BUYER'S **GUIDE**

Rick Bryant

RE/MAX Select Group

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AGENDA

This Agenda Outlines The Steps Toward Having Your Offer On A Home Accepted:

HIRE ME

- It's FREE! The seller pays the buyers agents commissions
- Schedule an initial in-person meeting to discuss your goals & see a few homes
- Sign an agency agreement / 6 month Buyer-Broker Agreement with me

PRE APPROVAL

- I will supply you with a list of preferred lenders who can get you pre-approved
- You will determine what you are comfortable spending on your monthly payments, which will quantify the price range we will be searching for you

THE SEARCH

- I will set up email notifications to you for homes matching your search
- I will subscribe you to our Open House Guides List and I suggest that you attend as many open houses as possible
- I will schedule private showing appointments as needed, fitting your schedule
- I will take you on neighborhood tours to help narrow down your search area/s

WRITING OFFERS

- I will suggest an offer price using recent sales, days on market and property condition
- You will determine your offer price and included contingencies
- You will sign your offer
- I will assist you in compiling the appropriate documents to include with your offer (i.e. proof of funds, letter of the heart, pre-approval letter from lender)
- I will request to present your offer in-person to the listing agent and/or seller offer acceptance
- Once your offer is accepted, we will assist you in navigating the escrow process

DISCLOSURES & INSPECTIONS

- I will deliver copies of any available seller reports and disclosure for a given home
- I will determine inspections & arrange contractor walk-throughs

CLOSING

- Signing, Keys, and more!

FREQUENT **QUESTIONS**

WHAT PRICE RANGE SHOULD I BE SEARCHING IN?

In the South Florida Area, I recommend searching at or below your maximum budget. In order to be competitive in multiple offer situations, you need to look comfortably below your maximum budget in order to have the ability to bid over the list price.

HOW QUICKLY SHOULD I SEE A HOME I AM INTERESTED IN?

I recommend reaching out to me immediately to learn a specific home's showing instructions. Together we can decide on the most convenient time for all parties.

CAN I SEND YOU HOMES I FIND ONLINE?

Yes. Finding a home is a collaborative process. As one of my services to you, I set up alerts directly from the MLS. You can respond to those or send me links from your favorite home search sites.

WHO PAYS YOUR COMMISSION?

Sellers typically pay an agent's commission.

HOW LONG IS A TYPICAL ESCROW?

A closing timeframe is typically for 7-45 days from the date that an offer is accepted, depending upon if you are obtaining financing or paying cash. 30 days is most common in our market.

WHAT ARE MY CLOSING COSTS GOING TO BE?

Closing costs vary according to your loan. For the most accurate estimate, contact your lender. One thing unique to South Florida is city and county transfer taxes, which are part of the closing costs and vary by location.

DO YOU HAVE A LIST OF RECOMMENDED INSPECTORS AND VENDORS?

Yes! I have many favorite inspectors and home service providers that I look forward to sharing with you.

HOW MUCH SHOULD I BUDGET FOR INSPECTION?

I recommend budgeting $500 for your appraisal .

FREQUENT **QUESTIONS**

HOW WILL YOU TELL ME ABOUT THE NEWEST HOMES AVAILABLE?

The Multiple Listing Service Website provides up-to-date information for every home on the market. I constantly check the New on Market list so I can be on the lookout for my clients. I will get you this information right away, the way that is most convenient for you: by phone, email or text.

WILL YOU INFORM ME OF HOMES FROM ALL REAL ESTATE COMPANIES?

I will keep you informed of all homes. I want to help you find your dream home, which means I need to stay on top of every home that's available on the market.

CAN YOU HELP ME FIND NEW CONSTRUCTION HOMES?

Yes, I can work with most builders and get you the information you need to make a decision. On your visits with the builder, I will accompany you. By using my services with a new construction home purchase, you will receive the services I offer, as well as those provided by the builder, at no additional cost. It is important that I accompany you on your initial visit to the developer's office in order for me to assist you.

