

Home Buyer's *Guide*

A guide to buying your first home!



Laureyn Eadie



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Pairing an advisory, customer-driven approach with vast experience and industry knowledge, I give every client the tools they need to make the right decision for their lifestyle, family, and future.

My job is to answer questions you didn't even know you should ask.

As your buyers agent in our competitive and fast paced market, I am here to protect and educate you so you feel comfortable through out the process.

I have built my team around one defining principle: **You** as the client always come first. It is my mission to educate you on the ins and outs of the process, arm you with actionable insights, and guide you towards the best possible outcome.

A lifelong resident of Reston, VA, Lauryn knows the entire area like the back of her hand, and she loves helping her clients discover the vibrant neighborhoods that make it such a special place to call home.

MY TOOLS AND PROGRAMS HELP YOU FIND YOUR NEXT HOME

Collections

Collections lets you compare multiple properties—their size, neighborhood, and amenities. You can monitor the market activity in real time, communicate, and invite collaborators to join the search discussions - all in one place.



Search

Sort by a wide range of features and amenities to pinpoint the perfect home. Receive real-time notifications of new homes with customized Saved Searches!



Coming Soon and Private Exclusives

Get an edge with access to properties that are only viewable on Compass.com and discover your future home before it even hits the market.



STEP BY STEP, WHAT TO EXPECT

01

Hire an Agent

Set up a time to sit down with me to discuss the neighborhoods you're considering and how I can help guide your search.

02

Talk with a Lender

Unless you are paying cash, the most important step to purchasing a home is the financing.

We can connect you with a loan officer that can help you define your comfortable monthly payment and assist you with getting loan approval so that you are ready to make an offer on the home when you find it!

03

Define your Priorities

- Type of home
- Location
- Size
- Interior features
- Bedrooms
- Bathrooms
- Parking

04

Tour Properties

It is important to view homes in person. Photographs can be misleading, positively in the homes favor or even sometimes negatively.

05

Submit & Negotiate Your Offer

When you find the right home we will discuss the strategy to submit a competitive offer. We will include a copy of your Pre-approval letter or Proof of funds (cash).

If there is more than one offer on the home, the seller will review all offers and pick the strongest offer. If you are the only offer, the seller may counter or accept your original offer.

06

Inspections & Contingencies

Depending on what contingencies you negotiated as part of the contract process we will help you schedule accordingly.

Prior to closing, we will schedule a final walk-thru of the property to verify property is still in acceptable condition and any negotiated repairs were completed.

07

Loan and Appraisal

Your completed mortgage application with all supporting documentation should be submitted to your lender upon receipt of the accepted contract. Your lender will organize an appraisal on your behalf. The bank then issues loan approval.

08

Final Walkthrough

A final walkthrough of the property is scheduled and completed just before closing. The walkthrough confirms that no damage has been done to the home since the time of the contract or inspection and that the major systems and appliances are in the same condition. If there were any negotiated repairs, we will confirm they were done in accordance with the inspection addendum.

09

Closing

Once all the conditions of the contract have been satisfied, the closing is held. The closing documents are signed, payment is exchanged, and you receive the keys to your new home!

10

Welcome Home!

Congratulations!



PREPARING FOR PURCHASE





CHOOSING A BUYER AGENT

Our Primary Role

Guide you through the home buying process from start to finish

Help you find homes that match your desired criteria

Provide information to help you make an educated and informed decision

Advise you on pricing, contract documents, and the transaction process

Negotiate on your behalf, with your best interest in mind
(Discuss agency and representation with your agent)

What To Look For in an Agent

- Communication style
- Responsiveness
- Contract Expertise
- Area Knowledge
- Local Market Experience
- Reputation amongst Colleagues

Principles of Buyer Agency

Disclosure, Confidentiality, Diligence and Fiduciary Duty

QUICK TIP

Curious about commissions? In the Metro area, sellers typically pay the agent's commission, although you may be responsible for a broker flat fee.



PRE-APPROVAL

Determine What You Can Afford

Meet with a lender to discuss your options. They will look at your credit, all accounts, income, and debt history to calculate what you can realistically afford.

Calculate how much you'd be comfortable spending each month
- Consider your lifestyle and how this purchase may impact your monthly budget.

Assess how much cash you can contribute to your home purchase.

Decide if you will need a seller subsidy as part of the contract terms.

QUICK TIPS

Rates change on a daily basis and all fees should be considered when comparing lenders.

Be mindful when shopping for rates. Pre-approval involves pulling credit. Doing this too many times in a short timeframe may negatively impact your credit score.

Avoid activity that can impact your debt-to-income ratio, such as buying a car, charging expensive items to your credit card or taking out a personal loan.



