

YOUR ULTIMATE GUIDE TO

BUYING A HOME

CHESTER
REALTY GROUP

POWERED BY FATHOM REALTY



Table of Contents

ONE

Choosing Your Agent

TWO

The Home Buying Process

THREE

The Mortgage Process

FOUR

Determine Wants vs. Needs

FIVE

The Home Search Process

SIX

Schedule Showings

SEVEN

Writing Your Offer

EIGHT

You're Under Contract

NINE

Inspections & Insurance

TEN

It's Closing Time!

PART TWO

Contractor Referrals

PART THREE

Moving Checklist

01

Choose Your Agent



Choosing the real estate agent that you'll work alongside to buy your home is not a decision to take lightly.

Your agent should have a deep understanding of your goals, your market, and a track record for working diligently on behalf of you, their client.

Credentials, of course, are a plus- but what you can't see behind the numbers are the intangibles of always going the extra mile and genuinely caring deeply for clients.

We look forward to the opportunity of representing you and sharing this life milestone with you and your family.

Ryan + Sunni
REALTORS®

A little about us



Ryan was born and raised in Hopkins County and together they've resided here their entire marriage (18 years) thus giving them a deep understanding of the local market. Whether you're looking to buy, sell, or invest in real estate, Ryan & Sunni are here to help you achieve your goals.

Our background in running an oil & gas business, combined with our in-depth knowledge of the local real estate market, allows us to provide our clients with the best possible experience. We take this job seriously. A home is often your biggest asset after all.

What you can expect working with us

We're Curious

We want to have a clear understanding of your goals, who you are, and what your home means to you.

We're Committed

We bring our A-game to every transaction, and we're committed to achieving the best possible outcome for our clients.

We're Proactive

We're always one step ahead, anticipating potential roadblocks and finding creative solutions to overcome them.

We're Personal

We believe in building relationships with our clients and treating them like family, because in the end, that's what leads to the best possible results.

02

The Home Buying Process

From pre-approvals to the closing table!



Welcome to the exciting journey of finding your dream home! As your dedicated real estate agents, we are thrilled to guide you through every step of the home buying process.

This comprehensive guide was meticulously crafted to provide you with a detailed overview of what to expect on this adventure.

From demystifying the mortgage process to assisting you with a lender questionnaire, offering a handy showing checklist, explaining the intricacies of going under contract, navigating the inspection period, and finally, preparing you for the closing process – we've got you covered.

We are committed to ensuring that each step in this process is smooth, transparent, and tailored to your unique needs.

03

The Mortgage Process



Let’t talk finances

The first step of the home buying process is to understand how much you qualify for by meeting with a local lender and getting a pre-approval letter. It's important to interview a few lenders to find one that will be the best fit.

A pre-approval is only valid for 30-90 days, so while you can start talking to lenders, you’ll want to wait on getting that pre-approval letter until you know you’re ready to buy.

In the next section, we outline several questions to ask your lender to ensure they provide a full picture into the terms and conditions of your loan.

Understanding the ins-and-outs of the loan they offer is critical to ensuring long-term success in your new home!

Lender Questionnaire

NAME: _____ **COMPANY:** _____

PHONE: _____ **EMAIL:** _____

What type of loan do you recommend for me and why?

Do I qualify for down payment assistance programs? Pros and Cons?

What is the interest rate? What is the APR? Is there an early payoff penalty?

Will I pay mortgage insurance?

What will my monthly payment be? Does that include insurance and taxes?

Can I lock in an interest rate? If so for how long? Are there fees associated?

What will my closing costs be? Are they a part of my loan, or will I pay them at closing?

