

BUYING A *new home*

Everything you need to know about
who we are, what we stand for, and
why you'll love working with us.



Sheryl Lynn

**BROKER ASSOCIATE | E-PRO®
LICENSE #01446902
15615 LAPEYRE ROAD
MOORPARK, CA 93021
(805) 907-8270 CALL/TEXT**

welcome

HELLO.

I am excited to guide you through this journey!

Thank you for choosing to put your trust in me for the process of buying and/or selling your home. Every member of my team is committed to ensuring that ALL of your real estate needs are not just met, but exceeded! I've created this book for your convenience and we hope that it will be a valuable resource. While the entire process is outlined for you here, please know that I will be staying in constant contact with you throughout the process.

Your experience will be unique and I will adjust our service according to your wants and needs. My focus is on your complete satisfaction.



Sheryl Lynn

BROKER ASSOCIATE | E-PRO®
LICENSE #01446902
15615 LAPEYRE ROAD
MOORPARK, CA 93021
(805) 907-8270 CALL/TEXT

MEET THE TEAM



Melanie Meixner

ASSISTANT/ REALTOR

Assists with marketing and real estate tasks.

☎ 949-412-5937

✉ Melanie.meixner@gmail.com



Christian Delos Santos

TRANSACTION COORDINATOR

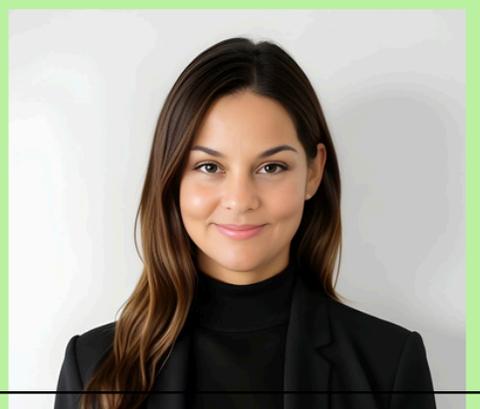
Assists with transaction paperwork.

☎ 805-505-9485

✉ chris.connectingheartstohomes@gmail.com

MEET THE TEAM

TICOR TITLE - TEAM LUNA



Jennifer Rulli-Luna

Vice President of Sales

☎ 805-551-5108

✉ Jen.Luna@FNF.com



Leah Reynolds

Inside Sales Executive

☎ (619) 754-3650

✉ Leah.Reynolds@FNF.com

Title Officer
Michelle Pascual
(818) 549-7718
Michelle.Pascual@TicorTitle.com

Customer Service
Phone: (818) 549-7740
Philip Rodriguez
(818) 549-7742
Phillip.Rodriguez@TicorTitle.com

Farming
Walter Allen
(714) 289-3300
Walter.Allen@TicorTitle.com

OPEN ORDER DESK EMAIL
GDTitleTeam@TicorTitle.com

MEET THE TEAM



Tamara Rossie-Molina

CHOICE HOME WARRANTY

Senior Account Executive

- ☎ 805.660.2432
- ✉ tmolina@chwpro.com
- 🌐 www.chwpro.com



Mike Wise

CMG HOME LOANS

Mortgage Broker
Area Sales Manager
NMLS ID# 236372

- ☎ P (805) 368-4602
- ✉ mwise@cmghomeloans.com
- 🌐 www.cmghomeloans.com/mysite/mike-wise

MEET THE TEAM



Glenyse Milbourn

US BANK

Home Loan Consultant
NMLS# 455143

- ☎ 805.390.8267
- ✉ Glenyse.Milbourn@usbank.com
- 🌐 <https://mortgage.usbank.com/ca-westlake-village-glenyse-milbourn>



Mike Hardy
NMLS 54483

Rick Mount
NMLS 188512

Kevin Sprague
NMLS 1547630



CHURCHILL MORTGAGE

- ☎ Office: (909) 480-3869
- ✉ kevin.sprague@churchillmortgage.com
- ✉ mikeandrick@churchillmortgage.com

🌐 <https://the-mike-hardy-and-rick-mount-team.mychurchill.com>

ABOUT US

Sheryl Lynn Johnson's success as a leading local real estate professional can be traced to her love for the area, creativity, strong business background and entrepreneurial spirit.

But ask any of her clients, and more than likely they'll point to Sheryl Lynn's genuinely caring approach as her defining personality trait.

When you team up with Sheryl Lynn toward the sale or purchase of a home, you're working with someone who truly understands both the emotional and financial significance of your investment. It's an awareness that is reflected in her every action. Sheryl Lynn puts her heart into the service she provides, and it shows. So when the time comes for your next move, turn to the dedicated professional who is Connecting Hearts to Homes. Call Sheryl Lynn Johnson today.

Our knowledge of the market and our research techniques have proven that we price to optimize sales by getting 5 to 10% more for your house.



MY COMMITMENT TO YOU



GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs get you in the door! Looking at dozens of homes every week, I can help you identify potential problems within a home.



HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.



STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked and that you truly understand what a paper means before ever signing.



NEIGHBORHOOD EXPERT

Working daily in neighborhoods with inspectors, contractors, and negotiating with sellers, I have the market knowledge you need to get the best results from your purchase. Understanding the local real estate market can go a long way when it comes time to make an offer on a house.



PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. Hopefully making buying a home a fun and stress-free process.

STEPS TO BUYING A NEW HOME

Stage 1 - Prep work

DECIDE WHETHER YOU'RE READY TO BUY A HOME

CALCULATE HOW MUCH YOU CAN AFFORD ON A HOUSE

SAVE FOR A DOWN PAYMENT AND CLOSING COSTS

DECIDE WHAT TYPE OF MORTGAGE IS RIGHT FOR YOU

GET PREAPPROVED FOR A MORTGAGE

Stage 2 - The search

CREATE A WISH LIST

DOCUMENTING YOUR VISIT

START TOURING HOMES

Stage 3 - Under Contract & Closing

MAKE AN OFFER

FINALIZE MORTGAGE

GET HOMEOWNERS INSURANCE

ATTEND THE HOME INSPECTION

HAVE THE HOME APPRAISED

NEGOTIATE ANY REPAIRS OR CREDITS

CLOSE ON YOUR NEW HOME!