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Loan expert Michelle Singer approaches mortgages with a mission: To help each client achieve their home buying hopes and dreams. As Senior Mortgage Advisor for Fairway Independent Mortgage company, Michelle fulfills that goal every day, pairing her vast knowledge of lending with a penchant for thinking outside of the box.

For as long as she can remember, Michelle has been passionate about empowering others to navigate momentous fiscal situations with success. After launching her career in banking, Michelle made the seamless move to mortgages when her company went through a transformative merger. As it turned out, the world of real estate proved to be the perfect fit for both Michelle's financial acumen and personal service style.

Today, Michelle helps every client find and apply for the right mortgage — whether they're buying their very first home or searching for their third. Revered as an experienced advisor with attentive communication skills, Michelle takes the time to get to know every client (along with their financial profile) before finding the best solution for their distinct needs and goals. Her extensive grasp of lending is rivaled only by her unconventional creativity; whatever the challenge, Michelle will always meet it head-on with a nuanced perspective that empowers her to see every transaction through fresh lens. When she's not building custom solutions for her clients, chances are, you'll find Michelle experimenting with new recipes in the kitchen, honing her golf game, and spending time with her family.





QUESTIONS TO ASK YOUR LENDER

How fast can I be fully approved for a loan?

How quickly can you close?

Can my file be submitted to underwriting prior to contract acceptance?

Does your company perform all the processing and underwriting in house?

What is the maximum amount the lender will allow for seller credits?

What loan options are available to me?

How do I apply?

Do you have an online tool so I see what the total cost to me is?

What are the next steps?



COST *of* HOMEOWNERSHIP

Costs to Consider

Buying a home is more than a down payment and figuring out the monthly mortgage. A range of out-of-pocket expenses can arise during and after the transaction, so be sure to discuss these with your lender and your agent to be prepared.

Lender Fees

Loan Origination; Credit Report (\$15–30*); Lender's Title Insurance

Title Fees

Owner's Title Insurance, Title Search, Settlement Fee, recordation tax

3rd Party Fees

Homeowners Insurance, HOA transfer charges, HOA capital contributions

Rate Reduction

It is possible to buy down your interest rate during the closing process to ensure a lower rate long term or short term.

*The loan officer should discuss this with you.

Closing Costs

Rough estimate is about 3% of the sales price. This includes all Title Fees, Lender Fees & 3rd Party Fees

Moving Fees

Repair and Maintenance Costs

*Numbers are a general estimation and may not be guaranteed.

OTHER CONSIDERATIONS AND COSTS

In addition to your Down Payment and Closing Costs, you should anticipate the following:

- Earnest Money (EMD) - 1-3% of the purchase price to be delivered to the title company within the specified time agreed upon in the ratified contract.
- Appraisal - usually about \$450-\$500 depending on the size/value of the property - paid to the lender within the first week of the contract ratification.
- Home inspection - Usually between \$500-\$800 dependent on the size and square footage of the home.
- Radon Test - \$120 paid at time of inspection
- Wood Destroying insect report - \$45 to be paid at settlement.

If applicable - **Well & Septic**: \$250 for water potability, \$400 for Well & \$600-800 for septic

LOAN TYPES

QUICK TIPS

Ask your lender about buying points to lower monthly payments

Loan Types	Loan Types	Down Payment*	Eligibility and Restrictions
Conventional (Fixed)	Typically 15–30 year fixed rate	3-20%	Good credit, proven steady income (2 years+ for independent contractors).
Conventional (ARM)	Typically 5–10 year fixed rate, followed by an adjustable rate for the rest of the term	3-20%	Slightly more lenient on credit.
FHA	Typically 30 year fixed rate	3.5%	Option for individuals with lower credit scores. Homeowner occupant only (no investors). Stringent home inspections. Condos must be FHA approved. May take longer to close.
VA	Typically 30 year fixed rate	Not Required	Veterans and spouses only. Homeowner occupant only (no investors). Home condition requirements. May take longer to close.

*These are general guidelines, and can vary in some cases. Ask your lender for more information about down payment requirements for your loan program.



YOUR HOME SEARCH

Understanding your motivation for the move will help keep you focused on your priorities.

