



Buyers Guide

A STEP-BY-STEP GUIDE TO PURCHASING A HOME

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Table of Contents

- 3 ABOUT ME
- 4 THE HOME BUYING PROCESS
- 5 THE MORTGAGE PROCESS
- 6 HOME SEARCH: WANTS VS NEEDS
- 7 GOING UNDER CONTRACT
- 8 UNDER CONTRACT CHECKLIST
- 9 DUE DILIGENCE: INSPECTIONS & INSURANCE
- 10 PREPARING TO CLOSE
- 11 CLOSING TIME
- 12 YOUR LOCAL SOURCE FOR EXCEPTIONAL REAL ESTATE





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Jaime Dooley blends his passion for interior design with a solid marketing and design background to create a comprehensive experience that caters to his clients' real estate needs.

Jaime crafts marketing strategies that are thoughtful and well-planned, aimed at showcasing each property's unique appeal.

In Jaime, clients will find not just another real estate agent but a guide who understands the nuances of Wine Country living, making him an invaluable ally for anyone looking to navigate the property market or transform a house into a truly personalized home.

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My Values:

CONTRIBUTION OVER COMMISSION.

EDUCATION IS POWER.

TEAMWORK MAKES THE DREAM WORK

The Home Buying Process

01 FINANCES

- Gather your documents
- Obtain pre-approval or proof of funds
- Locate down payment funds
- Prepare for any additional costs

02 HOME SEARCH

- Preview potential properties online
- Schedule showings and view the properties you are most interested in

03 UNDER CONTRACT

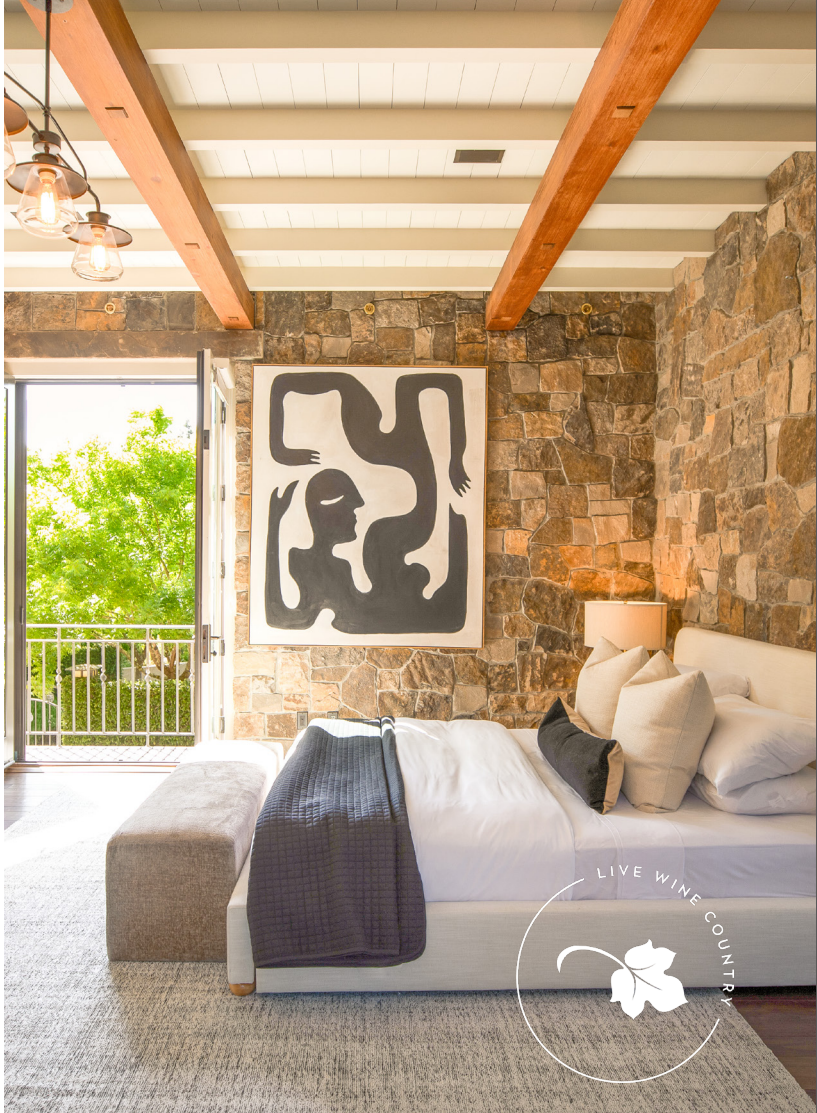
- Write an offer to purchase on your favorite property
- Negotiate the terms of the offer and accept the contract
- Deposit escrow, complete loan application and homeowners insurance quotes