SECTION 1

*the
prep work*

DECIDE WHETHER YOU'RE READY TO BUY A HOME

Sure, there's being financially ready to buy a house, but are you emotionally ready? Even if it's just going to be your starter home, you're making a big financial commitment and putting down some roots.

You'll want to think about your other goals for the next few years. Are you buying with a partner, and if yes, are you on the same page when it comes to money? Is there any chance you'd need to relocate for work? Are you thinking of starting a family?

These big-picture questions can add to the pros (or cons) of whether this is the right time to buy a house.

Wondering if you should buy a house? Let's look at some of the factors that lenders and homeowners alike should consider.

INCOME AND EMPLOYMENT STATUS

Your lender won't just want to see how much money you make. They'll also want to see a work history (usually about 2 years) to make sure your income source is stable and reliable.

Preparing your income is all about pulling the right documentation together to show steady employment. If you're on the payroll, you'll likely just need to provide recent pay stubs and W-2s. On the other hand, you'll need to submit your tax returns and other documents the lender requests if you're self-employed.

Debt-to-income ratio (DTI) is another financial instrument mortgage lenders use to evaluate your loan application. Your DTI helps your lender see how much of your monthly income goes to debt so they can evaluate the amount of mortgage debt you can take on.

DTI is calculated by dividing your monthly debt by your gross monthly income. For example, if your monthly debts (credit card minimum payments, loan payments, etc.) total \$2,000 per month and your gross monthly income is \$6,000, your DTI is $\$2,000/\$6,000$, or 33%. Your lender will use the debts shown on your credit report to calculate your DTI.

Depending on the type of loan you're applying for, your lender may also calculate your housing expense ratio, also sometimes referred to as front-end DTI. This is a ratio that looks at your total monthly house payment (principal, interest, taxes and insurance) compared to your monthly income. For example, if you have a \$1,200 house payment and the same \$6,000 monthly income, your housing expense ratio is $\$1,200/\$6,000$, or 20%.

It's smart to review your DTI before you apply for a loan. In most cases, you'll need a back-end DTI of 43% or less to qualify for the most mortgage options, although this number varies based on your lender, loan type and other factors.

CREDIT HEALTH

Your credit score plays a huge role in what loans and interest rates you qualify for. Your credit score tells lenders how much of a risk you are to grant a loan.

Taking steps to improve your credit score and reduce your debt can pay off big as you prepare to get a mortgage. Better numbers mean better loan options with lower interest rates.

Your credit score is based on the following information:

- Your payment history
- The amount of money you owe
- The length of your credit history
- Types of credit you've used
- Your pursuit of new credit

What score will you need to qualify for a home loan? Most lenders require a credit score of at least 620 to qualify for the majority of loans. A score above 720 will generally get you the very best loan terms.

TIMING

Deciding whether it's a good time to buy a house or not depends on a variety of personal factors (such as financial readiness and lifestyle preferences) and market conditions (such as economic health and current mortgage rates).

Ultimately, the right time to buy a home comes down to your own unique situation. Be sure to consult a financial expert before making any big financial decisions such as buying a house.



CALCULATE HOW MUCH YOU CAN AFFORD

Once you decide you're ready to buy a home, it's time to set a budget. A good place to begin is by calculating your DTI ratio. Look at your current debts and income and consider how much money you can reasonably afford to spend each month on a mortgage.

Homeownership comes with several costs you don't need to worry about while renting. You'll need to pay property taxes and maintain some form of homeowners insurance. Factor these expenses into your household budget when you decide how much you can afford on a house.

Mortgage lenders consider DTI an important qualifying factor. The amount of debt you have is considered a very reliable predictor of the risk associated with the approval of any mortgage loan. Therefore, it's important to know your numbers.

Let's look at how DTI is calculated.

Step 1: Add Up All Of Your Monthly Debts

Your debt payments could include:

- Monthly rent or house payments
- Monthly child support payments or alimony
- Student loan payments
- Car payments
- Monthly credit card minimum payments
- Any other debts you might have

You don't need to add in:

- Grocery bills
- Utility bills
- Taxes
- Any other bills that may vary month to month

Step 2: Divide Your Monthly Debts By Your Monthly Gross Income

SAVE FOR A DOWN PAYMENT AND CLOSING COSTS

There are many ways to save for your home purchase, including through investments and savings accounts. If you have relatives who are willing to contribute money, you may be able to use gift money toward your down payment (in which case, be sure to provide your lender with a gift letter).

But how much do you need to save before buying a home? Let's look at some of the major expenses related to the purchase, and how much you might want to save for them.

DOWN PAYMENT

Your down payment is a large, one-time payment toward the purchase of a home. Many lenders require a down payment because it mitigates the loss they might suffer in the event that a borrower defaults on their mortgage.

Many home buyers believe that they need a 20% down payment to buy a home. This isn't true. Plus, a down payment of that size isn't realistic for many first-time home buyers.

Fortunately, there are many options for buyers who can't afford a 20% down payment. For example, you can get a conventional loan for as little as 3% down. Federal Housing Administration (FHA) loans have a minimum down payment of 3.5%. Department of Veterans Affairs (VA) loans and United States Department of Agriculture (USDA) loans even allow eligible and qualified borrowers to put 0% down.

There are advantages, however, to making a larger down payment. For one, it typically means you'll have more mortgage options. It also usually means you'll have a smaller monthly payment and a lower interest rate. Plus, if you put at least 20% down on a conventional loan, you won't need to pay for private mortgage insurance (PMI).

