

BUYING

your home



REMIFINOW.COM | 800.431.1277

ABOUT THE REMIFI TEAM

Welcome to REMIFI: Your Partner in Homeownership.

At REMIFI, we streamline the home-buying journey by combining real estate, mortgage, and insurance into a seamless, stress-free process. From finding your dream home to securing the right mortgage and protecting your investment, we're here to make every step simple and clear.

With a single point of contact, we remove unnecessary hurdles, saving you time and money. Our personalized approach ensures every detail is handled with care and expertise, giving you confidence and peace of mind.

The REMIFI Team, doesn't just help you buy a home—we help you build your future.



IT'S ALL ABOUT YOU!

Our real estate business has been built around one guiding principle: It's all about you.

Your aspirations.
Your vision.
Your worries.
Your curiosity.
Your resources.
Your precious time.

At REMIFI, it's all about you—your journey, your future, your home.

Our goal is your complete satisfaction. We strive to deliver such exceptional results that you'll want to share your experience with friends and colleagues. It's no surprise that over half of our business comes from repeat customers and referrals.

Great service speaks for itself, and we look forward to earning your trust—and your referrals!

WHAT WE DELIVER

Communication

With REMIFI, your needs always come first. We tailor our communication to your preferences—whether daily updates, weekly check-ins, or quick messages via phone, email, or text. You'll always stay informed. From your initial search to closing, we'll keep you updated on every step, ensuring a smooth and transparent process.

EXPERIENCE AND EXPERTISE

Your real estate transaction will be managed with professionalism and precision, minimizing complexities and anticipating challenges before they arise.

HOME SEARCHING

With REMIFI's state-of-the-art technology, you'll have instant access to new listings that match your criteria. As soon as a suitable home hits the market, we'll arrange a viewing to keep you ahead in a competitive market.

NEGOTIATION

Leverage our market expertise to secure the best price and terms for your home. We'll handle every detail of the negotiation to ensure your needs are met and your satisfaction is guaranteed at closing.