04 DUE DILIGENCE

- Conduct inspections
- Resolve/negotiate any issues from inspection
- Your lender will order the appraisal
- Obtain homeowners insurance

05 CLOSING

- Title company will conduct title search and order survey
- Receive closing statement/clear to close
- Wire funds to closing company
- Conduct a final walk-through of property and close
- Closing day: Get your keys, it's all yours!



The Mortgage

The very first step of the home buying process is to get a pre-approval letter from a lender stating how much you are qualified for. It's important to ask your potential lenders some questions to make sure they are a good fit for you.

Don't understand something your lender says? Stop and ask for clarification. This is your home buying journey, and you deserve to understand the process every step of the way.

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 when you're ready to buy.

QUESTIONS TO ASK YOUR POTENTIAL LENDER:

1. WHAT TYPE OF LOAN DO YOU RECOMMEND FOR ME?

Why? All loans aren't created equal. If you need to borrow money, first, you'll want to decide which type of loan is right for your situation. You need to know why it's best and how it works.

2. WILL MY DOWN PAYMENT VARY BASED ON THE LOAN I CHOOSE?

If you're tight on cash or don't want to be cash poor, let your lender know. Loans vary in their down payment requirements.

3. WHAT IS THE INTEREST RATE AND THE ANNUAL PERCENTAGE RATE (APR)?

Everyone talks about the interest rate, but the APR is just as important. It combines the interest rate with the fees a lender charges to originate your loan.

4. CAN I LOCK IN AN INTEREST RATE? IF SO, FOR HOW LONG?

If you think rates will be moving up, ask if you can lock it in for a set period of time.

5. WHAT WILL MY CLOSING COSTS BE? ARE THEY A PART OF MY LOAN, OR WILL I PAY THEM IN CASH AT CLOSING?

Remember, closing costs usually run 3-6% of your loan value so you need to know how they'll be covered.

The Home Search

Before we hop into the home search, I like to advise 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-negotiable features; the features you simply must have in your next home. Wants are the ones you’d like to have, but you can add or change down the road.

Don’t feel like your first draft has to be your final draft—and above all else, remember you can’t change the lot, the location, or the price you paid so spend a good amount of time thinking through those three before moving on.

NEEDS MIGHT BE THINGS LIKE:

- Enough square footage for your family
- Sufficient bedrooms and bathrooms
- First floor master bedroom
- Close proximity to work and school
- Attached two-car garage
- Grassy yard for children’s or pet’s play area

WANTS WILL LOOK MORE LIKE:

- Specific paint or exterior color
- Pool, jacuzzi, or other exterior water feature
- Fenced-in backyard
- Specific carpet, hardwood floors, or tile
- Kitchen amenities: countertops / appliances
- Walk-in shower or double bathroom vanity