04 Consider Wants & Needs



Get clear on non-negotiables

Before we hop into the home search, we like to advise our clients to create a "Needs" list and a "Wants" list. This will help us to really focus on the things that are most important in your future home. Needs are the non-negotiables. Wants are the ones you'd like to have, but you can add or change down the road. *Remember you can't change the lot, the location, or the price you paid.*



NEEDS MIGHT LOOK LIKE

✓ Enough bedrooms for your family
✓ First floor master bedroom
✓ Close proximity to work or school
✓ Yard for children or pets

WANTS MIGHT LOOK LIKE

✓ Specific paint or exterior color
✓ Fenced-in backyard
✓ Specific flooring
✓ Walk-in shower or double vanity

05 The Home Search Process



Finding “the one”

Now that you’ve got your wants vs. needs list in hand, the fun really begins! It’s time to start looking at listings online and choosing which houses to see in person. Keep this in mind:

Use the search filters, but don’t go crazy. You don’t want to restrict your search so tightly that you only have a handful of homes to view.

Add $25k-$50k to your max price. There is sometimes wiggle room with negotiations.

Check out the Google street view. Online pictures can be deceiving so a virtual ‘walk down the street’ will give you a sense of the house and surrounding area.

Jot down the MLS number & address. Send your list to us and we will call the listing agents to gather pertinent info.

The house is “pending”… now what? Don’t panic! Pending contracts do fall through occasionally, so keep it on your list.

Look for some time in your calendar to tour the homes on your shortlist. Hold more time than you think you’ll need.

Home Search Worksheet

What area(s) are you looking to buy in?

What do you like about this/those area(s)?

How many bedrooms, bathrooms, and preferred square footage? 1 or 2 story?

Do you have children? Pets?

What's your favorite style of home?

What are the top 5 most important things in your future home?

What is a non-negotiable feature or aspect needed your future home?

Anything else we should keep in mind during our search?

06

It’s Time for Showings!



Get ready for the fun part

You’re SO READY to get inside those homes on your shortlist and see for yourself if one of them is soon-to-be your new address. Below are a few things to keep in mind.

Read over your wants vs. needs list and revisit your budget. Having this fresh on your mind will help you stay objective and focused.

Take pictures and videos to jog your memory later.

Consider the lot, lot size, and location, all of these things cannot be changed.

Look for signs of structural integrity. Water damage, cracks in walls or ceilings, sloping floors, and other potential issues.

Pay attention to noise levels from nearby roads, airports and railways.

Examine the roof for leaks, missing shingles, or other damage. Inspect siding, windows, doors, and the overall exterior condition.

Consider layout & space. Does the property's layout suit your lifestyle? Check room sizes, storage space, and the flow between rooms.

Look past decor & staging. These things will soon be gone!

Consider the potential resale value by checking the historical appreciation rates.

Showing Checklist

ADDRESS

EXTERIOR RATING (1-10)

INTERIOR RATING (1-10)

LIST 3 PROS OF THE HOME:

LIST 3 CONS OF THE HOME:

TOOK VIDEOS / PHOTOS

☐ YES ☐ NO

INITIAL REACTION (CIRCLE)

NO MAYBE VERY INTERESTED IT'S THE ONE!

ADDRESS

EXTERIOR RATING (1-10)

INTERIOR RATING (1-10)

LIST 3 PROS OF THE HOME:

LIST 3 CONS OF THE HOME:

TOOK VIDEOS / PHOTOS

☐ YES ☐ NO

INITIAL REACTION (CIRCLE)

NO MAYBE VERY INTERESTED IT'S THE ONE!

07

Writing Your Offer



Let’s make it stand out

So you think you’ve found “the one” and you’re ready to put in an offer—one that will be simply irresistible to sellers. Let's talk about making an offer that truly stands out. Below are our tried and tested recommendations.

Include a pre-approval letter that shows that you’re serious, qualified, and ready to purchase.

Lean on a trusted agent who can help you compose an offer that gives you every advantage in landing the home!

Put your best foot—and price—forward. You may only get one shot, so make it count. Lean on your agent and use comps as a guide.

Use a friendly tone. Let the sellers know you want their home—and that you’ll be easy to work with all the way to closing.

Propose to close quickly. Include contingencies only if you must. If you need to sell your current home before purchasing, disclose it here.