HOW DOES FOR SALE BY OWNER (FSBO) WORK?

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving the listing agent commission, but most understand they will pay for buyer agent commission. If you see a FSBO and want the advantages of my services, let me contact the owner for you and make an appointment. Most of the time the homeowner will work with an agent even though their home is not listed, since the agent is introducing a potential buyer to their property. This is no cost to you and ensures you are fairly represented and receive all of the disclosures and documentation throughout the sale.

ONCE MY OFFER IS ACCEPTED, WHAT SHOULD I DO?

Getting the lender the needed documentation and signed authorizations should be at the top of your priority list. The quicker you are, the smoother the process will be for all parties. Your lender will get you a loan estimate and will go over it with you in detail so there are no surprises at closing.

Celebrate and focus on moving into your new home! Plan for inspections, complete all documents in a timely manner and ask any questions that you have. You will want to schedule your move, pack items, and notify businesses of your address change. I will provide you with a moving checklist to help you remember all the details.

OUR COMMITMENT **TO YOU**

OUR MISSION

This is your life, your dreams, your memories, your place. We will help you find it. Our team is committed to building exceptional relationships and listening deeply to your dreams so we can make them come true. We will make this fun again, we will focus on you, we will help you find your place.

FOR THE LOWEST PRICE POSSIBLE

Our clients home purchase price to list price was 95% last year. Thats 2.6% lower than the Broward County Average. In a simple way of putting it, it means that we save you more money than the average agent. We negotiate on your behalf and get your home under contract for less than other agents.

IN THE SHORTEST AMOUNT OF TIME

The ability to have smooth transactions that close on time or early is our competitive advantage. When buying a home there are a lot of unknowns, we don't want the closing date to be one of them. We strive to close at the time it's most convenient for you.

WITH THE LEAST HASSLE

We want your biggest concern during the home purchasing process to be that you were expecting it to be harder. I strive to provide first class customer service, and a "let me handle that for you" approach to the sale. I've refined our process so that nothing falls through the cracks.

THE **LOWEST** PRICE

THE **SHORTEST** AMOUNT OF **TIME**

THE **LEAST** HASSLE

AGENT & BUYER **COMMITMENT**

BUYING EXPERIENCE

The experience of buying a home is exciting and exhausting. The first step is to choose and stay with the right agent. Buying a home is more than a business transaction, it's personal. I am committed to our one-on-one relationship, reducing time and energy, and bringing back the fun in buying a home.