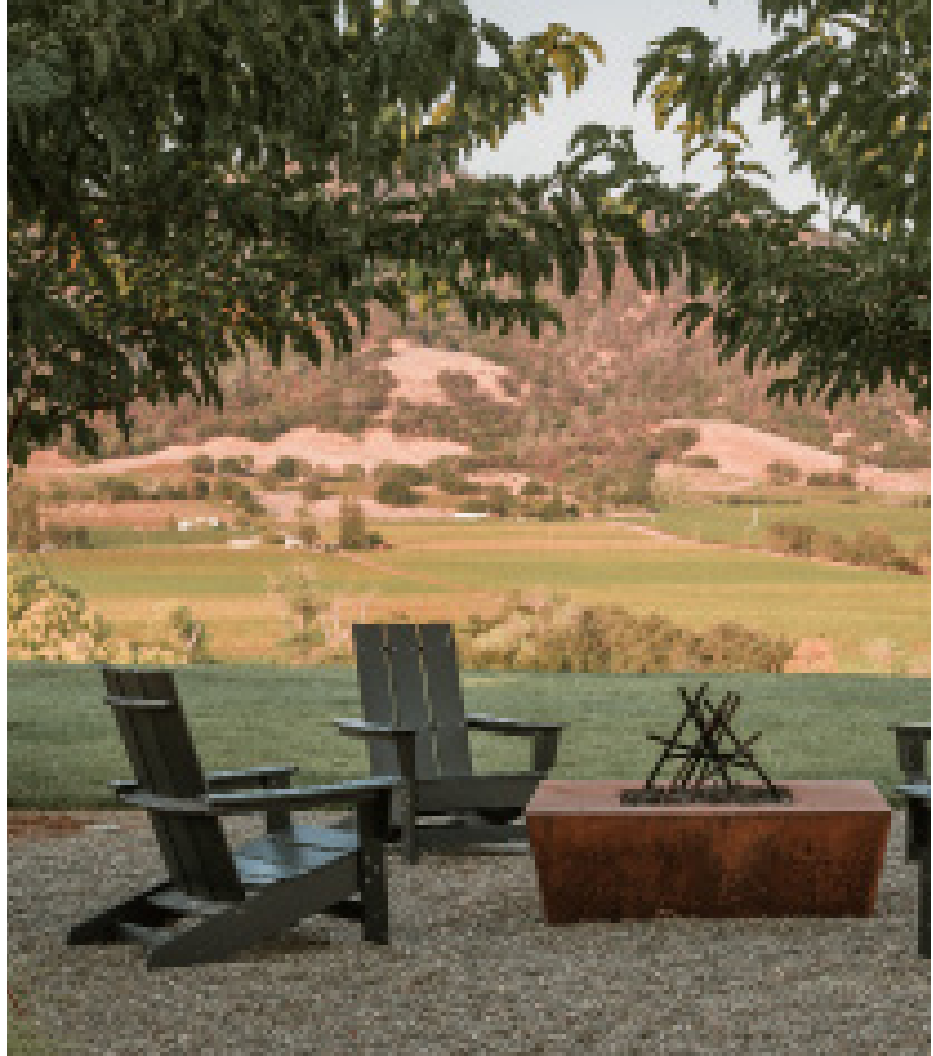
Wants vs Needs

Write down your **needs** and your **wants** for your future home

We're Under Contract!

You made an offer, and it has been accepted—go ahead, cue the confetti! You're officially "under contract" and well on your way to closing the deal on your new home.

Once your offer is accepted, there are some key steps you need to take to consummate the deal. Let's take a look at each one below.



What to Expect...

First, I will carefully review important dates and information you will need to know to ensure a successful closing. Check out the checklist on the following page to get all of your need to know information & important dates.

You'll need to meet with a mortgage lender to firm up financing details and lock in your interest rate.

Once the home inspection report comes in (and you should definitely request a home inspection), we may need to negotiate any repairs with your seller.

Towards the closing date, you'll get a call/email from your lender's office to schedule your closing.

Under Contract Checklist

ESCROW DEPOSIT. You must send escrow deposit of _____ via check or wire to _____.
IMPORTANT: Be very careful when wiring any funds. Never trust wiring instructions sent via email.

BEGIN LOAN APPLICATION. Your loan application needs to be started within 5 days from the executed contract date. During your loan processing, it is **VERY IMPORTANT** not to make any major job changes, major purchases, or open new credit cards or lines of credit, as any of these activities could alter your qualifications

SCHEDULE INSPECTIONS. The last date to renegotiate or cancel contract due to anything that comes up in inspections is _____ so I recommend scheduling any inspections immediately

OBTAIN HOME INSURANCE. Start contacting Insurance companies for quotes immediately, we will need to make sure the home is insurable before the end of the inspection period (_____)

EXECUTED CONTRACT

ESCROW DEPOSIT DUE

LOAN APPLICATION DUE

INSPECTION PERIOD ENDS

EST. CLOSING DATE

PROPERTY ADDRESS: _____

TITLE COMPANY: _____

PURCHASE PRICE: _____ ESCROW DEPOSIT: _____



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WHAT IS A HOME INSPECTION?