CLOSING COSTS

You'll also need to save money to cover closing costs – the fees you pay to get the loan. There are many variables that go into determining how much you'll pay for closing costs, but it's usually smart to prepare for 3 – 6% of the home value. This means that if you're buying a home worth \$200,000, you might pay \$6,000 – \$12,000 in closing costs.

The specific closing costs will depend on your loan type, your lender, and where you live. Almost all homeowners will pay for things like appraisal fees and title insurance. If you take out a government-backed loan, you'll typically need to pay an insurance premium or funding fee upfront.

IMPORTANT!

Before you close on your loan, your lender will give you a document called a Closing Disclosure, which lists each of the closing costs you need to cover and how much you'll need to pay at closing. Look over your Closing Disclosure carefully before you close to know what to expect and to catch any errors.



DECIDE WHAT TYPE OF MORTGAGE IS RIGHT FOR YOU

Before you can apply for a mortgage, you'll need to decide what the best type of loan is for you and which one you'll qualify for.

CONVENTIONAL LOANS

Conventional loans are mortgages made by a private lender and not backed by the government. The most common type of conventional loans are loans that are backed by Fannie Mae or Freddie Mac, sometimes called conforming loans. The majority of mortgages in the U.S. are conventional loans. Conventional loans are always a popular option for home buyers, and you can get one with as little as 3% down.

FHA LOANS

Backed by the Federal Housing Administration, FHA loans are less of a risk for lenders because the government insures them if you stop making payments. As a result, FHA loans have credit score requirements that aren't as strict. You can get an FHA loan with a down payment as small as 3.5%.

VA LOANS

Backed by the Federal Housing Administration, FHA loans are less of a risk for lenders because the government insures them if you stop making payments. As a result, FHA loans have credit score requirements that aren't as strict. You can get an FHA loan with a down payment as small as 3.5%.



GET PREAPPROVED FOR A MORTGAGE

When you're ready to start house hunting, it's time to get preapproved for a mortgage. When you apply, your lender will give you a preapproval letter that states how much you're approved for based on your credit, assets, and income. You can show your preapproval letter to your real estate agent so they can help you find homes within your budget.

To get preapproved, you need to apply with your lender. The preapproval process typically involves answering some questions about your income, your assets, and the home you want to buy.

Pre-approvals are a dress rehearsal for your mortgage and are necessary to make a serious offer on a home. They typically expire after 90 days and can be refreshed if you don't find the home you're looking for in that time.

Know that pre-approvals don't guarantee your mortgage approval or interest rate. After you're pre-approved, avoid opening new credit lines or making large debt payments that can impact your FICO score.

Working with a lender to get preapproved for a mortgage is an important step in accurately determining your budget. A mortgage preapproval will give you real numbers since the lender will have detailed info about your finances. That includes a hard inquiry, which will show up on your credit report. The good news: If you apply with multiple lenders around the same time, it'll only count as one hard pull.



SECTION 2

the search

CREATE A WISH LIST

Make a list of the things you'll need to have in the house. Ask yourself how many bedrooms and bathrooms you'll need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your kids and/or pets to play in?

Once you've made a list of your must-haves, don't forget to think about the kind of neighborhood you want, the types of schools in the area, the length of your commute to and from work, and the convenience of local shopping. Take into account your safety concerns as well as how good the rate of home appreciation is in the area.

tips

WE WILL MAKE SURE TO CHECK OUT THE LITTLE DETAILS OF EACH HOUSE

Test the plumbing

Try the electrical system

Open and close the windows & doors to make sure they work properly

EVALUATE THE NEIGHBORHOOD AND SURROUNDING AREAS

Are the surrounding homes well maintained?

How much traffic is on the street?

Is it conveniently located to schools, shopping, restaurants, & parks?

THE BASICS

What price range would you consider?

No less than \$_____ but no more than \$_____

Are schools a factor and, if so, what do you need to take into consideration (e.g., want specific school system, want kids to be able to walk to school, etc.)?

Do you want an older home or a newer home (less than 5 years old)? ___yes ___no

How much renovation would you be willing to do?
___A lot ___A little ___None!

What kind of houses would you be willing to see?

___One story ___2 story
___split level ___bi-level
___townhouse ___condo
___New construction ___Ranch

What style house appeals to you most?

___contemporary ___traditional
___tudor ___colonial
___modern ___no preference

Do you have any physical needs that must be met, such as wheelchair access?

___yes ___no

THE INTERIOR

How many bedrooms must you have? _____ would you like to have?

How many bathrooms do you want? _____

How big would you like your house to be (square feet)?

No less than _____ But no more than _____

What features do you want to have in your house?

MUST HAVE

WOULD LIKE TO HAVE

Carpet

Ceramic tile

Hardwood floors

Eat-in kitchen

Separate dining room

Formal living room

Family room

Basement

Separate laundry room

Fireplace

Master on the main

THE LOT

MUST HAVE

WOULD LIKE TO HAVE

Large yard (1 acre or more)	_____	_____
Small yard (less than 1 acre)	_____	_____
Fenced yard	_____	_____
1 Car Garage	_____	_____
2 Car Garage	_____	_____
3 Car Garage	_____	_____
4+ Car Garage	_____	_____
Extra parking	_____	_____
Patio/deck	_____	_____
Pool	_____	_____
Outdoor spa	_____	_____
Outdoor Kitchen	_____	_____
Other buildings	_____	_____
Special view Of what?	_____	_____

THE MOST COMMONLY MISSED STEP...

documenting your visit

When it's time to take your home tour, check the features against the checklist you made. Do you need to re-evaluate any of your must-haves?

Get a feel for the home and consider anything you may have left off of your list. Remember, paint can be replaced and staged furniture will change, but there are aspects that can't change so easily:

Is there enough space or too much space?

Where could you use more space?

How would you describe the layout?

Do you like the fixtures and finishes?

Are you happy with the windows (enough natural light, well-placed, too sunny)?

Does the home have curb appeal?

Does the home have adequate parking?