SERVICES I **PROVIDE**

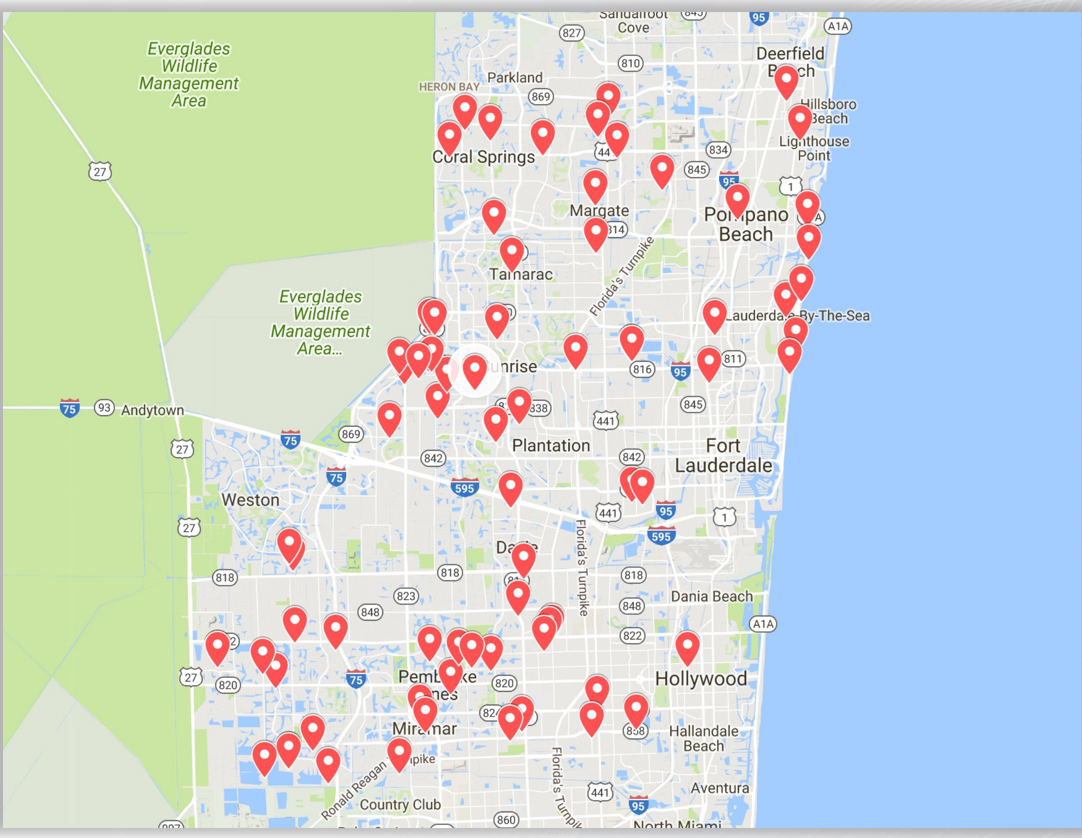
- Help you find the perfect home for you; in the neighborhood you want, at the right price
- Keep you updated on the most current listings via email
- Private showings
- Find off market properties (once a neighborhood has been chosen, we will canvas that neighborhood to find you your next home)
- Preview listings on your behalf
- Provide resources to you - preferred lenders, inspectors, home repair referrals, school information, neighborhood information
- Provide weekly communication
- Navigate the offer process, showing you how to create an offer that will win
- Assist with needed inspections
- Communicate aspects of transactions between parties during transaction
- Be available anytime to answer questions before, during and beyond transaction
- Cancellable agreement any time by email

AGENT & BUYER **COMMITMENT**

BUYERS COMMITMENT

- Tell us all about your dream home, location, style, amenities and more!
- Meet with lender to start loan process and obtain pre-approval
- Let Rick know when you would like to schedule showings
- Allow our team to navigate you through a successful negotiation process
- Be loyal to Rick Bryant and our process

RECENT **SALES**



THE **BUYING** PROCESS

CONSIDER **COST** ... NOT **PRICE**

CONSIDER COSTS, NOT JUST PRICE

As a seller, you will be most concerned with "short term price" - where home values are headed over the next six months. As a buyer, however, you must not be concerned with price, but instead the 'long term cost' of the home.

The Mortgage Bankers Association (MBA), the National Association of Realtors (NAR), and Freddie Mac all project that mortgage interest rates will increase by nearly a full percent point by this time next year. According to CoreLogic's most recent Home Price Index Report, home prices will appreciate by 5.3% over the next 12 months.

WHAT DOES THIS MEAN AS A BUYER?

Here is a simple demonstration of what an interest rate increase would have on the mortgage payment of a home selling for approximately $250,000 today if home prices appreciate by the 5.3% credited by CoreLogic over the next twelve months:

CONSIDER **COST** ... NOT **PRICE**

	MORTGAGE	INTEREST RATE*	PAYMENT (PMI)*
Today	$250,000	3.64%	$1,142.24
Next Quarter	$263,250	4.6%	$1,349.54
DIFERENCE IN MONTHLY PAYMENT			**$207.30**

MONTHLY	ANNUALLY	OVER 30 YEARS
$207.30	$2,487.60	$74,628

• Rates based on Freddi Mac's prediction of rates at time printed

DETERMINING YOUR WANTS VS. NEEDS

There are many ways to find out what you want vs. what you need in your next home. What we found is that by sitting down with everyone involved and filling out a "wish list" helps analyze everyone's expectations.