- Understand home types and their pros and cons (Condos vs. Fee Simple)
- Make a list of your Must haves vs Like to have
- Think about the type of neighborhood
- How long you want to live in this home
- Be verbal with your agent about your needs
- Be flexible and open to suggestions from your agent



TERMS *of* THE OFFER

Four Factors Affect the Strength of Your Offer

- Price
- Number of contingencies
- Length of terms
- Timeline to closing

Price

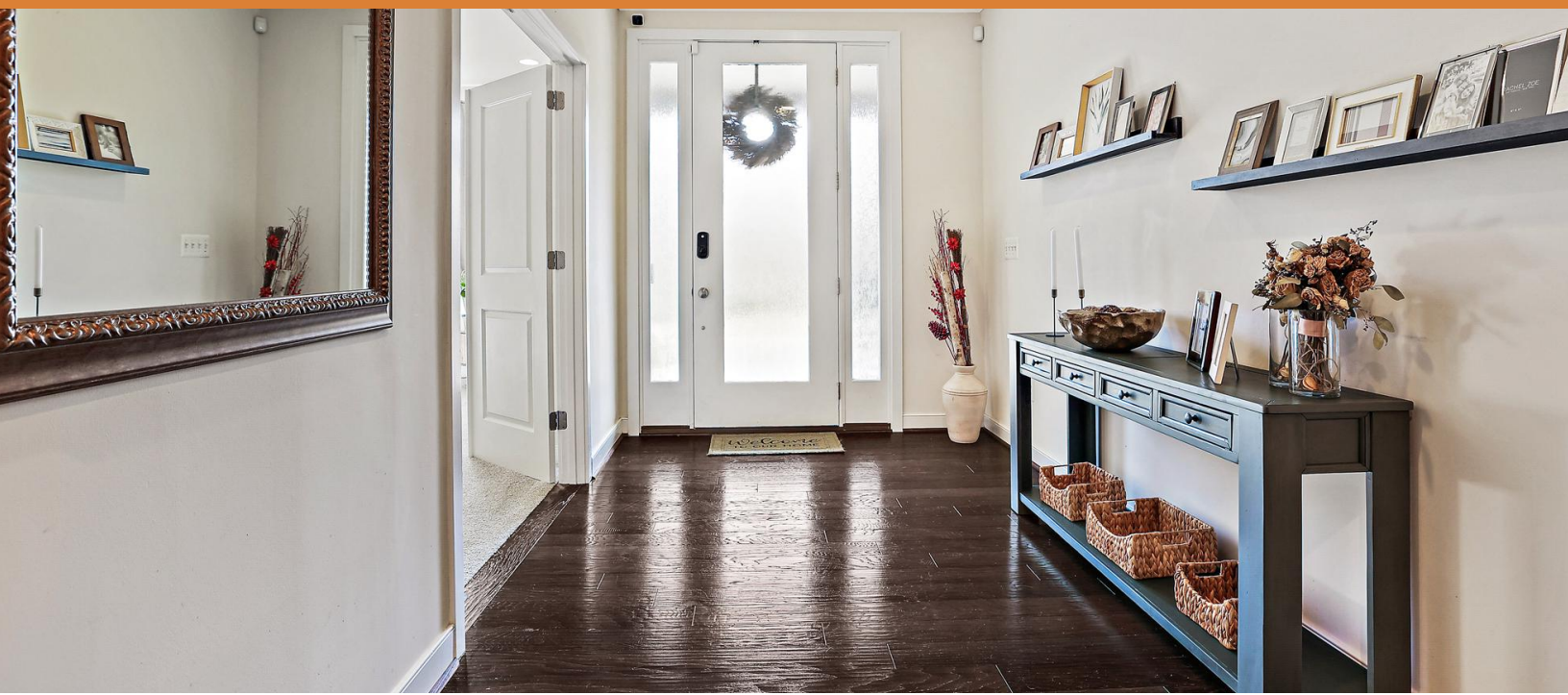
Price is obviously an important factor, as it will determine how much the seller makes.

of Contingencies

Contingencies are terms that need to be met in order for the contract to go to closing. The more contingencies, the higher the risk for the seller because there are more ways for the buyer to void the contract.

Length of Terms

The length of each contingency is very important when submitting an offer. Everyday that a house is under contract, the home is essentially "off" the market. The seller is "taking a risk," by waiting for each contingency to be met.



CONTINGENCIES

Financing*

Cash vs. Loan

Cash is King because it carries little risk and can close quickly. Although you may need to get a loan, It is possible to waive your financing contingency to strengthen your offer. It's important to understand your EMD may be at risk if you do not go to settlement due to an inability to secure your financing.

*ask how you can obtain full loan approval prior to submitting your offer for peace of mind in removing the financing contingency

Appraisal

Assessment of value conducted by a 3rd party company hired by the lender—usually conducted within 10 days of ratification. When waiving this contingency, you are guaranteeing to the seller you will take on the responsibility to pay the difference between the appraised value and sales price in cash if the house is assessed at a value lower than the agreed upon sales price.