Address: _____

Date Viewed: _____ Time of day: _____

Home

Score:

1

2

3

4

5

6

7

8

9

10

LOCATION

YOUR RATING

The home is in our desired neighborhood and/or area

The home is in our desired school district

We like the parks and recreational options close by

The home is within our determined work radius

INTERIOR DETAILS

YOUR RATING

The home has the number of bedrooms we want/need

The home has the number of bathrooms we want/need

The home is as updated as we want

The home has the square feet we want/need

EXTERIOR DETAILS

YOUR RATING

The exterior is in good condition & is as updated as we want/need

We like the look and design of the exterior of the home

We like the landscape and it is what we want/need.

The backyard will work for us and is what we want/need

MAKE COPIES OF THIS TO USE AT EACH HOME YOU TOUR.

Address: _____

Date Viewed: _____ Time of day: _____

Home

Score:

1

2

3

4

5

6

7

8

9

10

LOCATION

YOUR RATING

The home is in our desired neighborhood and/or area

The home is in our desired school district

We like the parks and recreational options close by

The home is within our determined work radius

INTERIOR DETAILS

YOUR RATING

The home has the number of bedrooms we want/need

The home has the number of bathrooms we want/need

The home is as updated as we want

The home has the square feet we want/need

EXTERIOR DETAILS

YOUR RATING

The exterior is in good condition & is as updated as we want/need

We like the look and design of the exterior of the home

We like the landscape and it is what we want/need.

The backyard will work for us and is what we want/need

MAKE COPIES OF THIS TO USE AT EACH HOME YOU TOUR.

Address: _____

Date Viewed: _____ Time of day: _____

Home Score: 1 2 3 4 5 6 7 8 9 10

LOCATION

YOUR RATING

The home is in our desired neighborhood and/or area

The home is in our desired school district

We like the parks and recreational options close by

The home is within our determined work radius

INTERIOR DETAILS

YOUR RATING

The home has the number of bedrooms we want/need

The home has the number of bathrooms we want/need

The home is as updated as we want

The home has the square feet we want/need

EXTERIOR DETAILS

YOUR RATING

The exterior is in good condition & is as updated as we want/need

We like the look and design of the exterior of the home

We like the landscape and it is what we want/need.

The backyard will work for us and is what we want/need

MAKE COPIES OF THIS TO USE AT EACH HOME YOU TOUR.

