stand across five key areas.

Let's get real!
Do you actually know where you stand?

→ **Take the SMART Readiness Assessment**

This quick assessment will give you a clearer, more objective view of where you stand and what's actually holding you back (*not just what you think is holding you back*)

Your results will show you exactly what to do next!

You're probably closer than you think.
You just haven't seen it on paper yet.



SOHO

REALTY & MORTGAGE

Most buyers skip this step and only realize the gaps after they've already committed.

Join my homebuying workshop to finally understand your numbers before you choose a home.

**Don't be the one trying to
"make it work" after the purchase.**

➔ **Reserve your seat now!**

Questions?

I personally read every reply.

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