



LeRoux Realty Group, Inc

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Welcome

# Buying a New Home



# How to Become a POWER BUYER

## POWER Buying Benefits:

- ❖ • GET Up to \$1600's of Closing Costs Credit
- ❖ • RECEIVE FREE Home Inspection
- ❖ • RECEIVE FREE Appraisal
- ❖ • RECEIVE FREE Attorney review P&S
- ❖ • Tips on Motivation
- ❖ • Why Closets and Refrigerators can be the Key
- ❖ • CASH vs Pre-Approval
- ❖ • How to Re-Negotiate after Home Inspection
- ❖ • What is Commitment Letter
- ❖ • Walk through and Closing

++++ PLUS many more features and benefits when you work with us .

***Some restrictions apply. Call for details***

Professional



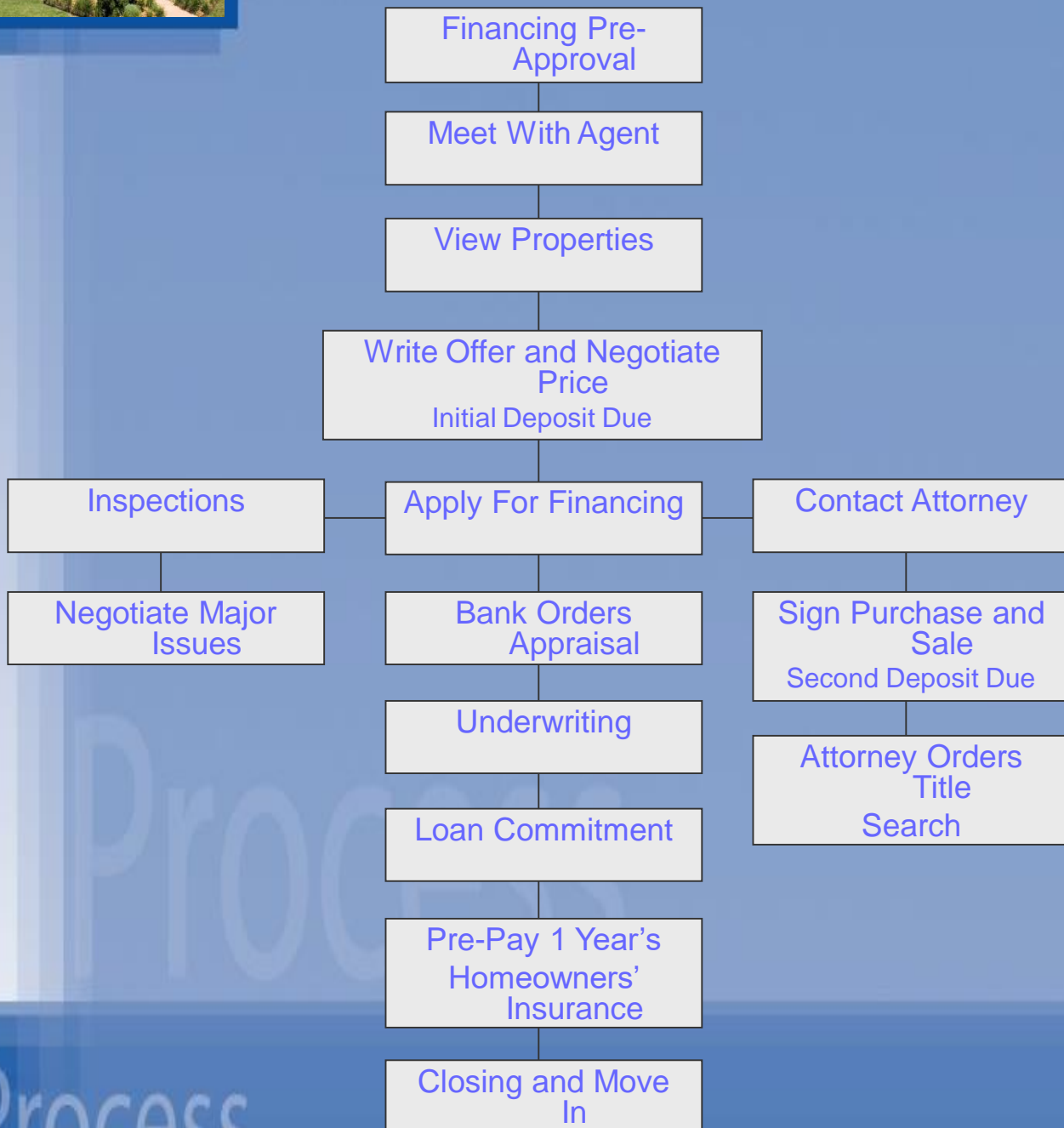
# Introduction

- ❖ Licensed in 1994, I have SOLD 100's of Homes representing both Buyers and Sellers throughout Massachusetts.
- ❖ Biggest Asset: Negotiating favorable terms for my Clients.
- ❖ Designations: Realtor, Certified Buyer Agent, Accredited Sellers Rep along with Memberships to both the Mass. Association of Realtors and the National Association of Realtors.
- ❖ Executive Club, 100% Club RE/MAX 6 years in a row.
- ❖ Certified BPO Consultant and Short Sale Specialist.

Professional



# The Home Buying Process





# Pre-Qualification vs. Pre-Approval

## Pre-Qualification

- ❖ No guarantee from the bank that you can get the loan.
- ❖ Is based on what you told the mortgage officer and a quick credit check.
- ❖ Does not make listing agents happy.

## Pre-Approval

- ❖ Given after all income is verified and full credit check is complete.
- ❖ Is only contingent on the house appraising at the purchase price or higher.
- ❖ Listing agents love these.
- ❖ Stronger negotiation position.

Trust

Trust

The Moral: Get Pre-Approved!

# Closing Costs



- ❖ Attorney's Fees
- ❖ Origination Fee
- ❖ Points
- ❖ Escrows
- ❖ Document Prep Fees
- ❖ Recording Fees
- ❖ Title Search/Flood Cert. Fees
- ❖ Reimbursements for Seller Pre-Paid

Expertise

Expertise