Home Inspection

In highly competitive situations, buyers will conduct a pre-inspection prior to submitting an offer and/or waive this contingency. However, if you do request a home inspection, aim to schedule it within 3-5 days of ratification.



Seller Credits and Subsidies

Amount a seller is willing to credit back to a buyer to help with closing costs. Check with your lender for maximum % of sales price; asking for credit will often weaken the offer as it lowers the seller's net sales price.

Lender Commitment

If your offer is contingent on financing, the sooner you receive a commitment letter from the lender, the more confidence you instill to the seller that the deal will reach closing.

Closing Date*

Under 14 days is ideal, but some loan programs take longer to close. The closing date is important, as this is when the seller receives the funds for the transfer of the deed.

**Please note that the closing date is not necessarily the same as possession date. In some cases, sellers may want to rent back the property for a period of time. Most lenders will allow for a 60 day Maximum Rent Back Period.*

HIGH



Offer Strength



LOW

Pricing Above Asking

Contingencies No financing contingency
Waived inspection
Waived appraisal

Timeline 10 Business Days

Pricing Full Asking

Contingencies Conventional financing
Home inspection
Appraisal

Timeline 21 Days

Pricing Below Asking

Contingencies Seller credits
Multiple home inspections
Appraisal

Timeline 30-45 Days



LET'S MAKE *an* OFFER

The Comps: (CMA - Comparative Market Analysis)

We will review a list of all the similar homes that recently sold to give you a better idea of the market value of the property.

Competition

Is this a "Hot Home," is it under-priced, are there other offers? The amount of competition will determine how aggressively you want to structure your initial offer.

Understanding the Contract

Make sure you understand all terms of your offer to understand deadlines, liabilities and clauses that allow you to void the contract, etc.

Earnest Money Deposit (EMD)

Confirm how much money will be competitive in the situation along with how much you have available in the first few days of offer acceptance.

In our area, EMD amounts are usually 2-3% of the sales price.



STRUCTURING *an* OFFER

Remember

An offer can have a lower price than another, but still be stronger!

For example, if a seller values moving out quickly, a lower offer that closes in 10 days and no contingencies might be more attractive.

We will help you determine the best strategy to make a compelling offer based on market conditions, while considering your needs and comfort level.

Escalations

An escalation addendum works to increase your net purchase offer in relation to other offers the seller has received.

In competitive offer situations, you might want to consider using an Escalation addendum to help keep your cards in the game while the seller reviews multiple offers.

*The seller has to disclose the full offer document of the offer



NEGOTIATIONS

Once you have submitted the offer, the seller may reject, accept or counter your offer.

Be prepared to go back and forth until you reach a suitable agreement for both parties. When all terms are agreed upon, the offer is signed by both parties and officially ratified.

Negotiations are not necessarily over at ratification of the contract. They can also go on during the inspection and appraisal periods.

CONTRACT *to* CLOSE

Remember

Once your offer is ratified all the contingency timelines are calculated from the written ratification date.

Make sure to communicate with your lender and submit all documentation by their requested deadlines to ensure you meet the settlement date.

Our team will make sure to keep you apprised of all the important deadlines

HOME INSPECTIONS

Void Only Inspections

You have the right to perform an inspection(s) in the agreed upon time period, however you are conveying to the seller you are not going to ask the seller to make any repairs or improvements.

This is a Pass/Fail inspection.

Inspections with the right to Negotiate Repairs

Per the contract, the inspection and the list of requests are to be made to the seller by the contingency deadline. The seller is not required to agree to any repairs and all requests are negotiable. If an agreement is not reached by accepted term, the buyer has the right to void their offer.

Attend the Inspection

Take the time to attend the inspection so you can have a better sense of how the home works, see which areas will require maintenance, and assess whether you will need to consider home improvements down the line. Don't be afraid to ask questions!

Be Realistic

Every home has a list of potential repairs, and most will be minor.

Be Practical

Speak with your agent about what items they recommend asking for repair. Focus on the items that matter the most. Keep in mind that the seller is not obligated to make any repairs.

Additional Inspections

You can request the following additional inspections for mold, well & septic, structural, carbon monoxide, pests, lead based paint (prior to 1978), pool & spa, and stucco.

APPRAISAL

The loan officer will order the appraisal, an independent third party company will send an arms length appraiser to make sure that the banks assessment of the property is inline with the agreed upon sales price, with the purpose of protecting the banks investment.

IF YOU WAIVE THE APPRAISAL CONTINGENCY:

The bank will still perform an appraisal for their purposes, however it is important to NOTE that if the appraisal comes in less than the sales price you are agreeing to cover the difference between the contractual sales price and the lenders appraised value.