THE SEARCH BEGINS

Our team will preview homes on your behalf that meet your style, location, price, and size. Sometimes we will discover new listings together. If you are like most buyers, you will be searching online and visiting open houses whenever you can. Just make sure you send those homes over so we can find out the behind the scenes information on them for you.

ZILLOW SCHMILLOW

Many buyers look at online sites to get pricing for homes. While we love and use sites like Zillow and Homes.com, their analytics cannot take every factor into consideration when pricing a home. They can't adjust for noisy, or messy neighbors, or the care of the home. Also, if the neighborhood's market took a downturn or hit an upswing three months ago, the six-month old sales won't be nearly as predictive of the value of the houses. It's important for you to be aware of this difference. Also- Zestimate means NOTHING. Fun fact: the CEO of Zillow sold his home for $400,000 less than his home's Zestimate!

MAKING **THE OFFER**

Once we have found the home you wish to purchase, you will need to determine what offer you are willing to make for the home. It is important to remember that the more competition there is for the home, the higher the offer should be – sometimes even exceeding the asking price. Remember, be realistic. Our team will help you make offers that will get accepted.

EARNEST MONEY DEPOSIT

When writing your offer we will offer an earnest money deposit. Generally this is 1-3% of the purchase price of the home. The amount you offer is based on several factors that our team will guide you through. This money is held in escrow during the transaction period as a sign of good faith that you will be moving forward in the purchase of the home. This money is due within 3 days after acceptance.

THE CONTRACT - REJECTED, ACCEPTED, OR COUNTERED

After we present your offer to the seller, the offer will either be accepted, rejected, or the seller will make a counter-offer. This is when we will negotiate terms of the contract if necessary to create a win-win for both buyer and seller.

The step-by-step contract procedure for most single-family home purchases is standard. The purchase agreement used is a standard document approved by our local real estate board. The purchase agreement or contract constitutes your offer to buy and, once accepted by the seller, becomes a valid, legal contract. For this reason, it is important to understand what is written on the contract offer. I have included a copy in this packet.

BE REASONABLE

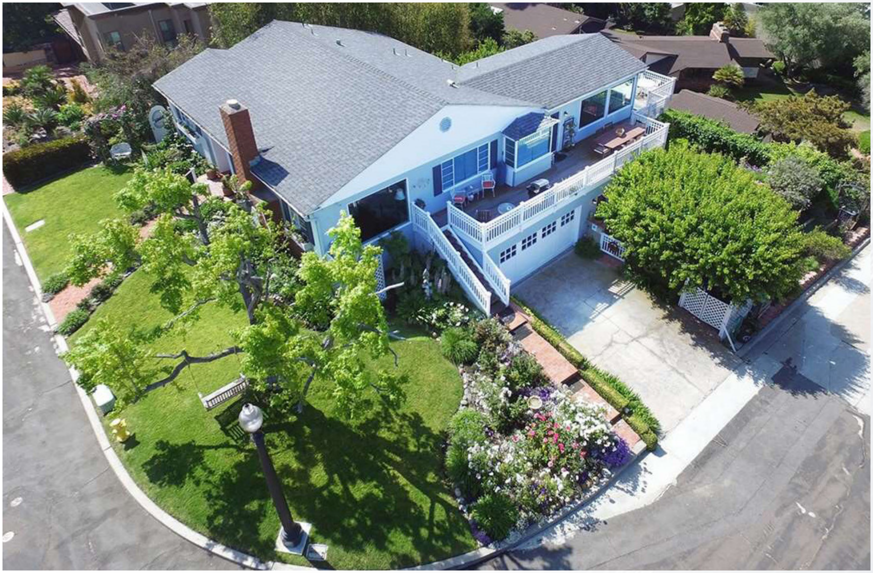
Market value is determined by what a buyer is willing to pay. Market value is not a fixed, rigid price, but instead a range of value. This is because no two buyers are alike. While one must have a huge kitchen, another may not even cook. You, the buyer, are the market.

