



Home Buyer's Guide

POWERED BY EXPERTS®

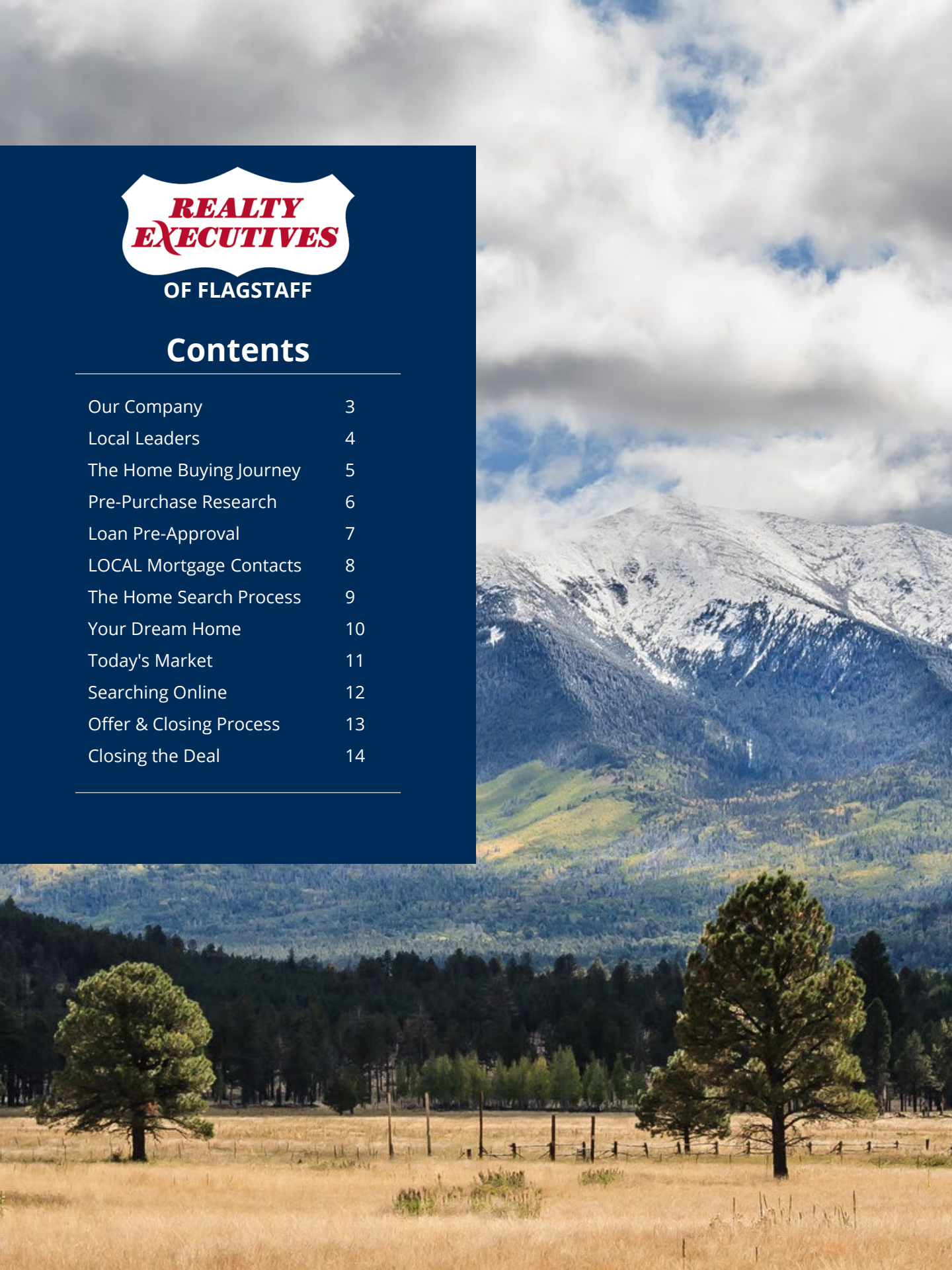




OF FLAGSTAFF

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An **International Brand** based, right here, in Arizona!

Founded in 1965, Realty Executives is one of the largest and most established real estate franchise systems, with over 8,000 agents and 500 offices across the globe.

If shopping local is important to you, we are headquartered in Phoenix, Arizona!