If the sales price is \$500,000 and the appraised value is \$490,000 then you are agreeing to bring the \$10,000 difference in cash to the closing table. The lender will not lend you money on the difference between the numbers.

APPRAISAL VALUE AND HOME PRICE

**Lower than
Sales Price**

(no appraisal contingency)



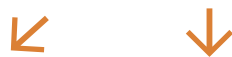
**Bring More Money to
the Settlement Table to
Make Up the Difference**



**Walk Away,
EMD Not Protected**

**Lower than
Sales Price**

(contingency in contract)



**Negotiate to Bring
Price Down to
Appraised Value**



**Walk away and your
your EMD is protected**

**Higher than
Sales Price**



**Congrats, You Have
Instant Equity!**

ALMOST DONE....

Walk Through

Prior to you signing at the closing table, we will schedule a final walk through of the home. The walk through is to confirm the house is in the expected condition.

Settlement

During your closing, the title attorney will go through your final settlement statement, line by line.

The title company will be in charge of disbursing the funds to the seller and the bank

You will need to bring your government-issued ID, cashier's check or certified funds (if amount you owe isn't wired to the title company prior to the settlement), and personal checkbook for any small last-minute expenses.

Once you've signed all the documents the Home is YOURS!



OUR TEAM



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COMPASS



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KEY TERMS

Get a better understanding of common real estate language and practices.

Appraisal

Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

Assessed Value

Value placed upon property for property tax purposes by the tax collector.

Closing Costs

Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, and title insurance.

Contingency

Certain criteria that have to be met in order to finalize the sale.

Date of Ratification

The date of delivery of the final acceptance in writing by buyer and seller of all the terms of this contract to buyer and seller.

Debt-to-income ratio

The percentage of an individual's monthly gross income relative to the amount of debt owed.

Earnest Money Deposit (EMD)

A good faith deposit the buyer makes with an offer to show that you are serious about buying the property. In exchange, the seller agrees to stop marketing the property. Current practice is about 3 to 5% of the sales price

Final Walkthrough

The buyer reviews the house just before closing to make sure everything is in the same condition and that all home inspection items are fixed.

HOA (Home Owner's Association or Condo Association)

If the subject property falls into an HOA or Condo association, you have the right to review the documents that govern the association and the rules that are required of homeowners within the community.

Inspection

An expert conducts a formal review of the property to find visible issues that need to be repaired. Buyers typically make their offers contingent on an inspection, but sellers can conduct a pre-offer inspection to appeal to buyers. The buyer may choose to do additional inspections like radon and a sewer scope.

Lien Search

A background check on the property and the seller to ensure there are no outstanding debts or claims upon the property.

Pre-Approved

Advanced approval from a bank or other lending institution for a home mortgage.

Pre-Qualified

Potential buyers provide an overall financial picture and mortgage brokers provide an estimate of what level of loan you will likely be pre-approved for.

Title Insurance

Insurance to protect the buyer and lender against losses arising from disputes over the ownership of a property.

Recording Fees

A fee paid to the local government to officially report a sale of a home; usually paid by the buyer.

HELP WITH YOUR MOVE



Sam Richardson
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Javin Re
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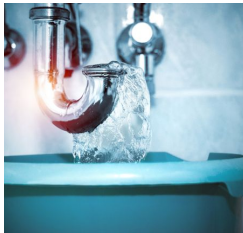


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Remodeling Bathrooms



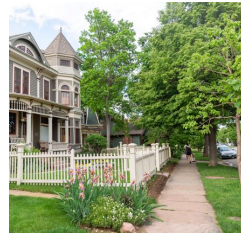
Tommy Corcoran
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Interior Painting
Exterior Painting



Walter Lopez
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Licensed Plumber
Licensed Electrician



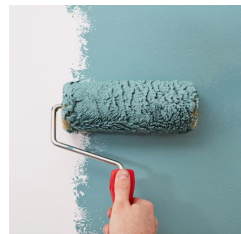
Juan Bautista
Landscaper
571.420.5974

Yard Clean Up | Weeding
Planting | Mulching



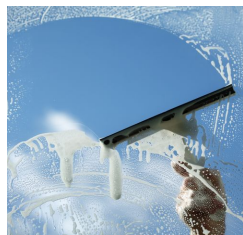
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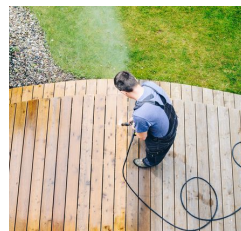
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Paint
Carpentry



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Window Cleaning
Power Washing



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Power Washing
Window Cleaning
Gutter Cleaning