



# Buyer's GUIDE

FOR A SUCCESSFUL DREAM HOME PURCHASE



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# meet

# Jess Powers

## YOUR LOCAL REAL ESTATE PROFESSIONAL



### about

Whether you are Buying or Selling real estate, you need to make sure that you're educated about the process from getting started to what it takes to get to the closing table. You need to be educated about what's going on in the current real estate market and where it's headed--not what you hear from headlines or your well intentioned but mis-informed Uncle, but from an expert that studies the data every day and who's actually working with buyers and sellers on a daily basis. You need to make sure that you're aligned with the real estate partner that provides you with all of the resources that you need because when people get good education and reliable information they make better decisions.

REALTOR®

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With nearly ten years of experience and hundreds of homes sold throughout Rhode Island, I have worked tirelessly to establish the highest standards for my clients. I am the agent you want on your side!

REAL ESTATE IS NOT ONLY MY PROFESSION,  
*it's also my passion.*

# 5 EASY STEPS

## *to purchase your new home*

01

### STEP 1: PREPARE

- Save up and get your finances in order
- Get a mortgage pre-approval
- Find a real estate agent to work with

02

### STEP 2: FIND YOUR HOME

- Tell your agent what you're looking for + get set up with MLS
- Identify homes that interest you and ask your agent to book showings
- Work with your agent to write an offer and negotiate price & terms

03

### STEP 3: POST-OFFER TASKS

- Purchase Agreement + Escrow Deposit
- Home Inspection
- Appraisal & Title search

04

### STEP 4: CLOSING PREP

- Homeowner's insurance
- Change addresses and utilities
- Start packing

05

### STEP 5: MOVING IN

- Pre-closing walkthrough
- Sign closing documents
- Welcome home!

# STEP 1: *prepare*

## SAVE UP AND GET YOUR FINANCES IN ORDER

Buying a home is not cheap--but neither is renting! Not only will you have to save for a downpayment, but you will also have to calculate additional expenses such as closing costs, earnest money deposit, Home Inspection, Home Owners Insurance, Appraisal, and moving costs. I recommend you save for a healthy down payment (at least 5-20% of the sale price), plus a sum to cover the extra fees you will incur during the home buying process. Based on all this information, come up with a maximum sale price, you would feel comfortable purchasing based upon your total Monthly Mortgage payment.

## FIND A REAL ESTATE AGENT TO WORK WITH

Buying a home will be one of (if not the most) the most significant purchases you will make in your life. Therefore, it is essential to have an experienced real estate agent representing your best interests during the home buying process (after all, the listing agent's allegiance is to the seller). The best part about having an agent back you up is that a buyer's agent's services are FREE!

As a buyer's agent, I offer unique and customized services to my buyer clients, including neighborhood expertise, handling challenging conversations and negotiations, guiding you through all the paperwork, and helping you enjoy the home buying process as much as I can!

## GET A MORTGAGE PRE-APPROVAL

Before you start shopping around for homes, it is crucial to get a mortgage pre-approval if you are not making a cash offer. I recommend you choose a mortgage broker to find the best loan options for you. During a mortgage pre-approval, expect to fill out lots of paperwork, provide proof of income, bank statements, etc. Most importantly, lenders will be checking your credit report, so make sure you are informed of your score and try to improve it if the number is too low. If your credit score is good, maintain it that way by avoiding credit and making any large purchases until closing day.



# STEP 2: *find your home*

## TELL YOUR AGENT WHAT YOU'RE LOOKING FOR

Every buyer is completely different. Each person has their own style, needs, desires, and budget for purchasing a property. Therefore, let us know what you're looking for in a home to narrow down our searches and only show you properties suitable for you.

Before you tell ME what you're looking for, make a list of things you require and things you desire to have in your new home. Then, discuss the list with your co-buyer(s) (if applicable) and make sure you all agree to have everyone on the same page and make the house-hunting process run much smoother.

## FIND HOMES THAT INTEREST YOU AND ASK YOUR AGENT TO BOOK SHOWINGS

After narrowing down a list of what you're looking for, I will start looking at homes for you in my internal databases and external sources. I will also set up a customized search Portal for you that is automated through MLS. After selecting various properties you want to see, I will schedule showings & attend those showings with you, and we will repeat this process until you have picked a property you would like to submit an offer on!

