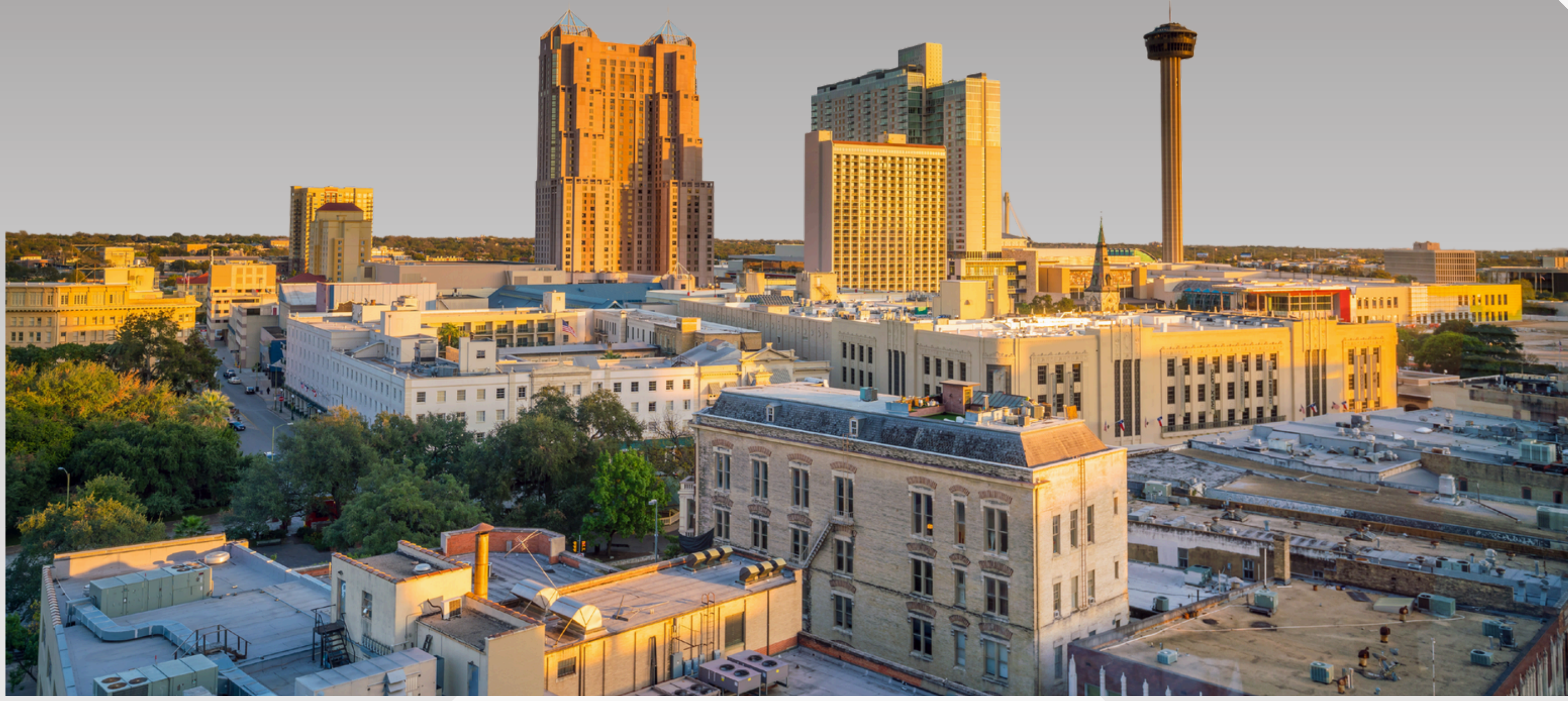


NEW CONSTRUCTION HOME BUYING GUIDE

Here are the five simple steps when purchasing a NEW home

CHRISTIAN CARIELO | real

Are you a first-time homebuyer and feeling overwhelmed with choosing the perfect home? Don't worry; we've got you covered!

Here are the five steps to know when buying a new home

#01

UNDERSTANDING YOUR FINANCING OPTIONS

FHA Loan

Low Down Payment
Flexible Credit Requirements
Competative Interest Rates

580+ FICO - 3.5% Down Payment
<580 FICO - 10% Down Payment

Conventional Loan

Low Down Payment Options
Higher Credit = Better Rates
Purchase investment properties

620 FICO - as low as 3% Down Payment

VA Loan

Zero Down Payment
Eligible Active or Retired Military
No Mortgage Insurance

Zero Down Payment
620 FICO

USDA Loan

Zero Down Payment
Geographic Eligibility
Income Limitations

Zero Down Payment
620 FICO

***"These are general industry guidelines. Actual rates, credit score requirements, and terms may vary by lender."

#02

GETTING PRE-APPROVED

You have two options when getting a pre-approval to determine your buying power

1. Work with your own mortgage Lender

You can get pre-approved and finance with your own mortgage lender.