now you get to

*start touring
homes!*

Address: _____ Price: _____

ML#: _____

Date of Visit: _____

Square Footage: _____ Taxes: _____

of Bedrooms: _____ # of Bathrooms: _____

Go see In-Person: Yes No

Address: _____ Price: _____

ML#: _____

Date of Visit: _____

Square Footage: _____ Taxes: _____

of Bedrooms: _____ # of Bathrooms: _____

Go see In-Person: Yes No

Address: _____ Price: _____

ML#: _____

Date of Visit: _____

Square Footage: _____ Taxes: _____

of Bedrooms: _____ # of Bathrooms: _____

Go see In-Person: Yes No

Address: _____ Price: _____

ML#: _____

Date of Visit: _____

Square Footage: _____ Taxes: _____

of Bedrooms: _____ # of Bathrooms: _____

Go see In-Person: Yes No

Address: _____ Price: _____

ML#: _____

Date of Visit: _____

Square Footage: _____ Taxes: _____

of Bedrooms: _____ # of Bathrooms: _____

Go see In-Person: Yes No

Address: _____ Price: _____

ML#: _____

Date of Visit: _____

Square Footage: _____ Taxes: _____

of Bedrooms: _____ # of Bathrooms: _____

Go see In-Person: Yes No

Address: _____ Price: _____

ML#: _____

Date of Visit: _____

Square Footage: _____ Taxes: _____

of Bedrooms: _____ # of Bathrooms: _____

Go see In-Person: Yes No

Address: _____ Price: _____

ML#: _____

Date of Visit: _____

Square Footage: _____ Taxes: _____

of Bedrooms: _____ # of Bathrooms: _____

Go see In-Person: Yes No

SECTION 3

*under
contract &
closing*

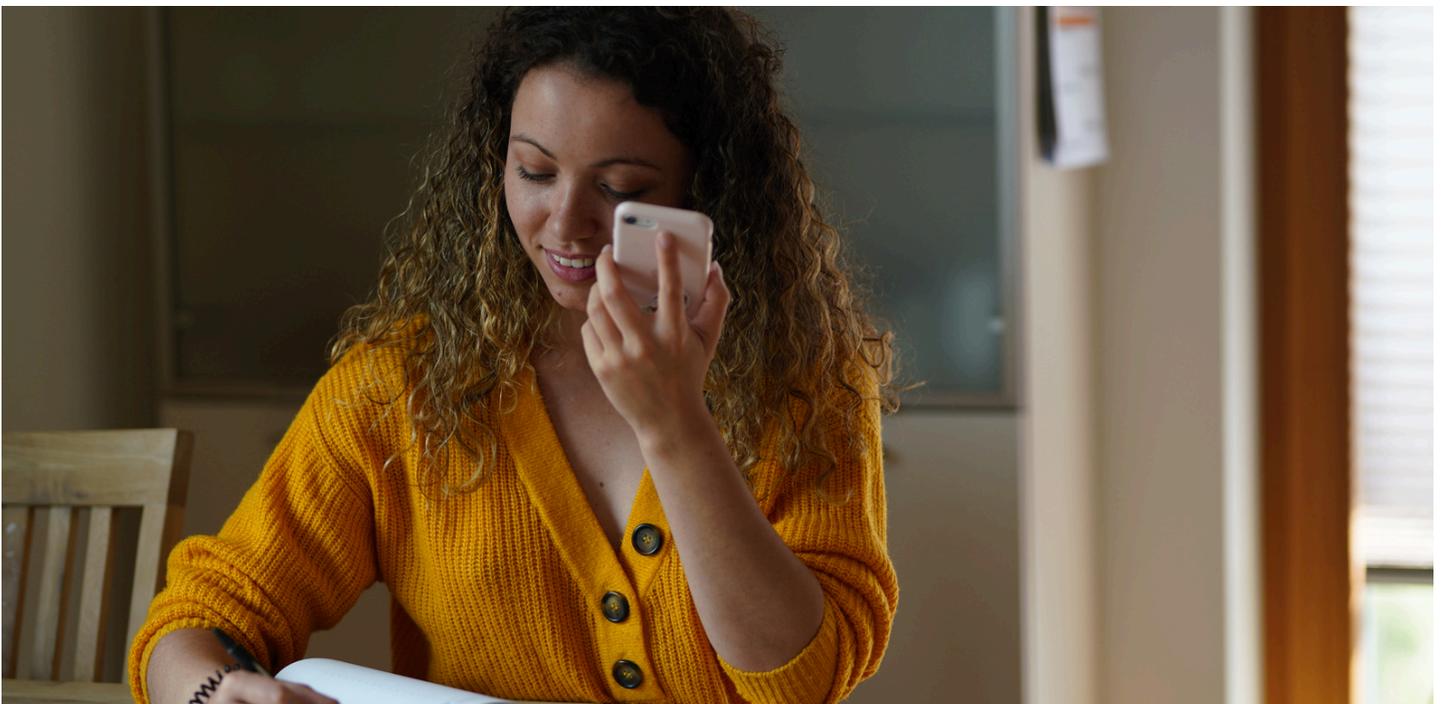
WRITING AN OFFER

Before you make an offer on a house there are three key elements that you'll want to have in place before you make an offer on a house.

The first is a mortgage preapproval from at least one lender. Ideally, you should get preapproved before you start looking at houses. It can be time-consuming to pull together all the required documents, but most importantly, a preapproval lets you know how much house you can afford. Having a preapproval in hand also lets the seller know that you're serious and provides reassurance that the deal will close. That can be extra helpful in a scenario where the seller is in a hurry to move.

Second, know your market to ensure you're making a competitive offer. This can be based on comparable sales, other market information from your own research, or a comparative market analysis provided by your real estate agent. You'll probably want to make an offer that's for slightly less than your preapproval amount, which leaves room to negotiate.

Last, verify that the down payment required by your lender is in the bank and ready to go. Simply having earmarked certain assets as the funds to buy a home (including the money required for the earnest deposit, down payment, closing costs, etc.) is not enough to ensure a smooth transaction. Having direct and immediate access to the cash is essential.



WHAT IS INCLUDED IN AN OFFER

A written offer may contain these elements, among others:

- **Address:** The home's legal address, and sometimes the legal property description.
- **Price:** Details regarding the purchase price and terms.
- **Earnest money:** The amount and terms regarding the earnest money, including its disposition upon the acceptance of the offer.
- **Title:** A stipulation that the seller will provide clear title to the property.
- **Closing costs:** Details regarding which party will pay closing costs or other fees, as well as how certain taxes and expenses will be prorated between the buyer and the seller at closing. (Some lenders may cap the amount of seller participation in these expenses.)
- **The date and time of the offer's expiration:** In hot markets, this can be mere hours, but in most cases, it's one or two days.
- **A projected loan closing date:** This is typically 30 to 60 days, though how long your lender's underwriting process takes can be the deciding factor here.
- **Contingencies:** Any contingencies that the deal is subject to (more on these in the next section).
- **Disclosures:** Other state-required provisions or disclosures.

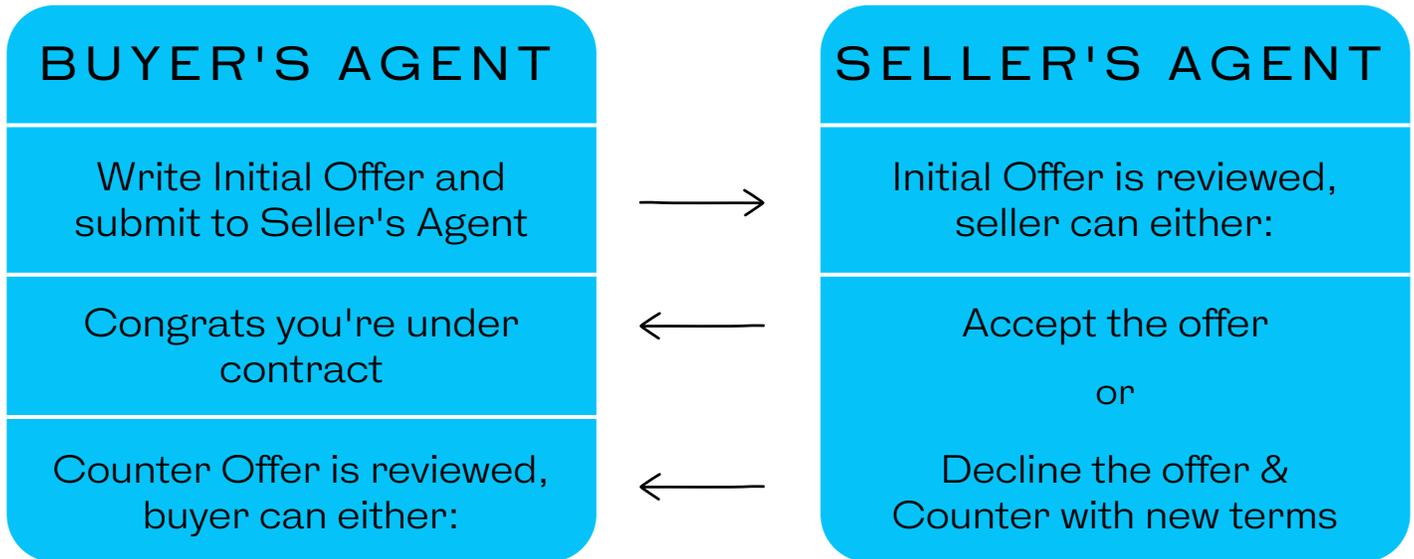
COMMON CONTINGENCIES

Your written offer will likely include a least a couple of standard contingencies. These are things that need to happen before the sale can move forward. Common contingencies include:

- **Final loan approval:** In other words, you get the mortgage, often within a specified amount of time.
- **Home inspection:** In addition to requiring that the property undergo a home inspection, this contingency may also specify how issues revealed during the inspection will be addressed (for example, if the seller will repair or provide a credit at closing), or if the inspection is for informational purposes only.
- **Appraisal:** Lenders generally insist on verification of the home's value via an appraisal, as they don't want to lend you more than the property is worth.
- **Home sale:** This is a less common contingency that means the purchase relies on the completion of another, separate transaction. This is usually either the sale of your current home or the seller finding a new home.

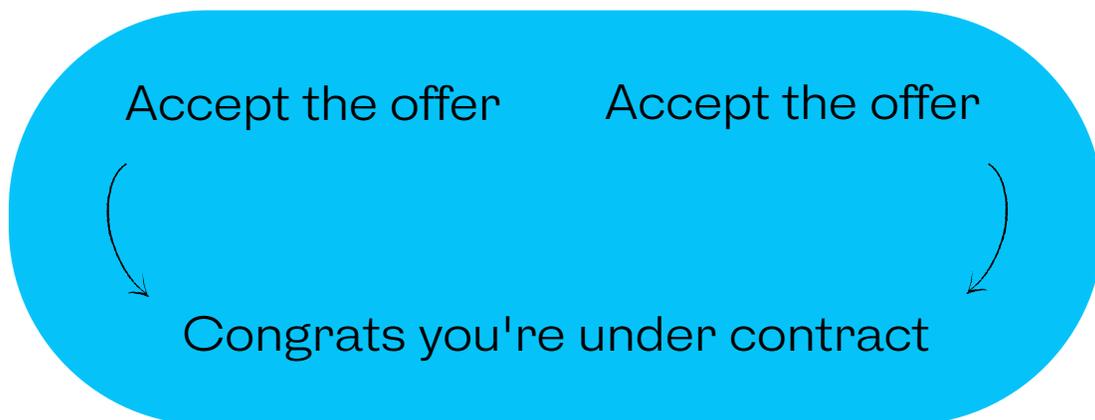
Although you have to protect your interests and gather enough information to make a wise purchase, contingencies may act as roadblocks to getting a deal done — especially in hot markets. It's best for both the buyer and the seller to put only enough stipulations in the contract to cover the necessary bases; no more.

THE OFFER PROCESS



REPEAT

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.



FINALIZE YOUR MORTGAGE

You know the property you want to buy and how much you'll have to pay for it. Now you'll choose a lender to get a mortgage from (you can go with a lender that preapproved you or start fresh with a different one).

Even with an online-first lender, you'll often work closely with a loan officer to complete the actual application.

This is a paperwork-heavy process, so get ready to do a lot of uploading. Here's what you're likely to need:

- W-2 forms from the past two years (possibly more, if you've changed employers).
- Pay stubs from the past 30 to 60 days.
- Proof of other sources of income (including documentation of any gift money).
- Federal income tax returns from the past two years.
- Recent bank statements (usually for the last couple of months).
- Details on long-term debts like car or student loans.
- ID and Social Security number.

Once your mortgage application is complete, you'll go into underwriting. During this process, the lender makes a final decision on whether to give you the loan — it's basically making sure there's not anything about the deal that's just too risky.

Underwriting includes digging deep into your finances, so you may need to come up with even more documents. The lender will also look at the home you've chosen via an appraisal and request a title search.



FINALIZE HOME INSURANCE

It might feel a little strange to take out an insurance policy on a home you don't actually own yet, but most lenders make securing homeowners insurance a condition of giving you a mortgage. You'll want enough coverage to fully replace the home (which might not be the same as your purchase price or the appraised value), and typically the policy should become effective on your closing date.

ORDER AND ATTEND INSPECTION

A basic home inspection can raise issues you might face down the road and point out any necessary repairs. This visual assessment covers all aspects of the house and its systems, from the foundation to the roof. If you have a particular concern, like mold or radon, you may want to get one of the more specialized types of home inspections in addition to a standard inspection.

You choose the home inspector and pay for the home inspection. If it uncovers problems that weren't included in the seller's disclosures, you may be able to negotiate with the seller



ORDER AN APPRAISAL

When your home is under contract, you can't move forward with the sale until an appraisal is done on your home.

The outcome can affect whether or not you make it to closing and whether the price in the offer is the price you'll end up with on settlement day.

We go the extra mile during this phase of being under contract, meeting the appraiser at your home, and creating an information packet that helps the appraiser have all the information he or she needs for a favorable outcome.

You don't want the appraised value of your home to come in below the price you've negotiated with the buyer, so we have a very specific process for making sure that doesn't happen!



NEGOTIATE ANY REPAIRS OR CREDITS WITH THE SELLER

Though some items, like prorating property taxes or HOA fees, will already have been addressed in your offer letter, you may still have some items to negotiate before closing.

Your ability to negotiate can hinge on what kind of market you're facing. In a strong seller's market, it can be difficult to get concessions, since the seller can simply go to their next offer. But if it's an issue that will come up with any buyer — for example, a necessary repair that will get flagged by any home inspector — you may still have leverage.



Asking for a credit at closing rather than for the seller to complete needed repairs can help keep the transaction moving. The seller simply rebates you an agreed-upon amount for specific improvements. That can save you a bit of cash at closing, plus handling the repairs yourself (whether DIY or with a pro) ensures the work will be done to your satisfaction.

SCHEDULING YOUR MOVE

AFTER SIGNING

Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like.

Donate or sell items that are in good condition.