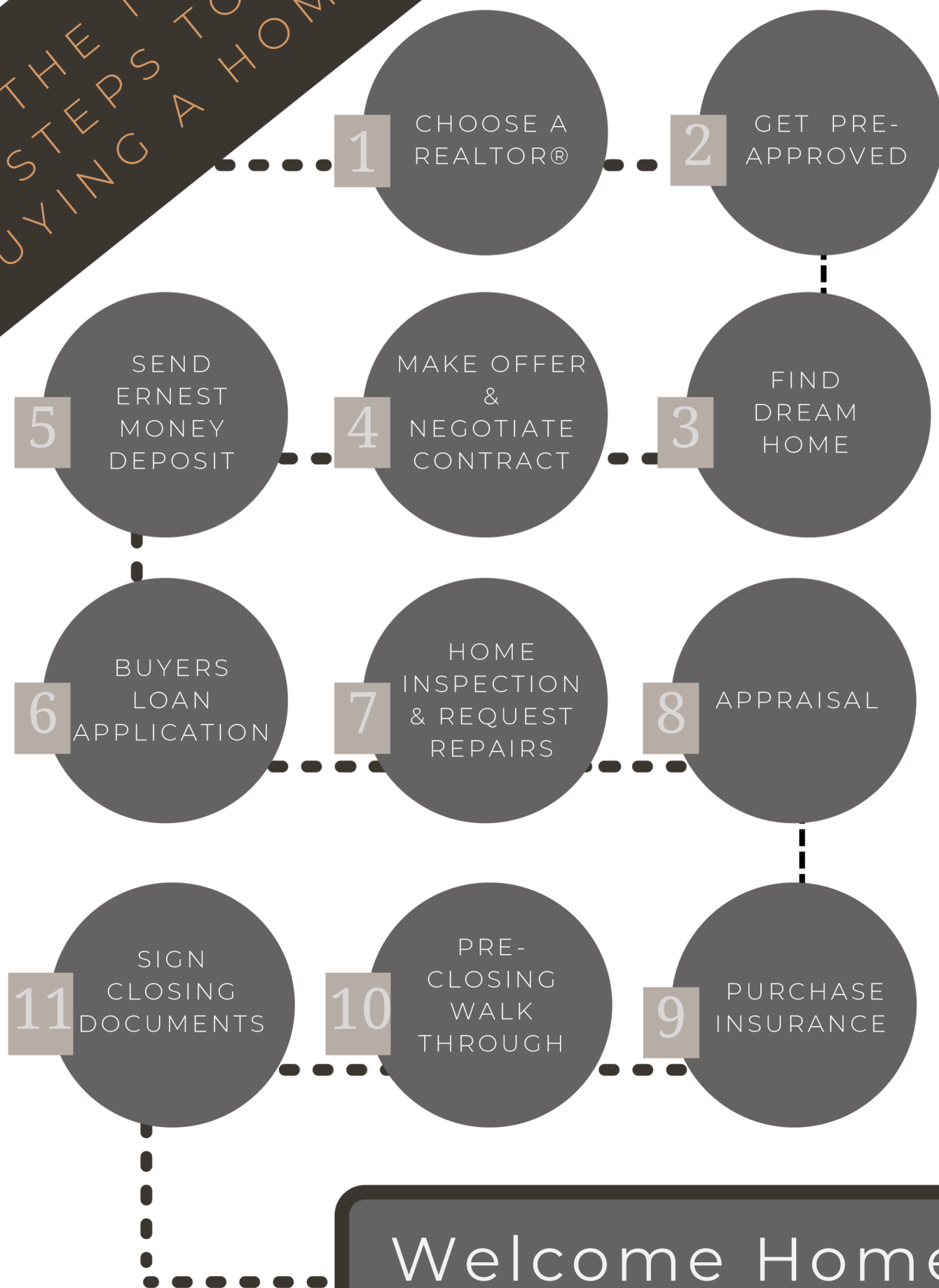
SHOWINGS

We make ourselves available to schedule viewings as soon as homes become available. In today's competitive market, timing is key, and we ensure you never miss an opportunity.

SATISFACTION GUARANTEED

Your satisfaction is our priority. Together, we'll identify your needs and exceed your expectations. With our cancellation guarantee, you have the freedom to end our partnership if we don't deliver the level of service you deserve.

THE 11 STEPS TO BUYING A HOME



PREPARING TO BUY

- **Consult Mortgage Brokers:** Take time to get prequalified and shop around for the best mortgage. Ask questions and fully understand the loan process to make informed decisions.
- **Be Ready to Act:** In competitive markets, hesitation can mean losing out on your dream home. Be prepared to make decisions quickly.
- **Partner with a Trusted Real Estate Professional:** Choose a real estate expert who understands your goals and can guide you confidently through the process.
- **Craft a Competitive Offer:** Recognize that your offer may face competition. Make it attractive to sellers to improve your chances of success.
- **Budget for Maintenance and Repairs:** Plan for ongoing upkeep, even with a new home, to avoid unexpected costs and maintain your property's value.
- **Think Long-Term:** Consider resale potential before buying. The average first-time buyer stays in a home for about 10 years.
- **Define Your Priorities:** Create a list of must-haves for your home and neighborhood, prioritizing what matters most to you.
- **Select Where You Want to Live:** Compile a list of three or four neighborhoods you'd like to live in. Consider nearby schools, recreational facilities, area expansion plans, and safety.

MORTGAGE PRE-QUALIFICATION

To secure a mortgage loan, lenders typically require the following documents:

Tax Returns: W-2s or business tax returns (if self-employed) for the past 2-3 years for all loan signers.

Pay Stubs: At least one recent pay stub per loan signer.

Credit Card Information: Account numbers and balances for all credit cards.

Bank Statements: 2-4 months of statements for both checking and savings accounts.

Loan Details: Lender, loan number, and balance for installment loans like student or car loans.

Brokerage Statements: 2-4 months of statements and a list of other major assets (e.g., boat, RV, stocks).

Retirement Accounts: Your most recent 401(k) or retirement account statement.

Additional Income Verification: Documents for child support, pensions, or other income sources.

Having these ready will streamline the approval process and help you secure your loan faster.

TERMS YOU'LL NEED TO KNOW

Loan Estimate: Your lender gives you this document within three business days of applying for a loan. It outlines your estimated interest rate, monthly payment, closing costs, taxes, and insurance. It also explains potential changes to payments or interest rates, as well as any fees for early payoff ("prepayment penalty") or growing loan balances ("negative amortization").

Closing Disclosure: This document is sent three days before closing. It lists the final loan terms, monthly payments, and closing costs. Compare it to the Loan Estimate and ask any questions before the deal is finalized.

Mortgage and Note: These legal agreements detail your loan terms, including how much you borrowed and how you'll repay it.

Deed: This document transfers ownership of the property. If you're paying cash, you get it at closing. With a mortgage, the lender holds the deed until the loan is paid off.

Affidavits: These are legally binding statements. For example, the seller might sign one to confirm no unpaid debts or liens on the property.

Earnest Money Deposit (EMD): This is a "good faith" deposit to show you're serious about buying the home. Held by the title company, it's applied to your costs at closing. If contingencies like inspection or appraisal aren't met, you can often get it back.

HOME INSPECTION

Once your offer is accepted, schedule a home inspection to protect yourself from costly surprises. While not required for a mortgage, it's a vital step to assess the home's condition. You'll need to hire and pay for an inspector, but your real estate agent can often recommend one and help set it up.

A standard inspection covers surface-level components like the structure, outlets, HVAC systems, and appliances. However, issues like lead, mold, asbestos, radon, or pests require specialized inspections.

Attend the inspection to ask questions and learn about potential red flags. The inspector can provide insights and prioritize repairs, helping you make informed decisions about your new home.



THE APPRAISAL

Appraisals are required to ensure you and your lender don't overpay for a home. Your mortgage company will arrange the appraisal, which is conducted by an independent third party to ensure fairness.