We are a privately held company that attracts and retains the most productive, efficient and successful real estate professionals in the industry through unparalleled brand, technology, training and concierge services.

Realty Executives of Flagstaff opened in 1977 making us **the longest-running brokerage in the city of Flagstaff**; watching competitors come and go for over 40 years! We pride ourselves on being the local experts in each of the areas we serve.

Our agents are there for every step in the home selling process, connecting with you, understanding your needs and knowing your community better than any other professional in your area. Our network is steeped in experience and commitment to serving home buyers and sellers across the world. Backed by one of the largest privately held investment firms in the country, Outlier, Realty Executives continues to recruit top talent that outperforms other brands. With a global network of like-minded individuals and deep resources, Realty Executives offers a dynamic set of proprietary tools and integrated technology, providing our customers with friendly and professional service every step of the way. By providing the best to our Executives- we provide the best to you.

Local Leaders

At Realty Executives of Flagstaff, we are your local experts. Our agents work and live in the community providing friendly and knowledgeable service. Our brokerage serves the Flagstaff area, west to Williams and south to Munds Park.

Our office also works to give back to the community that provides our livelihood. We support Habitat for Humanity, Boys and Girls Club, Family Food Kitchen, Toys for Tots, several Flagstaff School programs and many more.

Working with Realty Executives gives you the best of both worlds: hometown feel and service backed by resources and expertise of a stable, international brand.



HOW TO REACH US

Location:

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Flagstaff, AZ 86001

By phone:

928-773-9300

By email or online:

Flagstaff@RealtyExecutives.com
www.realtyexecutivesflagstaff.com



THE HOME BUYING JOURNEY



Buying a home is one of the greatest investments and rewards in life. From start to finish, there are many things to consider: what qualities do you want in your new home, do you want to stay in the same neighborhood, how much should you save for a down payment? We're here to be your guide through all of this. As your local experts we can answer those questions and more as you start this new journey. It's important to know what to expect as we go through each step and what you can expect of us. With preparation and strategy, we will find the perfect property for you!

During this presentation we will go through each stage of buying a new home, from loan pre-approval to closing. As your local experts, it is our passion to find the right place for you to build your life. Our service and knowledge is here as an asset to you as we work through the process and open the door to your future.

“

I will forever believe that **buying a home is a great investment.** Why? Because you can't live in a stock certificate. You can't live in a mutual fund.”

- Oprah Winfrey

Pre-Purchase Research

Buying a home is a huge step and there's a lot to learn along the way. Here are a few tips to prepare for the home buying process. A little research will confirm that you are ready to start hunting for the perfect property.



Check Your Credit

Credit scores are a main factor in qualifying for a mortgage loan. You may get approved to take a mortgage out but it does not necessarily mean you are ready to buy a home. Look at your credit scores and evaluate what you qualify for and the interest rates. A lower score may qualify but the interest will be higher, making monthly payments significantly increase. Having a fairly good credit score will get you through the home-buying process at a reasonable interest rate. You want to aim for a score of 620 but if you at least have a score of 580, you could still qualify for an FHA loan. Make sure to go through your previous reports as well to try and remove any negative marks. The more you can improve your credit score, the more comfortable you may be with your monthly payment. A Mortgage Professional may be able to help guide you in this effort.



Plan Your Budget

When planning to buy a home, it is key to choose the right home for you in the right price range. Preparing a budget will allow you to distinguish between what you can and cannot afford for monthly payments, while not neglecting other important parts of your life. Many homebuyers prioritize homeownership over purchases like cars or vacations. But stretching your home buying budget too far could lead to regret. To avoid this mistake, establish the size, cost and type of house you can afford based on your current income and if your current job.

Loan Pre-Approval



What is Loan Pre-Approval?

Mortgage pre-approval is an evaluation by a lender that determines if you qualify for a home loan and how much the lender is willing to lend you. Getting pre-approved is the first step toward receiving a mortgage but does not guarantee a loan.

The first step to getting pre-approved for a home loan is to find a mortgage lender to work with. As your agent, we can recommend companies you may be interested in contacting. Once you choose a lender, you will need to provide some basic information about your financial history. The lender will run a credit report. If you meet the lender's guidelines, you will be issued a pre-approval letter stating the home loan amount you qualified for.



Why should I get pre-approved for a mortgage?