Get copies of medical records and store them with your other important documents

Create an inventory of anything valuable that you plan to move

Get estimates from moving companies

4 WEEKS TO MOVE

Give 30 days' notice if you are currently renting

Schedule movers/moving truck

Buy/find packing materials

Start packing

SCHEDULING YOUR MOVE

2 WEEKS TO MOVE

Contact utility companies (water, electric, cable)

Change address: mailing, subscriptions, etc.

Minimize grocery shopping

Keep on packing

1 WEEK TO MOVE

Obtain a certified check for closing

Complete final walkthrough

Finish packing

Clean

Pack essentials for a few nights in new home

Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number

CLOSING DAY

CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

FINAL WALK-THROUGH

We will do a final walk of the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans

BEFORE CLOSING

BRING TO

- Government-issued photo ID
- Copy of the sales contract

RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially homeowners!! Time to throw a party and get to know your new neighbors!



WE PROMISE

1

I promise to tell you the truth about your property.

2

I promise to respect your confidentiality.

3

I promise to give you good advice.

4

I promise that you will understand what you're signing.

5

I promise to follow through and follow up.

TESTIMONIALS



When I asked a good friend of mine of any realtors she knew, she immediately blurted out "I've literally been waiting for someone to ask me that!" I'm not kidding at all. She had Sheryl Lynn's card on her. She boasted about how great she was to work with in her and her husband's home-buying experience. After one meeting with Sheryl Lynn, my (at the time) fiancé and I were all in.

This was our first home-buying experience and it happened to be during a crazy market and during wedding-prep season. But Sheryl Lynn walked with us through it all with the utmost persistence, kindness, and encouragement. She worked incredibly hard and eventually helped us close on a house that was better than we could have imagined.

She has an incredibly high rapport and reputation with other agents and realtors (literally everyone I met during open houses sang her praises or worked with her at some point...it was ridiculous). She has an incredibly generous spirit and treats you with all the care in the world. And she is also a fighter on behalf of your best interests when it comes to closing. My (now) wife and I could not recommend her enough!

Kyle Rogan



Following a parents death, selling their home that has been in the family for decades, is emotionally difficult. Sheryl Lynn Johnson was sensitive to our feelings and concerns, and gave us the kind of professional guidance we needed. Her communication and follow up during the process was perfect, and the home sold quickly. This is the kind of Realtor you want representing you! Thank you Sheryl Lynn, for your professionalism and heart.

Steve Day



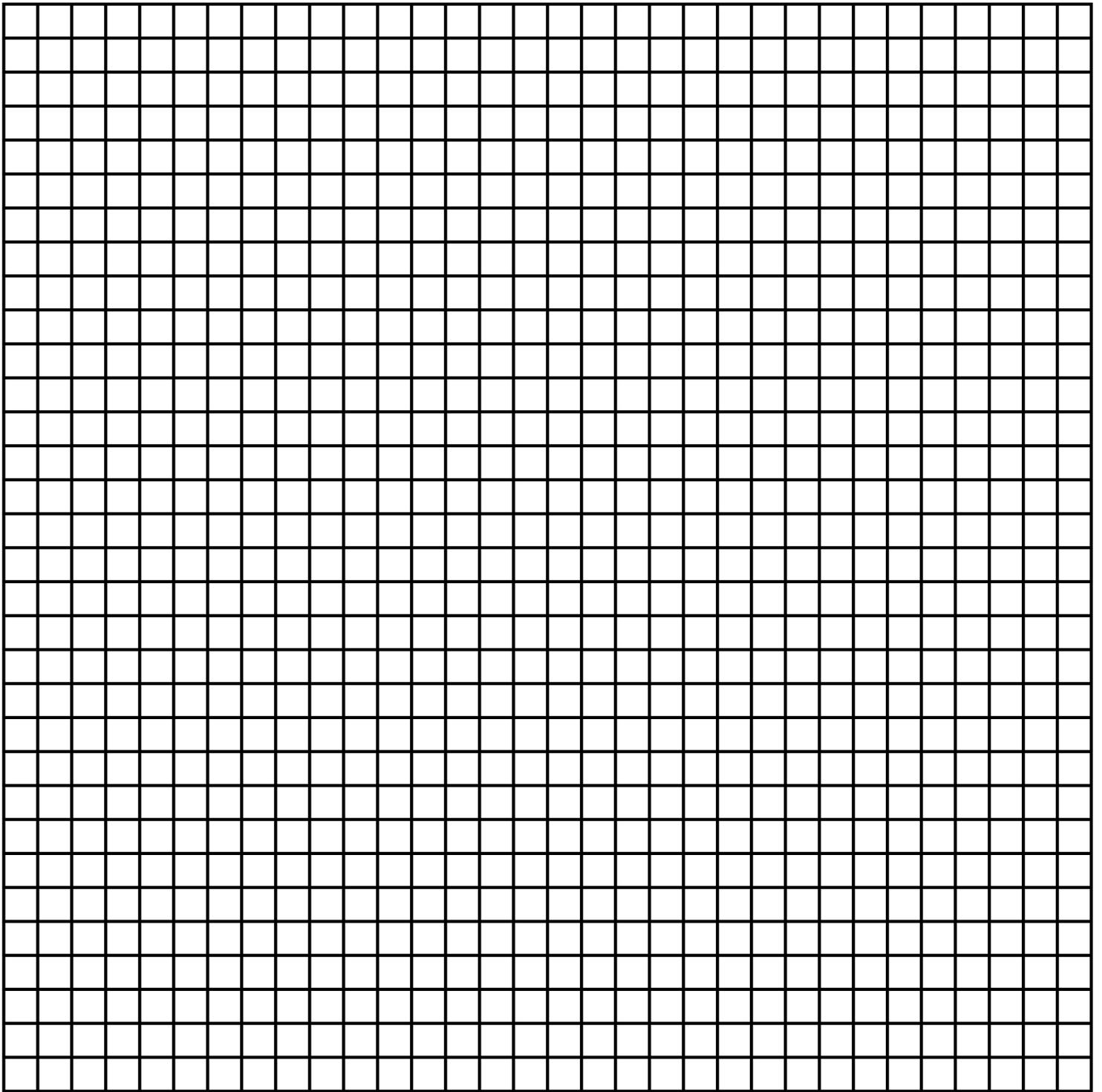
You can go ahead and throw away all the realtor suggestions that you've received. The only realtor you will need is Sheryl Lynn Johnson. We needed to sell our home of thirty-eight years and move to a less expensive home where we could retire. Sheryl Lynn's advice to us was priceless. She really listened to our needs and never pushed us into anything. Our home sold quickly with no glitches in the process. We were able to relax because of her professionalism, knowledge, and care. You can't go wrong with Sheryl Lynn!

