

Your HOME

CONSULT WITH A REALTOR®

An important step in buying a home is meeting with an agent for a home buyer's consultation. To ensure that you understand the process and your expectations are met, keep in mind the following topics:



You should determine:

- "the basics," such as your needs (number of bed rooms, baths, etc.), communities of interest, comfortable price range, and time line;
- how often you are available to look and what you expect from your agent in terms of availability; and
- how to communicate (e-mail, telephone updates) and when (daily or weekly).

Your agent should explain:

- financing options, giving you references for lenders (usually three);
- the difference between the various loan programs available;
- all the paperwork you will be expected to sign throughout the process (get copies to review); and
- buyer brokerage vs. seller's representation (you should sign a buyer broker agreement).

Call me to set up a consultation!

DOs AND DON'Ts: QUICK HIDING PLACES FOR SELLERS

You just got a call that someone is coming to look at your home. With just a few minutes to tidy up, here are a few places to hide your clutter where buyers are the least likely to look:

- Under the bed
- In dresser drawers and chests
- Under or behind the couch (*if it's up against a wall*)
- In the washer and dryer
- In the clothes hamper (*with a lid*)

(Note: As a last resort, there's always the trunk of your car!)

Don't panic and hide things in places where buyers are most likely to inspect. These places need to be kept clean, uncluttered, and organized:

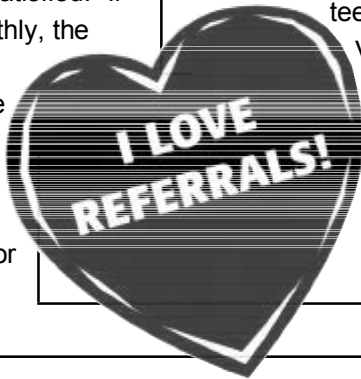
- Bedroom closets
- Laundry room
- Kitchen drawers
- Kitchen Pantry
- Oven



Questions I Am Often Asked...

What is earnest money?

In legal terms, it is the money pledged to show ability and intent to perform a contract. In a real estate transaction, it represents the buyer's sincerity and eagerness to purchase the home. When the buyer makes a written offer, generally the seller requires a monetary deposit. The deposit is kept in the trust account of the real estate company that is handling the listing - it's not turned over to the seller. It is totally refundable if the offer is not accepted or if some condition of the contract is not satisfied. If everything proceeds smoothly, the deposit applies in full towards the purchase price at closing. However, problems do arise when the real estate transaction fails to close, for whatever reason.



WHO ARE FREDDIE MAC, FANNIE MAE, AND GINNIE MAE?

Freddie Mac and Fannie Mae are publicly traded corporations

chartered by Congress to increase the supply of funds that mortgage

lenders — such as commercial banks, mortgage bankers, savings institutions, and credit unions can make available to home buyers and multifamily investors. Through their efforts, consumers experience lower mortgage interest rates, readily available home mortgage credit, a wider selection of mortgage products, and reduced origination costs. These two companies provide a continuous and low-cost source of credit to finance America's housing.

Ginnie Mae is a government agency within the U.S. Department of Housing and Urban Development created by Congress to ensure adequate funds exclusively for government loans insured by the Federal Housing Administration and guaranteed by the Department of Veterans Affairs and Veterans Administration.



**Do you know someone who is thinking about buying or selling a home?
Please mention my name.**



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