The inspection will uncover any issues in the home that would have otherwise been unknown. You will receive a written report of the inspection. I recommend that you are present for the inspection, so that you may ask the inspector any questions.

WHAT DOES “INSPECTION PERIOD” MEAN?

During the inspection period, the buyer has the right to hire a professional to inspect the condition of the home. If the results on the inspection report comes back with any issues that need to be addressed, the buyer may ask the seller to cover the costs of these repairs, reduce the sales price, or fix the repairs before closing. If an agreement can not be made, the buyer has the right to back out of the contract and get the escrow deposit back with no consequences.

THE HOME SEEMS FINE, DO I REALLY NEED A HOME INSPECTION?

You may think the home is 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. A home inspection gives you the chance (before you sign on the dotted line) to have a professional inspector see if there are any problems that need to be addressed, replaced, or fixed.

If you are getting a loan, the lender will require you to obtain home insurance. The home insurance company will typically require that you have certain inspections done. In order to obtain insurance, the inspection reports will need to fit the criteria of the insurance company. This is another reason that you may need to have an inspection done.

Pre-Closing

We are so close to the closing table! Here's what's going to happen leading up to you receiving the keys:

APPRAISAL

An appraisal is an estimate of the value of the property by a licensed professional appraiser. Once any problems during the inspection are solved, the appraisal will be ordered by the lender and paid for by you. The goal of the appraisal is to verify 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 short, we will be back to the negotiating table.

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, the lender will be finalizing your mortgage.

SURVEY

Unless the seller already has a recent & acceptable survey of the property, the buyer is required to pay for the survey (this will be in your closing costs). The title company or I will order this for you. The survey is a sketch showing a map of the property lines/boundaries among other things. The survey will show if there are any encroachments on the property.

TITLE

The title company will conduct a title search to ensure the property is legitimate and find if there are any outstanding mortgage liens, judgments, restrictions, easements, leases, unpaid taxes, or any other restrictions that would impact your ownership associated with the property. 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 a part of your closing costs.



PLEASE NOTE:

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



Closing Time!

You've gotten the "clear-to-close" and we've scheduled our closing date and time – let's answer some questions you may have about closing day:

Q: WHEN DO WE DO THE FINAL WALK-THROUGH?

A: The final walk-through is exactly what it sounds like – it allows the buyers to do one last walk through before closing to confirm that the seller made the repairs that were agreed upon and to make sure no issues have come up while under contract. We will typically schedule to do this right before closing.

Q: WHO WILL BE AT CLOSING?

A: Situations vary, but you can expect some combination of these folks: Buyer (that's you!), seller, real estate agents, closing agent/attorney, mortgage lender, and title company representative.

Q: WHAT WILL I DO?

A: Stretch those fingers and get ready to sign, sign, sign. At closing, the seller will sign ownership of the property over to you, and you'll sign to receive possession.

Q: WHAT SHOULD I BRING?

A: Bring a photo ID and a cashier's check to pay any closing costs. Your agent will tell you any other documents specific to your situation. The closing process is relatively simple but be prepared for **A LOT** of paperwork. (Always ask if you have a question along the way.) The good news is once you've signed the last page, it's time to get a hold of those keys and celebrate!



The Live Wine Country Team

First and foremost, we are a local brand! We live and breathe Wine Country every day so we possess expansive market awareness and local connections that can only be achieved through constant presence in this market.

Live Wine Country is a real estate brand steeped in the regional culture. We strive for exceptional marketing and extensive exposure for all our listings (regardless of price point) and apply effective and ethical negotiating skills on all our transactions.

We prioritize cooperation above competition and possess a friendship-first mentality. We prefer a personal approach, rather than a sales-pitch approach, to delivering service and we prioritize our client's needs and privacy. Being genuine in character and having respect for our peers are two of our core values.

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Ready To Work Together?

Thank you for trusting me with helping you find home! This is what I love most about real estate - educating and empowering you through the home buying process.

I put this guide together to outline the homebuying process so you can feel comfortable every step of the way. I'm looking forward to walking you through the entire process in more detail.