There are many reasons to get pre-approved for a mortgage when looking to buy. A pre-approval letter can help your offer stand out if you live in a competitive market, showing you are a credible buyer and can secure the money needed for the offer.

It can also help you during the home search process as it can tell you what you can reasonably afford with your current income.

In Arizona, home sellers require a pre-approval for home showings.



What if I am turned down for my mortgage pre-approval?

If denied, there are ways to work on your finances that will increase your chances of receiving future approval. Improving your credit score, reducing debt or saving more for a down payment can all help improve your position.

LOCAL Mortgage Contacts



Wallick & Volk
Hallows Team

Chris Hallows
Branch Manager

928-556-9722
HallowsTeam@wvmb.com
2409 N. Fourth Street Ste. 102
Flagstaff, AZ 8604

Prime Lending
The Moore-MacFerren Group

Erin Moore
Loan Officer

928-864-5846
Moore-macferrengroup@primelending.com
1600 W University Ave. Ste. 112
Flagstaff, AZ 86001

NOVA Home Loans

Kim Dawson
Sr. Loan Officer

928-310-6458
Kim.Dawson@novahomeloans.com
5200 E. Cortland Blvd. Ste. D4
Flagstaff, AZ 86004

CNN Mortgage

Eric Dedmon
Sr. Loan Originator

928-853-8448
ericd@cnnmortgage.com
1750 S. Woodlands Village Blvd. Ste. 150
Flagstaff, AZ 86001

Academy Mortgage

Brian Woods
Loan Officer

928-606-2594
brian.woods@academymortgage.com
2076 S. Woodlands Village Blvd. Ste. 201
Flagstaff, AZ 86001

THE HOME SEARCH PROCESS



At Realty Executives, we have access to all the local listings in your area. Finding the perfect home will take some research, but that is why we are here to help! After discussing what you are looking for in your new home, we will go through and narrow down some options for your consideration. We will first focus on the absolute necessities you mention and then match them with homes that fit your desired price range.

Once we believe we have a few viable options, we will chat and figure out which ones you would like to view **virtually or in-person**. During a home showing, you can check the small details you may not see on a website. Can you picture yourself or your family in the space?

We are here as a complete asset- whatever questions you have and however many homes you want to explore, we're ready.



Searching for Your Dream Home

Finding the right home for you is our goal. From number of bedrooms to size of the backyard, we want to find something that is the right combination of needs, wants and in your budget!

- 1**

What are the qualities you need in your new home?

- 2**

Are there any qualities that may not be necessary but would be nice to have?

- 3**

What price range are you comfortable with?

- 4**

Are you wanting a move-in-ready home or a fixer-upper?

- 5**

When would be your ideal move-in date?

- 6**

What makes a great neighborhood in your mind?

Today's Market

Let's start with talking the housing market and what home buyers are expecting in today's real estate world. This will be a key part in creating our comprehensive strategy.



\$503,000

Local median sold price
of Single-Family Residences in 2020
+15% over 2019



94

Average days on market 2020
-12 days from 2019



1,245

Number of homes sold in
local market in 2020
+28% more than 2019



*The data shown is provided by the Northern Arizona MLS.



Where to Look Online

Searching online for your home can be fun and can help you get an idea of the types of homes that are on the market in your budget. Our Realty Executives property search pages are consumer-friendly and give up-to-date information on any available listing. You can use our sites to do your own research and show us what you like!



Our direct listing feeds provide **the most timely and accurate listing info available**. Remember, only agents know the nuances of a market and can truly provide the most accurate pricing info- not an algorithm!

THE OFFER & CLOSING PROCESS



Once we find the perfect home for you- congratulations! It's time to put in an offer. We'll research and make sure the seller's price is in line with current market conditions. As your agent, it will be our responsibility to put in an offer to the current homeowners or their listing agent. We will also help you navigate counteroffers, should the sellers not accept the initial offer. When your offer is approved, we will move into the closing stage! You will complete several steps during the closing process, including home inspections, insurance and more.