# The Top 5 Ways To Destroy Your Mortgage Approval

- ❖ Buy a car before you buy your house – or worse – while you are waiting to close on the house
- ❖ Change Jobs – even to one that makes more money
- ❖ Get Fired
- ❖ Co-sign on a loan for a friend or relative
- ❖ Cash advance your credit cards to pay for closing costs
- ❖ Buy furniture on credit before closing

Planning

Planning

# Tips and Tricks of the Trade



- ❖ Get the gift (loan) from your parents three months before you buy so that you don't have to explain where the assets came from
- ❖ Look in Closets
- ❖ Open Refrigerators
- ❖ Are you military and going out to sea or being deployed? Have the veteran sign several approval forms to use their VA eligibility with blanks for the address of the property before they leave.

Vision

Vision



# Tax Benefits



- ❖ Mortgage Interest Is Tax Deductible
  - Lowers your tax bill
  - May lower your tax rate
  - May make it beneficial to itemize making other deductions possible that you wouldn't have gotten if you took the standard deduction
- ❖ Points are pre-paid interest and are therefore deductible as well

Value

Value



# My Job

- ❖ Help you find a Home that is Right for YOU!
- ❖ Interview you to understand what your needs and wants are in a home
- ❖ Schedule all appointments
- ❖ Find out the Motivations of Seller's
- ❖ Get Seller's to pay your Closing Costs
- ❖ Reverse CMA
- ❖ Guide you through the process of home inspections, mortgage applications, and appraisals
- ❖ Go with you to closing to make sure everything is taken care of properly
- ❖ Follow up with you after the sale



# Your Job

- ❖ Apply for your mortgage as soon as possible
- ❖ Determine what is important to you in a home and share that with me
- ❖ Be honest with me about what you like and don't like about a home (it's not my house, I don't care if you hate it)
- ❖ Meet all the deadlines for your commitments and paperwork
- ❖ Stay calm and trust me to get the job done
- ❖ If you're pleased with my services, send all your friends and family to me when they are looking to buy or sell

Participation

Participation