Carolyn Gregware

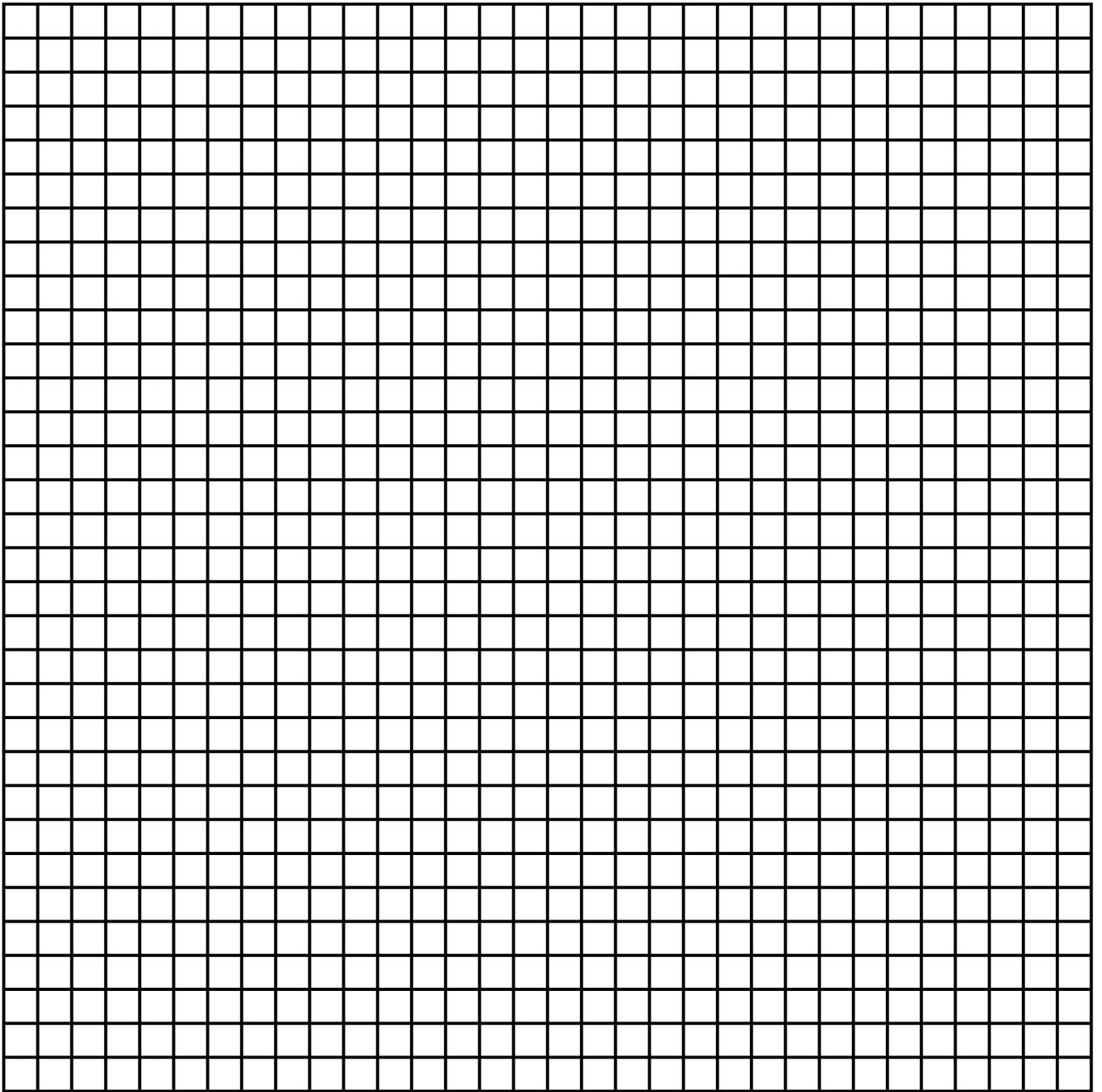


Sheryl Lynn was a joy to work with. Beginning with a thorough explanation of the process, she followed up with expert suggestions to show our home to its best advantage. She also connected us with the right artisans to make necessary repairs and add to landscaping. Sheryl Lynn not only helped us get a full-price offer, it happened in record time. Highly recommend!!

Jennifer Ashley



Notes & Reminders



Notes & Reminders

RESOURCES

Use this section to write down referrals for contractors, inspectors and anyone house-related that you may need.

Company: _____

Website: _____

Contact: _____

Phone: _____

Email: _____

Notes &
Reminders:

Company: _____

Website: _____

Contact: _____

Phone: _____

Email: _____

Notes &
Reminders:

Company: _____

Website: _____

Contact: _____

Phone: _____

Email: _____

Notes &
Reminders:

Company: _____

Website: _____

Contact: _____

Phone: _____

Email: _____

Notes &
Reminders:



thank you!

—SHERYL—
LYNN

BROKER ASSOCIATE | E-PRO®

LICENSE #01446902

15615 LAPEYRE ROAD

MOORPARK, CA 93021

(805) 907-8270 CALL/TEXT