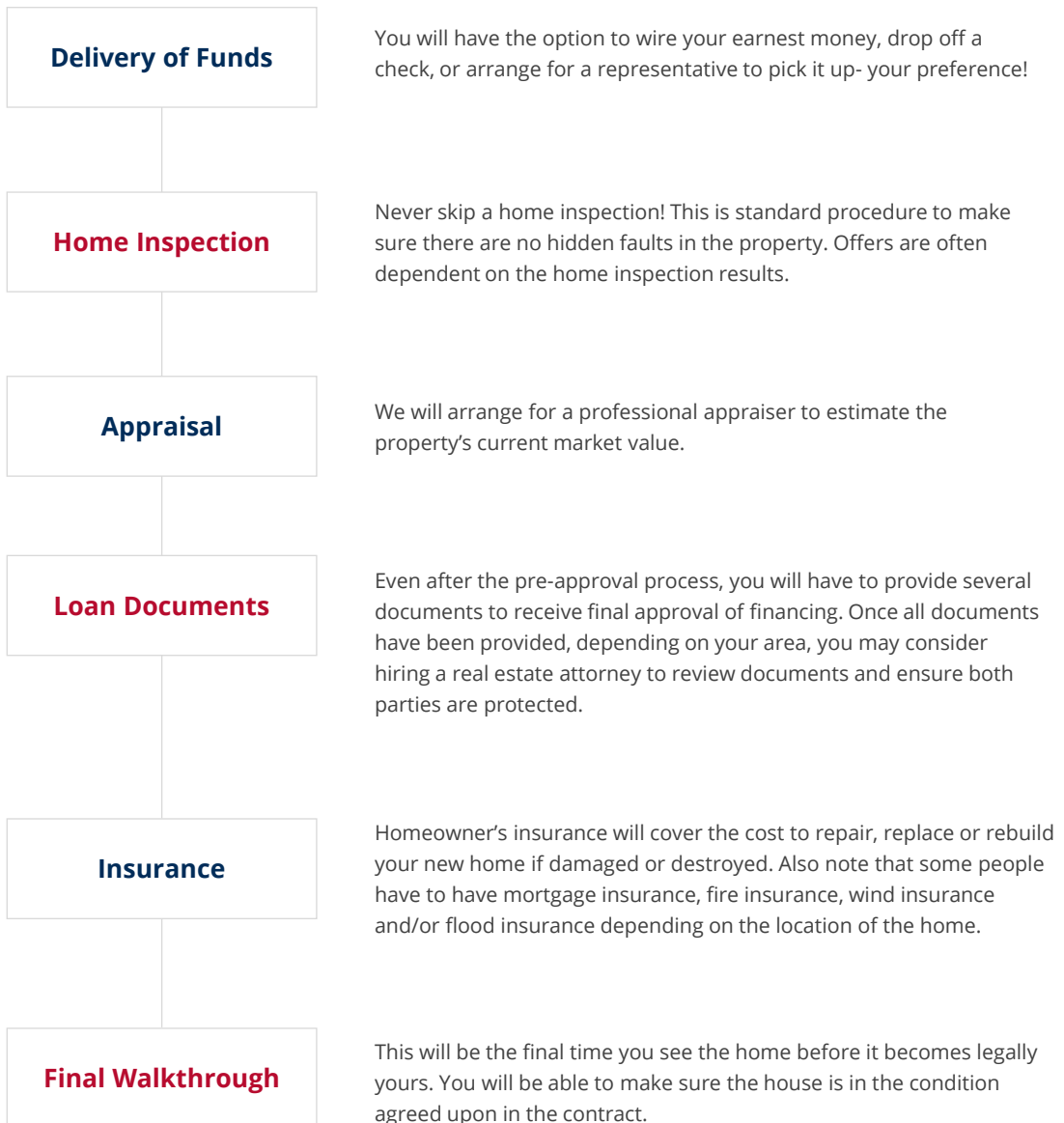
The average closing process in your market lasts **30-45 Days**. Just know that all the work during this time is worth it when you receive those new keys!





Closing Time

After your offer is accepted, we will move on to the closing stage. There are several steps to complete during the closing process. Here are some steps to expect:





Thank You

Thank you for taking the time to read our guide. Everything we discussed here is to help you find your dream home. We are confident we can find you the right home, in the right neighborhood, all for the right price. This isn't just about getting a client for us...helping you on this journey and seeing faces light up when they walk through that front door is a true passion of ours. Please feel free to reach out anytime with questions or just to check-in! We look forward to chatting more.

Let's Schedule Your Appointment Now:



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