All buyers are looking to get a home at a good "value" today. There is value and then there is "crazy-talk." If a home is offered for X and you are willing to pay 10% less than X, do not offer an unreasonable offer that will not be taken seriously. You can still purchase a home at a good value, but the insanely great "deals" are still needles in a haystack, because the market value will always be determined by what a buyer is willing to pay. Our team will work with you to make sure your offer is strong and we have discussed every option to get a great house at a great price!

CONTINGENCIES & HOME WARRANTY

INSPECTION PERIODS

Once our offer is accepted, our time line for inspections begin. Per the contract we have 7—10 days for our physical inspection. This is a general inspection of the home. Your inspector will go over the entire home and point out things we need to be aware that are not up to the current health and safety codes. Remember, we agree to purchase homes "as-is." This inspection is to notify you of issues you need to be aware of. We will have an opportunity to request the seller repair some items in a separate negotiation.



TITLE REPORTS

You will receive a title report showing you property lines, areas of use near your home and a clear title.

HOME OWNER'S ASSOCIATION

If the property has a home owner's association, you will receive the CC&R's to review. These documents describe the rules, regulations, fees, and restrictions that pertain to the association. We want to make sure everything is in good standing and there is a plan to keep it that way.

HOME WARRANTY

When you purchase a newly built home, the builder usually offers some sort of full or limited warranty on things such as the quality of design, materials, and workmanship. These warranties are usually for a period of one-year from the purchase of the home. At closing, the builder will assign to you the manufacturer's warranties that were provided to the builder for materials, appliances, fixtures, etc. For example, if your dishwasher were to become faulty within one year from the purchase of your newly built home, you would call the manufacturer of the dishwasher – not the builder. If the homebuilder does not offer a warranty,

BE SURE TO ASK WHY!

RESALE HOME WARRANTY

When you purchase a resale home, you can purchase warranties that will protect you against most ordinary flaws and breakdowns for at least the first year of occupancy. The warranty may be offered by either the Seller, as part of the overall package, or by the agent. Even with a warranty, you should have the home carefully inspected before you purchase it.

A home warranty program will give you peace of mind, knowing that the major covered components in your home will be repaired if necessary. Ask me for more details about home warranty packages.

HOME **INSPECTION**

We highly recommend that you have a professional home inspector conduct a thorough inspection.

THE INSPECTION WILL INCLUDE THE FOLLOWING:

- **Appliances**
- **Plumbing**
- **Electrical**
- **A/C & Heating**
- **Ventilation**
- **Roof & Attic**
- **Foundation**
- **General Structure**

The inspection is not designed to criticize every minor problem or defect in the home. It is intended to report on major damage or serious problems that require repair. Should serious problems be indicated, the inspector will recommend that a structural engineer or other professional inspect it as well.

Your home cannot "pass or fail" an inspection, and your inspector will not tell you whether he/she thinks the home is worth the money you are offering. The inspector's job is to make you aware of repairs that are recommended or necessary.

The seller may be willing to negotiate completion of repairs or a credit for completion of repairs, or you may decide that the home will take too much work and money. A professional inspection will help you make a clear-heade decision. In addition to the overall inspection, you may wish to have separate tests conducted for termites or the presence of radon gas.

In choosing a home inspector, consider one that has been certified as a qualified and experienced member by a trade association. We recommend being present at the inspection. This is to your advantage. You will be able to clearly understand the inspection report, and know exactly which areas need attention. Plus, you can get answers to many questions, tips for maintenance, and a lot of general information that will help you once you move into your new home.
Most important, you will see the home through the eyes of an objective third party.