Include a short offer email. We take care of this for you. By writing a short email highlighting the best parts of your offer, it helps set the tone for a future transaction.

08

You’re Under Contract



Cue the confetti!

You’re well on your way to your new home sweet home. Here's a quick rundown on what happens after you make an offer and your new home is “under contract.”

Provide an Earnest Money Deposit – This is a good faith deposit to show your commitment to buying the property. This deposit is typically held in an escrow account until the closing.

Schedule Home Inspection – Depending on the results, you may negotiate with the seller for repairs or credits. Schedule this ASAP! We can do this for you if you’d like.

Order Appraisal – Your lender will initiate this. If the appraisal is lower than the agreed-upon price, negotiations or additional funds may be required.

Finalize the Loan – You'll provide documents and go through underwriting with your lender.

Title Search – A title company will conduct a title search to ensure there are no liens or legal issues with the property’s ownership.

Final walk-through – Shortly before the closing date, you'll have the opportunity to do a final walk-through of the property to ensure it's in the agreed-upon condition.

Under Contract Checklist

- [ ] **Send Escrow Deposit**
  Escrow deposit amount: _____

  Escrow deposit recipient: _____

  Be very careful when wiring funds. Never trust wiring instructions sent via email.

- [ ] **Loan Application**
  Make sure your lender has everything needed for your loan application upon executed contract.

  During your loan processing, it is VERY IMPORTANT not to make any job changes, major purchases, or open new credit cards, as any of these activities could alter your qualifications.

- [ ] **Schedule Inspections**
  The last day to renegotiate or cancel the contract due to issues revealed by the inspections is: _____

- [ ] **Obtain Home Insurance**
  Contact insurance companies for quotes before the end of the inspection period.