2. Work with Home Builder's Lender

You can work with a builder's preferred lender to take advantage of incentives such as lower rates and money towards closing costs.

#02

GETTING PRE-APPROVED

What you will need to get pre-approved:

Income Documents

- Tax Returns (last two years)
- W2's and/or 1099's (last two years)
- Paystubs (last two months)

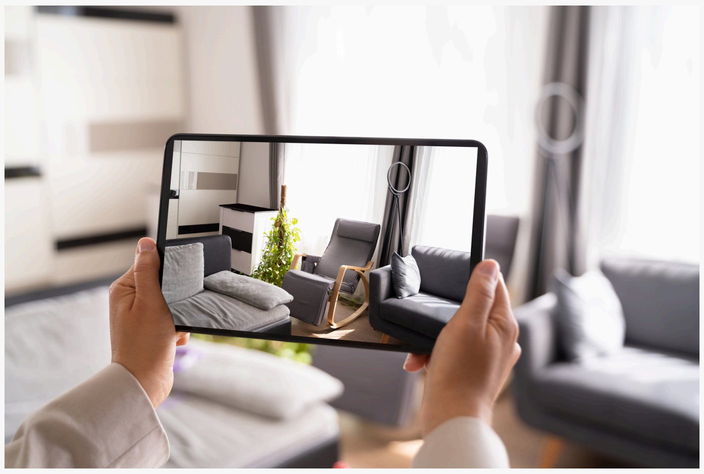
Assest Documents

- Bank Statements (last two months)
  Checking - Savings - Retirement - Etc.

Other Documents

- Copy of Driver's License and/or State ID
- Paying Alimony and/or Child Support?
  Divorce Decree and/or Court Order

#03



SEARCHING AND FINDING YOUR NEW HOME!

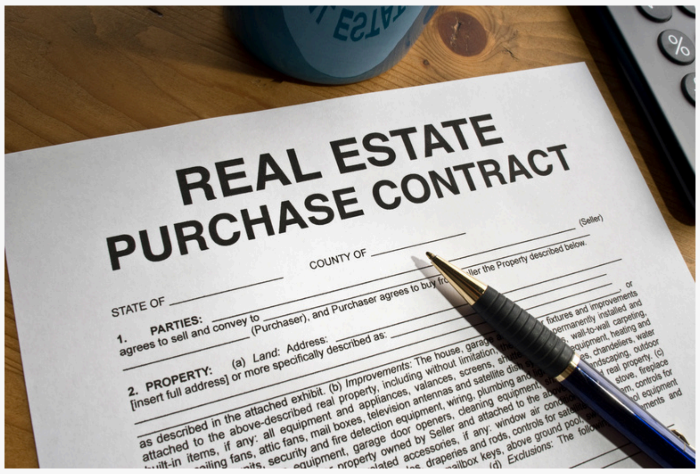
Once you have shared with me what is it you are looking for in a home we will begin our search and **tour** properties that match your criteria.

-Bed/Bath -SQFT -Location -Price Range -ETC.

Now that we have found the property you want to purchase, we will lock it in place by submitting an offer and paying the **earnest money deposit** ($500-$5000+ depending on the builder & price point)

*** The Earnest Money you deposit will be used towards your closing costs
*** Earnest Money is usually non-refundable but varies by builder. Most builders refund your earnest money if you dont qualify for the loan.

#04



UNDER CONTRACT!

Now that you are under contract here is what you need to know!

1. Home Inspection

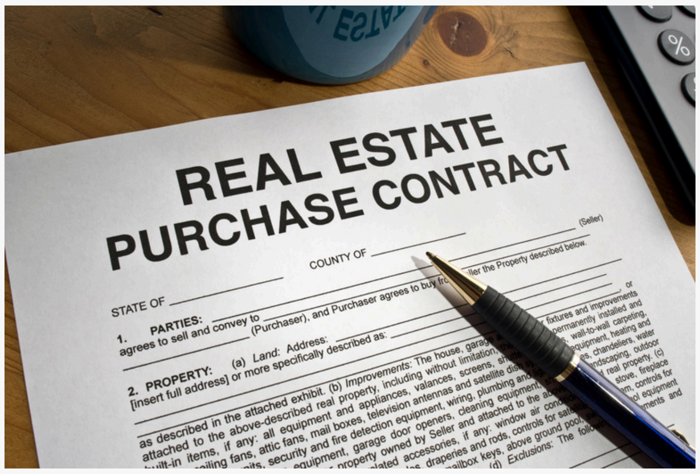
Although not required, I **HIGHLY** recommend scheduling a third party home inspector even though the home has never been lived in, making sure everything is working as it should be. This includes, electrical, appliances, roof, and foundation. If any problems arise, we can negotiate any repairs necessary.