GETTING PRE APPROVED... HOW CAN PRE-APPROVAL HELP YOU?

1. Generally, interest rates are locked in for a set period of time. You will know in advance exactly what your payments will be on offers you choose to make.
2. You won't waste time considering homes you cannot afford.
3. A seller may choose to make concessions if they know that your financing is secured.
4. You can select the best loan package without being under pressure.

QUALIFYING FOR THE MORTGAGE

Most lenders require that your monthly payment range between 25-28% of your gross monthly income. Your mortgage payment to the lender includes the following items:

- The principal on the loan (P)
- The interest on the loan (I)
- Property taxes (T)
- The homeowner's insurance (I)

Your total monthly PITI and all debts (from installments to revolving charge accounts) should range between 33-38% of your gross monthly income. These key factors determine your ability to secure a home loan: Credit Report, Assets, Income, and Property Value.

DOWN PAYMENT REQUIREMENTS

Most loans today require a down payment of between 3.5% up to 20% or higher, depending on the type and terms of the loan. If you are able to come up with a 20-25% down payment, you may be eligible to take advantage of lower interest rates and possibly eliminate mortgage insurance.

Earnest Money

Physical Inspection

Appraisal

Credit Report

CLOSING COSTS

You will be required to pay fees for loan processing and other closing costs. These fees must be paid in full at the final settlement, unless you are able to include them in your financing. Typically, total closing costs will range between 1-3% of your mortgage loan.

NUMBERS TO **KNOW**

PURCHASE AMOUNT

This is the amount you have agreed, with the seller, to pay for the home. It is inclusive of the earnest money and down payment you have offered. It is not inclusive of your closing costs.

EARNEST MONEY

When you make an offer in writing you will also pay a deposit called earnest money deposit, usually 1-3% of the purchase price. Paid by the buyer, earnest money is a portion of the purchase amount that is held by the escrow company as a good faith from the buyer to the seller. When the transaction closes, the earnest money is transferred to the seller as a portion of the original purchase amount. It is not an additional fee.

DOWN PAYMENT

The down payment is a portion of the purchase price that the buyer is paying in cash. Down payments can range between 3.5% and 100% and each buyer determines the best scenario for their particular purchase.

CLOSING COSTS

Closing costs are not part of the purchase amount, but rather charges associated with the buyers loan, the transaction itself and any pre- payment required by the lender such as taxes, insurance and HOA dues. Closing costs are an assortment of fees based on the transaction b etween the seller and the buyer of a home. These fees are collected by the escrow company at the end of a transaction.

WHO PAYS CLOSING COSTS?

Some closing costs, such as the fee the escrow company charges, are split between the buyer and the seller. Many of the closing costs are related the mortgage and are therefore the buyer's responsibility. One of the largest costs associated with the closing costs is the loan origination fee. This is the fee your lender is charging you to provide the loan. The fee varies from lender to lender and should be considered when shopping for a good loan. You can expect to pay 1-3% of the purchase price in closing costs.

TAKING **POSSESSION**

CLOSING

The “closing” will typically be held at the office of the title company. You will sign closing documents relating to the transfer of the property and the loan. Once all the documents are signed and returned back to the lender and the lender approves, the title company disburses the funds to the seller. The title company will record the transfer of title with the County. As much as we hope that everything moves smoothly, sometimes the closing can happen a day or two past our expected date, so we will stay in contact every step of the way. Bring your ID to sign at closing.

POSSESSION

The time has come and you can take possession of your new home. All the details, time and effort have been worth it as we get to hand you your keys!

WHAT OUR **CLIENTS ARE SAYING**

“

Comer and Genese Wilson

Genese and I would like to take this opportunity to thank you for excellent service with the purchase of our home. As you know, we were working with other realtors who were not responsive to our inquiries, nor listened to our needs. Rick, we knew that you were the right fit when you answered our inquiries and offered additional information that other agents were not providing. We were impressed with your precise execution and your attention to details, which allowed us to feel comfortable enough to leave things in your hands. We can't thank you enough for your professional service. We are happy to recommend your services to our family, friends and work colleagues. Thank you again for sharing the life changing experience of helping us find our forever home."