Important Dates

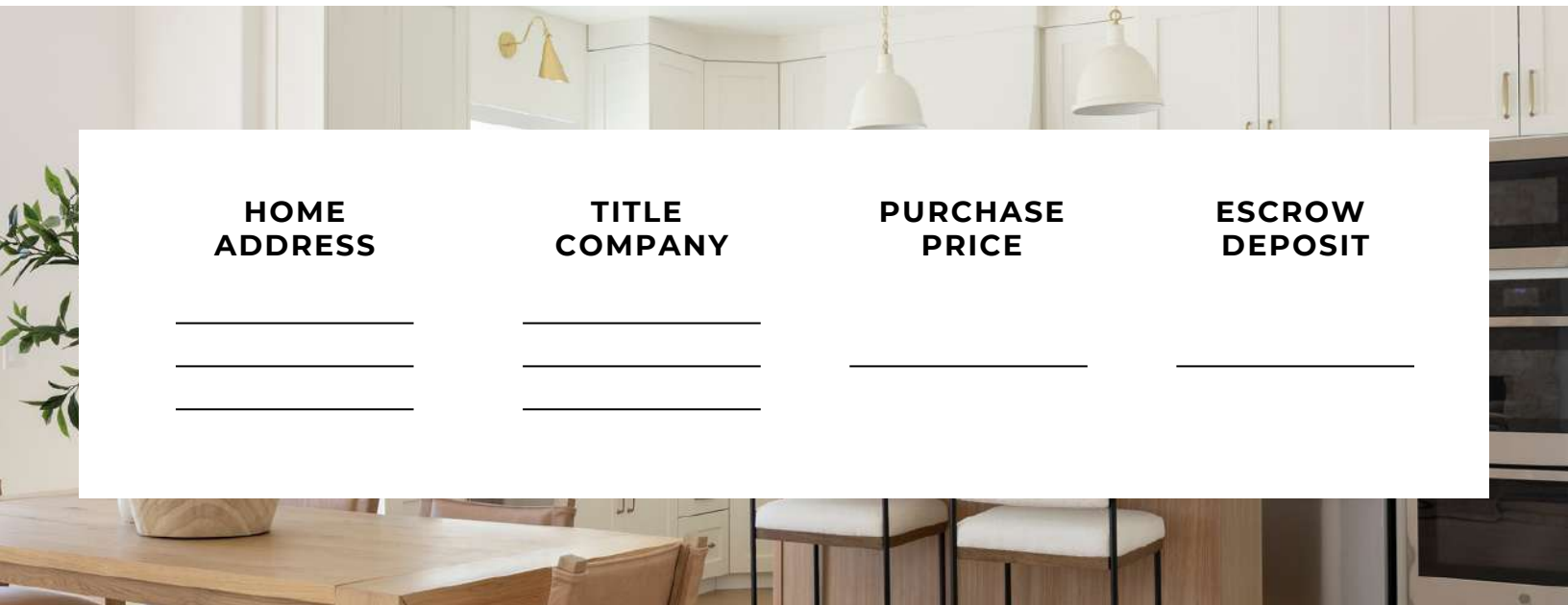
EXECUTED CONTRACT DATE

ESCROW DEPOSIT DUE

LOAN APPLICATION DUE

INSPECTION PERIOD ENDS

ESTIMATED CLOSING DAY



HOME ADDRESS	TITLE COMPANY	PURCHASE PRICE	ESCROW DEPOSIT

09

Inspections & Insurance



Make sure you're covered

The inspection will uncover any issues in the home that would have otherwise been unknown. You will receive a written report of the inspection.

What is the "inspection period"? Inspection periods typically last 7 to 14 days. If the results of the report reveal any issues, you may ask the seller to cover the costs or reduce the sale price.

The home seems fine, do I really need a home inspection? The home may appear to be in perfect shape, but some of the costliest problems are difficult to spot: leaks, termite damage, foundation issues, poor ventilation, faulty wiring, and drippy appliances.

When should I schedule the inspection? Schedule your inspections immediately after your initial offer is accepted. If we need to negotiate any repairs we can before the inspection period ends.

What about home insurance? Once you have a signed contract, start looking for insurance providers. Your lender will typically require evidence of insurance coverage before they approve your mortgage.

Inspections Cheat Sheet

INSPECTION TYPE	DESCRIPTION	AVERAGE COST
STANDARD	The standard home inspector's report will cover the condition of the home's heating system; central air conditioning system; interior plumbing and electrical systems; the roof, attic and visible insulations; walls, ceilings, floors, windows and doors; the foundation, basement and structural components.	**$325-$450**
FOUR-POINT	The Four-Point Inspection examines 4 main things: Electrical, HVAC, Roof & Structure, and Plumbing. The Four-Point will most likely be required by your homeowner's insurance if the home is more than 30 years old.	**$245-$345**
WDI	The WDI Inspection is the Wood-Destroying Insects Inspection. Ask your lender if your loan requires any certain inspections such as a WDI inspection.	**$100-$150**
LEAD-BASED PAINT	If the home was built prior to 1978, a lead-based paint inspection is recommended	**$250-$700**



TRUSTED INSPECTION COMPANIES

STEWART INSPECTIONS
Danny Stewart
903.348.9857
dc-stewart@hotmail.com

HOMETOWN INSPECTIONS
Jonathan Cameron
903.335.2710
jcameroninspection@gmail.com

BP HOME INSPECTIONS
Brandon Pitre
903.268.1447
bhpitre@hotmail.com

Home Insurance Cheat Sheet

INSURANCE TYPE	DESCRIPTION	AVERAGE COST
HOMEOWNERS	The standard homeowners insurance covers financial protection against loss due to disasters, theft and accidents.	**We recommend speaking to an insurance professional**
HAZARD	Hazard insurance protects against damage caused by fires, severe storms, hail/sleet, or other natural events.	**We recommend speaking to an insurance professional**
FLOOD	Flood insurance protects against damage caused by a flood.	**We recommend speaking to an insurance professional**
WINDSTORM	Wind insurance protects against damage caused by tornadoes, hurricanes, or gales.	**We recommend speaking to an insurance professional**



