

# Your Guide to Buying a Home



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**THE DESERT  
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**CENTURY 21.**  
1st American

# WHY YOUR AGENT MATTERS

For most people, buying a home is generally the most expensive transaction they will make in their lifetime. And during this costly purchase, there are a lot of legalities along the way that need to be adhered to, to ensure a smooth transaction. Hiring a real estate agent to represent you in the purchase of your home is going to be substantially beneficial.

One very important thing to note is that **buyers aren't responsible for the commission payout for their agent** (with the exception of special, rare circumstances). So without the cost of paying an agent out of pocket, you'll receive the experience and guidance to help you through a process that could otherwise be emotionally exhausting if you are going it alone. Laws are constantly changing, and by having an educated agent guiding you through the process, you can be sure to have your best interests in the purchase always looked after. There really is no good reason to try to buy a house without an agent since it does not cost you anything to have one.

You also get to have access to view more homes, and have a clearer view on how the market is in your area. Sites like Zillow, Trulia, and others have outdated listings and misrepresent property values. Your agent will be able to send you a list of active properties for sale, help you go out to view them, as well as negotiate for you to get a great deal. Find an agent that will work hard to help you find your dream home and avoid the pitfalls of buying a home by doing it on your own.

# WHY BUY INSTEAD OF RENT

In recent years, rental prices have been skyrocketing to new highs. With a booming housing market with lower interest rates, the monthly cost of home ownership has dropped significantly. Throughout the majority of major cities, owning a home has been drastically more affordable than renting.

With the equity build up in your home, you're ultimately "saving money" paying your mortgage, because reselling it could potentially get you your money back, if not more. In a rental situation, it's considered "throw away money," because you'll never build up equity, or see that money again. Instead, you're using your personal funds to not only pay off the mortgage of your landlord, but the property owner also makes a profit off of you on a monthly basis. While interest rates are still low, it's important to take advantage of the dream of owning your own property in today's market. You'll end up getting much more for your money than you would in a rental scenario, and pay equal, or less, on a monthly basis.

There are costs though that come with ownership, that don't come with renting. Keep in mind that there are things that will need to be maintained on your home and preparing for those expenses in advance can help you in the long run. Preventative maintenance goes a long way too! When you close on your house, you will receive a checklist from me with preventative maintenance tips.

# STARTING YOUR HOME SEARCH



The first step to starting your home search is to send us your wants/needs for your new home. We will set you up on a custom search that will notify you as soon as properties hit the market. We are **always** available to take you to see homes as they come on the market. It can be scary to start your home search, but we are here to make it as easy as possible for you! Let us help you find the right home that fits your needs & your wants.

# THINKING ABOUT YOUR LOAN OPTIONS



It's important to start thinking about how much house you can afford. A large part of this is deciding what you want to spend each month, but another big part is talking with a lender to see how much you qualify for. While, you do not need to start talking with a lender right away, it is helpful to know how much you qualify to purchase. We can help you find a great lender to answer all of your questions; let us know if you want to be connected with a lender and we can pair you up with one of several lenders we trust to make your home purchase smooth & easy.

It is also good to know that there is a continued misconception about the necessities to purchasing a home. Most people are led to believe that they are required to have 20% down with a near perfect credit score to qualify for a mortgage. This scenario is simply not true. With a variety of loan options available, home ownership can be a possibility with even as little as 0% down or downpayment assistance. Your lender will let you know which programs are available to you.

If your credit score is a concern, we can still help you. Many people are surprised to find out that you do not need a near perfect score to buy. If your credit score really is too low, we have a few lenders that have great programs, for free, that help you learn how to increase your score.