## WRITE AN OFFER AND NEGOTIATE PRICE & TERMS

Once you would like to make an offer on a property, it's essential to act fast!

I will look at the neighborhood trends and comparable market values. Based on this information and the subject property's features and overall condition, I will help you to determine the price you would like to offer.

I will craft an offer based on your directions on the offer price and contingencies. While you may offer what you wish, please keep in mind of the following components that make an offer more appealing to a seller: a strong offer price, a larger earnest money deposit, a shorter inspection period, no financing conditions, and a closing day that is convenient for the seller. To make your offer stand out from the others, I may also recommend you write a personalized letter to the seller explaining why you love the home or to record a quick video!

Once an offer is submitted, the seller can: accept the offer, decline the offer, or counter-offer.

## STEP 3:

# post-offer tasks

### HOME INSPECTION

If you decide to add a home inspection contingency in your offer, you will have a deadline to waive the condition and proceed with the transaction. The typical timeframe to waive this contingency is 10 Business days after the contract is signed by all parties.

As a buyer, you will incur the cost of the home inspection. As it depends on the company and its services, you should expect to pay anywhere from \$500-1k.

The home inspector is a professional who will do a thorough investigation of the property you want to purchase (this part typically takes around 3 hours). Once complete, the inspector will provide a full report of what they found and give you some tips on how to maintain the home should you proceed to purchase it. If any issue is found inside the property, you can accept them as-is, or we can try to negotiate with the seller to get the problems fixed or lower the price. It's important to note that we have to be careful not to be overly picky about smaller issues. Still, we will also take necessary precautions on potentially significant problems.



Lenders will typically request an appraisal to ensure that the value of the property is justified. Additionally, an appraisal typically helps homebuyers by bringing in a third party to make sure they don't overpay for a home.

Lenders typically hire an appraiser, but buyers incur their fees which is around \$600

### APPRAISAL

### TITLE SEARCH

In simple terms, a title is a legal document that identifies the registered owner(s) of a property.

A title search is the process of researching public records to determine a property's legal ownership and find out if there are any claims (such as liens) on that property. A lawyer must complete a title search before closing day, and a clear title must be obtained to transfer ownership.

# STEP 4: *closing prep*

## HOMEOWNER'S INSURANCE

One of the principal tasks includes getting homeowner's insurance, which protects you against events such as floods, fires, and storm damages. I recommend you start shopping early to compare rates and get the best deal possible.

## CHANGE ADDRESSES AND UTILITIES

Another task you will have to complete before closing is changing all the addresses on your subscriptions, bills, banks, etc. Additionally, a week or so before closing, you should call all utilities to have your name changed and schedule them to service your new home in time for when you take possession.

## START PACKING

While organizing for the big move, you will have to start packing! If you have lots of items to move out, I recommend you start by sorting through all your belongings and donating or selling items that you no longer use. As for things you plan to keep, try dedicating a few minutes or hours every day leading up to move to pack. Additionally, hire a moving company and/or rent a storage unit if you require these services.

**ONCE AN OFFER IS  
FIRMED UP, YOU WILL  
HAVE MANY TASKS TO  
COMPLETE BEFORE  
CLOSING DAY:**



# STEP 5: *moving in*

## PRE-CLOSING WALKTHROUGH

A few hours or a day before closing, we will go to your new home together and make sure that the property is in the same condition (minus minor wear and tear) as the inspection. If there are any significant issues, we can bring it up to the seller's representatives before closing on the property. This allows you to have peace of mind during the move.



**CLOSING DAY REFERS TO THE DAY THAT FINALIZES YOUR PURCHASE! AFTER CLOSING, YOU WILL RECEIVE THE DEED + KEYS FROM YOUR LAWYER; YOU ARE OFFICIALLY A NEW HOMEOWNER!**

## SIGN CLOSING DOCUMENTS

At closing, you will be reviewing and signing many documents to finalize the transaction.