TRUSTED INSURANCE COMPANIES

TULLY INSURANCE

Jason Tully
903.439.3286
kasey@tullyins.com
tullyins.com

FARMERS INSURANCE

John Berning
903.885.9607
jberning@farmersagent.com
farmersinsurance.com

MATTISON INSURANCE

Matthew Mattison
903.439.3101
ss@mattisonins.com
mattisonins.com

Pre-Closing Checklist

BRAVO! HERE'S WHAT YOU'VE COMPLETED SO FAR:

- ✗ **Under contract**
- ✗ **Inspections**
- ✗ **Obtain home insurance**



TIP

It is very important not to make any job changes, major purchases, or open new credit cards, as any of these activities could alter your qualifications for a loan.

THE CLOSING TABLE IS NEAR! HERE'S WHAT'S NEXT:

Order Appraisal

An appraisal is an estimate of the value of the property by a licensed professional appraiser. Once problems are resolved from inspection, the lender will order an appraisal (paid for by you). The appraisal verifies the value of the property for the lender and to protect you from overpaying.

The contract is contingent upon whether the appraisal comes in at or above the purchase price. If the appraisal comes back low, it's back to negotiations!

Obtain Mortgage

You have 5 days from the date of contract execution to begin the mortgage loan application. During the 30-45 days before closing, your lender will be finalizing the loan.

Conduct Survey

Unless a recent survey of the property exists, a new one will be requested. The survey is a sketch showing a map of the property lines and boundaries and reveals if there are any encroachments on the property. The survey is ordered by the title company and usually paid for by the buyer as part of the closing costs (negotiable).

Title Search

The title company will conduct a title search to ensure the property is legitimate and that there are no outstanding mortgage liens, judgments, easements, leases, unpaid taxes, or other restrictions that would impact your ownership.

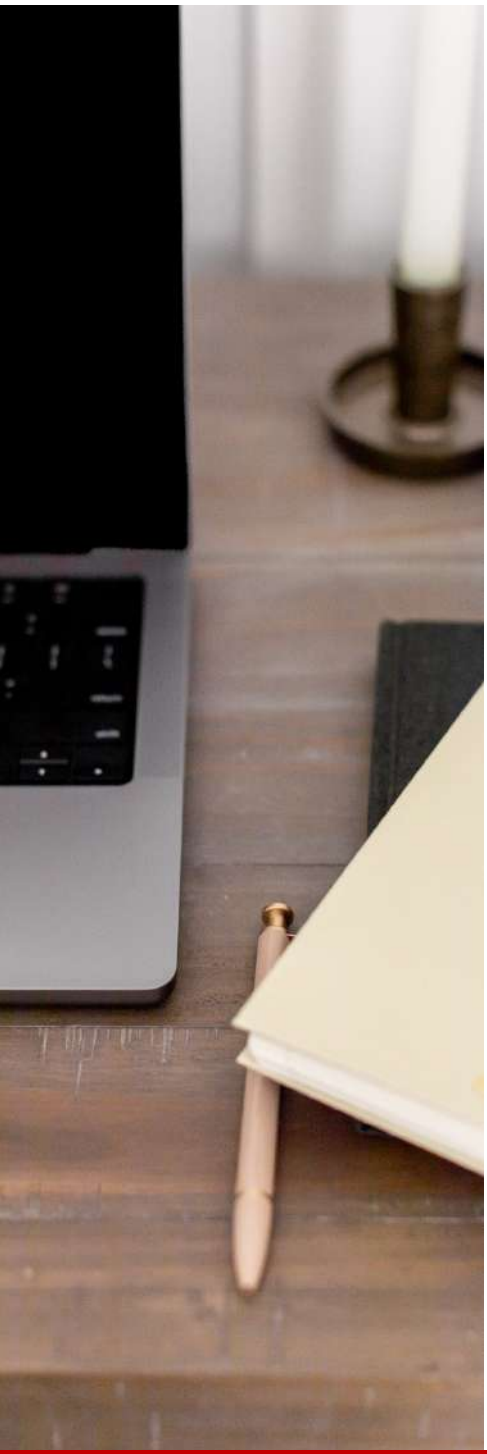
Once the title is found to be valid, the title company will issue a title insurance policy which protects lenders or owners against claims or legal fees that may arise over ownership of the property. This will be included in closing costs.