2. Appraisal

An appraiser will come out and appraise the property to:

- Determine Market Value
- Verify Property Value for Lenders
- Risk Mitigation for Homebuyers
- Protecting you from overpaying on a home

#04



UNDER CONTRACT! CONT.

3. Underwriting/Finalizing the Loan

Underwriting is a crucial step in the home loan process, and it involves a thorough evaluation of the borrower's financial situation, the property being financed, and the overall risk associated with the loan.

During this time you will be asked to provide:

- Income and Employment Verification
- Assets & Debts Information
- Credit History, etc.

4. Construction Meetings

You will meet with a construction manager approx. twice while under contract. They will go over the “New Home Orientation” where they will tell you where and how things work within the home such as electrical, irrigation, warranties, etc. Along with a “Final Walkthrough” making sure the home is move-in ready!

#05

CLOSING DAY!

Once you have received the “Clear to Close” on your loan, we head to the closing table!

Here you will:

- Review closing documents
- Sign the Mortgage Note & Deed
- Pay Closing Costs (including down payment)

***Closing costs typically amount to around 3% of the home’s sale price, but this can vary depending on the transaction. In some cases, these costs can be negotiated with the builder or even completely covered with builder incentives. Every situation is unique, so we’ll review your options to find the best approach for your circumstances.

Once the loan has funded, the home is officially yours and you receive your keys!

CONGRATULATIONS! You are officially a HOMEOWNER!

#RECAP

#01 — **Understanding your financing**
Which loan would be best for you

#02 — **Getting Pre-Approved**
Understanding your buying power

#03 — **Finding your HOME!**
Understanding your needs to pinpoint your home

#04 — **Going Under Contract**
What does it take to close on your home

#05 — **Closing Day!**
Getting your keys to your neew home!

CONGRATULATIONS! YOU'RE ONE STEP CLOSER TO FINDING YOUR DREAM HOME!

PLEASE FEEL FREE TO CONTACT US TODAY TO START YOUR JOURNEY TO HOMEOWNERSHIP. LET US HELP YOU FIND AND MAKE YOUR DREAM HOME A REALITY!

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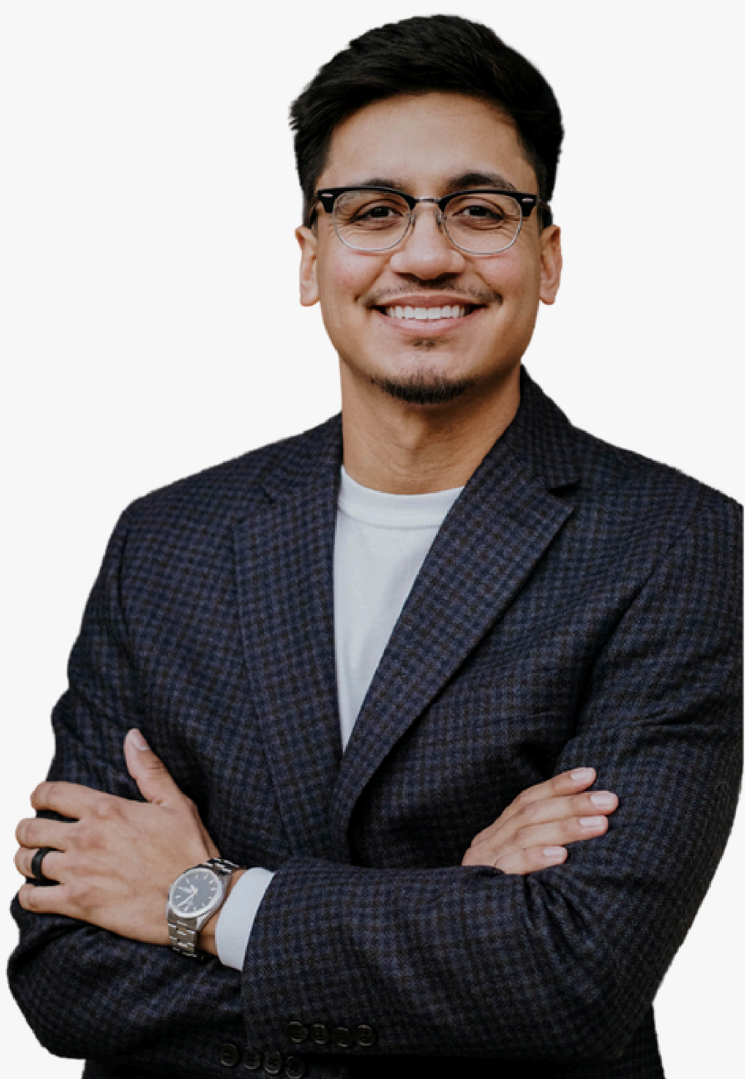

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