If the appraised value is higher than your purchase price, you've gained instant equity. However, if it's lower, your lender won't finance more than the appraised value. In this case, you can:

- Pay the difference out of pocket.
- Negotiate with the seller to lower the price.
- Dispute the appraisal if you believe it's inaccurate.
- Walk away from the deal.

Appraisals are a key step in protecting your investment and ensuring the transaction is fair.



DETERMINING YOUR DOWN PAYMENT



The amount you need for a down payment depends on your loan type and the home's cost. A larger down payment lowers your monthly payments and reduces the total interest you'll pay. Conventional loans typically require at least 5%, while FHA loans may need as little as 3.5%.



In addition to your down payment, you'll also need to budget for closing costs, which cover fees for processing and securing your loan. These typically range from 2% to 5% of the home's value, depending on the loan type and purchase price.

UNDERWRITING

While REMIFI works with qualifying banks to underwrite your loan, we'll verify your income, assets, debts, and property details. This process is mostly behind the scenes, but banks may request additional documents like proof of deposits or assets. Responding quickly ensures the process stays on track.

HOW TO ENSURE YOUR LOAN CLOSES

Avoid major financial changes until your loan closes. Don't apply for new credit, take on more debt, or make large purchases. New debt can raise your debt-to-income ratio (DTI), which may lower your approved amount or disqualify you if it exceeds 45%. Keep finances steady for a smooth closing.

CLOSING ON YOUR *Home*

You've found your perfect home, had your offer accepted, and secured loan approval. Now it's time for the final step: closing. This is when you'll sign the mortgage documents and, in most cases, take ownership of the property.

WHAT TO KNOW ABOUT CLOSING

You'll receive a Closing Disclosure before the big day, summarizing the final costs of your loan. Acknowledge receipt of this document as soon as possible, as your lender must provide it at least three business days before closing. Delayed acknowledgment could postpone your closing.



CLOSING ON YOUR

Home

WHAT TO BRING:

- A valid government-issued photo ID (e.g., driver's license)
- A cashier's check or proof of wire transfer for your down payment and closing costs
- Your Closing Disclosure to compare with the final paperwork
- A list of key contacts (e.g., agent or lawyer) for any last-minute questions

WHO SHOULD ATTEND:

- All buyers listed on the loan should plan to attend. If you can't be present, you'll need to provide someone with power of attorney.
- In some states, the buyer and seller attend the same closing, while in others, separate closings are held.
- A closing agent, acting as a neutral third party, will facilitate the process. Your real estate agent may also attend, though it's not required.

PAYMENTS DUE AT CLOSING

Home

At closing, you'll get the keys to your home and pay any required upfront costs. Here's a breakdown:

Down Payment: Your contribution toward the home's purchase, which becomes your equity.

Escrow Funds: Money collected to cover future taxes and insurance payments.

Third-Party Fees: Costs for services like appraisals, title insurance, and credit reports.

Per Diem Interest: Daily interest to cover the time between closing and your first mortgage payment.

HOA Dues: If applicable, you may need to pay a year's worth of homeowners association dues.

Discount Points: Fees to lower your interest rate, if you've chosen this option.

MAKING YOUR OFFER

Competitive

BE PREPARED FOR A SELLER'S MARKET

The current market is competitive, with many homes receiving multiple offers above the asking price due to low inventory and high demand. To succeed, make your best offer upfront.

Purchase Price: Price is critical in this market, as sellers often choose the highest net offer without counter-offering. Ask yourself, "What price am I comfortable offering, knowing I might lose the house at this amount?"

Higher Earnest Money Deposit (EMD): A larger EMD shows sellers you're serious. While 1% of the purchase price is typical, in competitive situations, offering 3-5% (or more) can make your offer stand out.

Shorter Inspection Window: A shorter inspection period can give your offer an edge. Inspections often derail deals, so sellers appreciate minimizing this timeframe to keep the process moving quickly.

Occupancy/Possession Time: If the seller needs time in the home after closing, be flexible. Consider offering free rent for their post-closing occupancy to make your offer more appealing.

MAKING YOUR OFFER

Stand Out

Escalation Clause: An escalation clause shows you're willing to pay a set amount over the highest documented offer, up to a maximum limit. This keeps your offer competitive without overpaying.

Example: For a \$200,000 listing, you might offer \$1,000 above the highest offer, up to \$220,000. If the next highest offer is \$205,000, your price becomes \$206,000.

Appraisal Guarantee: This means covering the gap if the home appraises for less than the contract price, up to a specific amount. It reassures the seller and strengthens your offer.

Quick Closing Date: A faster closing appeals to sellers eager to finalize the deal quickly.

Avoid Asking for Concessions: Pay your own closing costs if possible, leaving more money for the seller.

Offer to Cover Seller's Closing Costs: If budget allows, paying some or all seller closing costs makes your offer more attractive.

Limit Contingencies: Fewer contingencies reduce risk for sellers, making your offer cleaner and more competitive.

LOVING

your home




REMIFI
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