Clear to Close

The magic words! This phrase means the mortgage underwriter has officially approved all documentation required to fund the loan. All that remains is the actual closing process.

10

It’s Closing Time!



Alexa: play ‘My House’ by Flo Rida

You've received the magic phrase "clear-to-close" and we've scheduled our closing day. Here's what to expect from the closing process:

First, schedule the final walk-through to confirm the seller made the repairs that were agreed upon, if any. The walk through also ensures no new problems have occurred while under contract. We will typically schedule the walk through right before closing.

What happens at closing day? Sign all necessary documents, pay remaining closing costs and the down payment. The title is officially transferred to you, and keys are exchanged.

What should I bring? A photo ID and a cashier’s check to pay any closing costs. Your agent will share any other documents specific to your situation. Be prepared for A LOT of paperwork.

Funding and Recording – Once all documents are signed and funds are transferred, the transaction is recorded with the county or local municipality. This officially transfers ownership from the seller to you.

Get a hold of those keys and celebrate!
We made it to the finish line!



PART TWO

Contractor Referrals

Hello new homeowner! Here is a list of our trusted contractors to make all your home renovation dreams come true, in addition to any routine maintenance or repairs along the way.

Lenders

Bethany Ashby



Nations Lending
(903) 689-4388
Branch Manager
NMLS# 311473

Misty Koch



Nations Lending
(858) 602-6151
Mortgage Advisor
NMLS# 330077

Courtney Brown



City National Bank
(903) 348-9906
Assistant VP
NMLS# 1683068

Brandon Williams



Guaranty Bank & Trust
(903) 885-3193
Senior VP
NMLS# 876191

Title Companies

Money Law & Title



Amanda Wallis
(903) 885-2500
Senior Escrow Officer

Professional Land Title

Teresa Stalcup
(903) 885-1586
Escrow Officer

Hopkins County Abstract



Jana Qualls
(903) 885-2145
Escrow Officer

Inspectors

Stewart Inspections



Danny Stewart
(903) 348-9857
TREC# 20527

Katie Gaddis
(903) 243-3714
TREC# 25017

Hometown Inspections



Jonathan Cameron
(903) 335-2710
TREC# 23024

BP Home Inspections



Brandon Pitre
(903) 268-1447
TREC# 21412

Appraisers

Tasia Willhite

Willhite Appraisal Co
(903) 348-6898
TREC# 1360672

Chris Diamond



Appraisal Firm of Texas
(903) 268-8855
TREC# 1380066

Surveyors

Tri-Point Surveying

Tri-Point Surveying, LLC
903 E. Lennon Dr. Suite 103
Emory, Tx. 75440
Office: 903-473-2117
Email: admin@tri-pointsurveying.com
Firm# 10194270

(903) 473-2117

By-Line Surveying

BY-LINE SURVEYING
903-473-5150

(903) 473-5150

WSB

wsb

(903) 438-2400

Real Estate Attorneys

Law Office of Jonathan A. Newsom



(903) 885-2117
Jonathan Newsom

Heath Hyde, P.C.