Make sure you bring:

- Valid government-issued ID
- Cashier's cheque to pay for closing costs
- Any outstanding documents requested from your lawyer or lender.
- A rested hand, lol

Both the buyer and the seller will incur closing fees. For the buyer, these fees typically include:

- Underwriting fees
- Escrow fees
- Homeowner's insurance
- Title search/Title insurance fees
- Land transfer taxes
- Lawyer's fees
- Mortgage Application fees
- Appraisal fees
- Homeowner's Association (HOA) or condo fees, if applicable

## WELCOME HOME!

Congratulations on the purchase of your new home! It was a lot of hard work, but now you can relax and throw a party to celebrate! Also, if you have any concerns after closing, I am always here to assist you.



# COMMON BUYER *mistakes*

**WHEN PURCHASING A PROPERTY, AVOID MAKING THESE MISTAKES!**

## SHOPPING AROUND BEFORE GETTING A MORTGAGE PRE-APPROVAL

To ensure that your financing doesn't fall through, make sure you receive a commitment from your lender. Shopping around without a mortgage pre-approval may result in heartbreak if you find out you cannot afford or put an offer on properties you love. To do a mortgage pre-approval, your lender will check your credit, verify your employment and downpayment, so start collecting all the paperwork necessary for your qualification. We know great local mortgage brokers and lenders, so if you need help, we'd love to put you in touch with people we trust.

## USING UP ALL YOUR SAVINGS AND NOT ANTICIPATING COSTS

Closing costs are typically 1-2% of the purchase price, and while many fees are found in every transaction (e.g., taxes, lawyer fees, etc.), you may incur extra costs depending on the type of property you purchase and the area. Additionally, keep in mind that you may need to upgrade or fix certain areas of your new home, or you will need an unexpected repair not long after your purchase. Therefore, make sure you don't use up all your savings and budget to pay for closing costs, the down payment, moving expenses, and some extra money in case of urgent repairs.

## BUYING A HOME WITH THE LISTING AGENT

Although the listing agent often knows more about the property you want to purchase, they are still working for the seller. This means that their job is to get the best purchase price and contingencies for the seller, not you. Therefore, purchase a house with a different agent who will work for YOU. Best part? In most cases, you don't pay anything for a buyer agent's services!

## NOT COMPARING OR APPLYING WITH MULTIPLE LENDERS

Just like you will most likely call multiple moving companies to compare services and fees, do the same with lenders! Mortgage interest rates and other costs vary from lender to lender, but many don't bother to shop around. By comparing different lenders, you will most likely save hundreds of dollars, so shop until you find the best lender!

# CLIENT reviews



"When my husband and I started our search to buy our first home, we were clueless. Jess truly saved us from being lost and helped to guide us in the right direction. She is so knowledgeable, patient, and kind to her clients, going above and beyond and answering questions via text or email at all hours of the day. Even after we closed on our house, Jess was there for us with recommendations and any assistance we've needed. Jess will be our forever real estate agent! She is awesome and I could not recommend her more strongly."

-Sarah G, Warwick

"We really couldn't have asked for a better realtor and guide through the process. Jess was so knowledgeable, in ways I didn't even expect - like being familiar with furnaces and plumbing at properties we looked at. She advised us on exactly what we needed to do in order to sell our place at the price we wanted, and she did it - in less than three days, we were under contract to sell our place. She got us right into places we wanted to see, and gave us a secret tip to sway the seller to choose us for the home we bought. I recommend Jess to anyone - buying or selling!"

-Kristin R, East Side Pvd

"We worked with Jess as new, first time homebuyers - we had wanted to move to Providence and buy our first home but weren't sure where to start. Jess was incredibly kind and professional from the first phone call to today, where she continues to give great recommendations and help wherever she can, even post closing on the home. I can't say enough good things about Jess or stress how lucky and grateful we are to have found her, she is the best! Especially thinking above and beyond on how to get our offers to stand out and make sure that we understood what was happening every step of the way. "

-Dani D, Pvd

"I am so happy that we worked with Jess! We were first time home buyers and Jess was very patient answered all of our questions and is very knowledgeable. She is extremely responsive and made sure we got to see any home that we were interested in touring asap. She is also great with her negotiating skills and knew exactly what to ask the sellers agent so we could craft very strong offers. I cannot recommend working with Jess enough!"

-Kelsey D, Warwick

LET ME HELP YOU FIND  
YOUR NEW HOME!



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