Carlo and Anelle Cave

"Rick helped us sell our home more than the asking price as well as helped us found the house of our dreams. We couldn't ask for a better agent. I would recommend him to anyone looking to buy or sell South Florida."

Jesus and Lydia Vega

"Rick Bryant was the best realtor we could have had to represent our interest in acquiring our new residence. He is experienced, knowledgeable, considerate of our needs, and very responsive to our requests for assistance. My wife and I highly recommend Rich Bryant to anyone interested in hiring the services of an outstanding realtor.

”

WHAT OUR **CLIENTS ARE SAYING**

Dr. Richard Rimler and Catherine Vega

“Rick Bryant was a "maestro" in guiding us every step of the way as we attempted to balance the selling and purchasing of our home without having to go to temporary housing in the interim. His "alm, cool and collected approach was a welcome foundation to the tremendous stress that we encountered in the process. Bravo Maestro!"

Michael and Margarita Meeker

“Buying my new home was initially stressful. I have a very busy schedule and little time off. Rick was available and ready to show us houses even on a holiday, when most realtors I had contacted were not. We found the ideal home the 2nd day we looked and we owned the house three weeks later. We were 1st time home buyers and Rick had lots of patience with us as well as explained the process and led us all the way to closing. I would highly recommend Rick to all my friends interested in buying."

Evodie Menard

“I had such a great experience with my realtor Rick Bryant. He clearly knows his professions. I told him what I was looking for and within a week, he had a few listing that met my standards. Rick looked out for my best interest and I was able to purchase the home of my dream with is hard and diligent work and support. He was honest with me from the get go. I felt very at ease with him and trusted him to his job. I had let go of 3 different realtors before meeting him; for me, he is the best. I will definitely use him again in the future and recommend him to anyone that would listen. He has earned an A + in my book."

OUR TEAM POLICY

If you are not completely satisfied with our service as promised, you can cancel your agreement with RE/MAX Select and Rick Bryant at anytime. We are so confident that our real estate system will work for you, that we guarantee you the right to cancel our agreement at any time prior to an offer on a home, with no penalties or obligations, if you feel our service doesn't live up to our promise.

Cancellation Policy

If you are not completely satisfied with our service as promised, you can cancel your agreement with us. I'm so confident that our real estate system will work for you, that I guarantee you the right to cancel our buyer broker agreement at any time prior to submitting an offer to purchase a home, with no penalties or obligations, if you feel my service doesn't live up to my promise.

Cancelation Guarantee

Entering into a buyer broker agreement with a real estate agent can be a risky business. Every sales representative will promise the world when it comes to helping you find your home, but how many of them can back that up with solid performance? According to a recent survey, more than 80% of home buyers were dissatisfied with the performance of their agent, even if that agent found their property. However, most buyer agreements lock you into long term commitments and lengthy broker protection periods with heavy cancelation fees. In other words, it's an agreement your agent can get out of, but you can't.

I'm offering you a way to work with us that is totally risk-free.

For you, success in real estate is the ability to locate homes faster than the competition. I'm confident that I can do this for you because our team has already helped over 500+ families just like you.

My pledge is to provide you with the highest level of service in the real estate industry, and my commitment to this pledge is 100%.

Your right is to evaluate whether I live up to this standard, and to cancel your agreement with me at any point prior to entering into a purchase agreement, with no penalties or obligation, if I fail to deliver the service I promised.

REALTOR

Client

Choosing a Real Estate agent is the first step along the road to home ownership, and we appreciate you taking the time to consider us.

We invite you to contact us with any questions you may have about our services that will help ease the decision-making process.

We look forward to **working with you.**