(903) 439-0000
Heath Hyde

Residential Services

PAINTING SERVICES



Jesse's Painting
Jesse Olvera
(214) 766-5758

Miguel's Painting
Miguel Correa
(903) 312-4390

POWER WASHING



Fast Eddie's
Eddie Perez
(903) 348-7787

LAWN CARE



Fast Eddie's
Eddie Perez
(903) 348-7787

MOVING COMPANIES



T & M Moving Services
Todd Williams Jr.
(903) 348-2314

EMC Hauling Co.
Colton Williams
(903) 335-5975

CLEANING SERVICES



Christine Nolen
(903) 366-8010

Juanita Medina
(903) 951-0718

PEST CONTROL



Godbolt Pest Services
Broderick Godbolt
(903) 335-2563

Your Hometown Pest Control
Jonathan Cameron
(903) 335-2710

Residential Services cont'd

ROOFER



Matt Bell Roofing
Matt Bell
(903) 243-2250

Triple Crown Roofing
Bryan Burney
(903) 689-0800

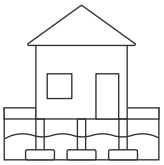
FOUNDATION REPAIR



Platinum Foundation
Armando Garcia
(903) 905-2502

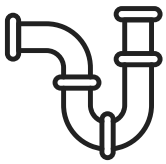
PowerJack
Jim or Jeff
(903) 785-4636

PIER DRILLING



Lone Star Drilling
Brandon Fowler
(903) 348-8758

PLUMBING



Joe Kelley
(903) 438-6626

Reel Plumbing
Carl Reel
(903) 782-1782

ELECTRIC



Millsap Electric
Brad Millsap
(903) 348-2385

V-TEC Electric
Clint VanVleet
(903) 439-8057

HVAC



Brian's Heat & Air
Brian Potter
(903) 348-5073

Donnie's Heat & Air
Donnie Virgel
(903) 243-8448

Residential Services cont'd

MASONRY



JV Masonry
Jose Vargas
(405) 301-6569

J&J Masonry
Jesse Rodriquez
(903) 348-0138

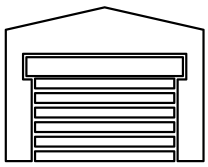
CONCRETE WORK



Bryan Roque
(903) 951-8211

Gomez Concrete Work
Daniel Gomez
(903) 440-3897

GARAGE DOORS



Boatman Garage Doors
Nathan Boatman
(903) 348-0295

Toby Boatman Garage Doors
Toby Boatman
(903) 348-6170

TREE SERVICES



Mercer Tree Service
Tyler Francis
(903) 348-6339

FORESTRY MULCHING



G3 Ranch Works
Weston Garner
(903) 268-1511

EXCAVATION



G3 Ranch Works
Weston Garner
(903) 268-1511

SALTY Services
Zach Collett
(903) 438-6155

PART THREE

Moving Checklist

Make a seamless and stress-free move with the help of this checklist.

4-6 WEEKS BEFORE MOVING

- [ ] Declutter, discard & donate
- [ ] Collect quotes from moving companies
- [ ] Locate schools, healthcare providers in your new location
- [ ] Secure off-site storage if needed
- [ ] Choose a mover and sign contract
- [ ] Create a file of moving-related papers and receipts
- [ ] Contact homeowner's insurance agent about coverage for moving
- [ ] Contact insurance companies to arrange for coverage in new home

3-4 WEEKS BEFORE MOVING

Notify the following about your change of address:

- [ ] Banks + Post Office
- [ ] Credit Card Companies
- [ ] Insurance Companies

Notify utility companies of date to discontinue or transfer service:

- [ ] Electric
- [ ] Gas
- [ ] Water
- [ ] Internet
- [ ] Trash
- [ ] TV

2-3 WEEKS BEFORE MOVING

- [ ] Notify DMV of new address
- [ ] Discontinue additional home services (housekeeper, gardener/lawn service)
- [ ] Start using up things you can't move, such as perishables
- [ ] Close/open bank accounts
- [ ] Arrange for child and pet care on moving day
- [ ] Notify HOA about upcoming move, reserve elevator usage

1 WEEK BEFORE MOVING

- [ ] Confirm final arrangements
- [ ] Arrange transportation for your pets and plants
- [ ] Review your moving-day plan with moving company
- [ ] Take a picture in your home
- [ ] Pack an essentials box for quick access at new home
- [ ] Label moving boxes with the contents inside