

Guide to

Buying Real Estate


the
JAIHWAL GROUP
— REAL ESTATE —





About Us

We are The Jaiswal Group, a San Diego-based real estate team of highly motivated and client-focused real estate professionals. We are known for our market knowledge and unwavering commitment to clients. We will help you find the right home for your specific needs and take a detailed and personalized approach to your home search. We are dedicated to assisting you in achieving their real estate aspirations.

San Diego is one of the most desirable and competitive real estate markets in the nation, and we understand that making the decision to buy a home here can be a particularly overwhelming experience. That's why we've put together this homebuying guide - to set you on the right course to owning your perfect home!

Why Buy with us?

Our team understands that your purchase is not just a financial investment but also an investment in the security and comfort for you and your family. It is with that in mind that we guarantee the following:

- Exceptional Service
- Transparency
- Integrity
- Extensive Industry Knowledge
- Top Vendor Recommendations

Our List of *Services*

- ✓ A Personal Meeting to Discuss the Home Buying Process
- ✓ Guidance in Determining Your Home Buying Priorities
- ✓ Personalized Plan to Find the Right Home for You
- ✓ A Customized Online Home Search Portal
- ✓ Hand Written Letters to Non-Listed Homes You Desire
- ✓ Accompany You to View Each Home
- ✓ Provide a Professional Opinion on the Value of Homes
- ✓ A Detailed Market Analysis Before Making an Offer
- ✓ Detect "Hot Buttons" for the Seller
- ✓ Customized Offer Guidance
- ✓ Attend All Inspections
- ✓ Professional Representation
- ✓ Professional Negotiation
- ✓ Detailed Transaction Timeline
- ✓ Transaction Management
- ✓ Deep Dive into the Property Title Policy
- ✓ Partner with Your Lender to Ensure a Smooth Close
- ✓ Partner with the Escrow Team to Keep Closing on Track
- ✓ Daily/Weekly Updates on the Transaction's Progress



The Buying *Process*



FINANCING

Pre-approval
Pre-underwriting
What to expect
Lender suggestions



HOME SEARCH

Online search
Viewing houses
Adjusting priorities



CONTRACT

Write an offer
Choose terms to offer
Strategy for offer



NEGOTIATION

Price
Terms
Strategy



INSPECTION

Home Inspection
Roof Inspection
Sewer Inspection
Septic Inspection
Negotiate



CLOSING

Appraisal
Final Underwriting
Closing Disclosure
Funding
Recording
Keys

The *Cost* of Buying Property

The list below is an estimate and may not be a complete list.

Earnest Money

- 2.5 - 5% of the purchase price

Earnest money is offered by the buyer to demonstrate serious intent to purchase and secure the property and reassures the seller of the buyer's intent to complete the purchase. It acts as a safeguard for the seller, who is taking the property off the market with the expectation that the buyer will proceed with the transaction. Upon a ratified agreement, the buyer pays the earnest money within three days or whatever is stated in the contract, which is then held in an escrow account. This account is managed by a neutral third party, typically the Escrow company, ensuring the funds are secure until the transaction steps are finalized. At closing, the amount deposited into escrow goes towards the buyer's down payment and/or closing costs. During the transaction, the earnest money may be protected and fully refundable only if there are certain contingencies in place such as inspection, due diligence periods, loan and/or appraisal contingencies. In other words, if such contingencies are a part of the contract and the buyer withdraws from the transaction for reasons specified in the contract, such as unsatisfactory inspection results or failure to appraise at value (i.e. the agreed upon purchase price), the buyer is entitled to a full refund of the earnest money. Conversely, if the buyer defaults on the agreement without a valid reason as outlined in the contract, or there were never any contingencies as part of the contract, the earnest money may be forfeited to the seller. Also, after all contingencies have been removed, the earnest money becomes at risk and can be lost if the transaction does not close.

Inspections

- \$600 - \$800 for Single Family Homes
- \$150 - \$250 for Solar Inspection
- \$400 - \$600 for Condos
- \$125 - \$250 or Roof Inspection
- \$50 - \$75 for Pest Inspection

Inspection fees are paid directly to the inspector before or at the time of the inspection. Other types of inspections can be done such as a foundation, HVAC, electrical, plumbing, pest, mold, septic, and/or pool and spa inspections.

Appraisal

- \$500 - \$1,000

Typically the lender will request a credit card number for it to be paid upfront. It varies by lender and by the rules of the product you are using for your loan.

Closing Costs

- Fee for escrow
- Recording Fees
- Pro-rated HOA Dues
- Fee for title
- Pro-rated Property Taxes
- Homeowners Insurance
- Fees for a loan
- Pre-paid Property Taxes



Sellers

Real Estate Commission

In some instances, sellers may agree at the time of listing to pay a buyer's agent commission; however, it will not be listed in the MLS and may vary. If there is no compensation for buyer representation being offered by the seller, the fee for buyer representation under the buyer's Buyer Broker Agreement can be requested when making an offer and be a part of the negotiations. Commissions are always negotiable for both sellers and buyers.

50% Escrow Fees

The Seller pays for half of the escrow charge for the transaction. The charge is reduced from the profits of the sale. If there are no profits the Seller will need to bring money to the closing.

100% Title Insurance for Buyer

The Seller pays to insure the title of the property for the Buyer. The cost is based on the purchase price.

100% Excise Tax

The Seller pays an excise tax to the government based on the purchase price.

Prorated Property Tax and HOA

The Seller pays any outstanding property taxes and HOA dues prorated to the sale date.

Miscellaneous Small Fees

The Seller often times has a few small fees.

Who

Pays for what?

Buyers

Real Estate Commissions

Sellers may or may not agree to pay for any or part of your buyer's agent commission, therefore, you may be required to pay some or all of your buyer's agent commission in accordance with your Buyer Broker Agreement. Commissions are always negotiable for both sellers and buyers.

100% Lender Fees

If the Buyer obtains a loan then the Buyer is responsible for all fees associated with it.

50% Escrow Fees

The Buyer pays for half of the escrow charge for the transaction.

100% Title Insurance for Lender

If the Buyer gets a loan then the Buyer must purchase a title policy for the lender to insure the title of the property in the event the lender ever needs it.

Prorated & Prepaid Property Tax

The Buyer pays prorated property taxes based on the date of closing. Plus the loan may require them to pre-pay a few months of future property taxes.

HOA Dues

The Buyer pays any HOA dues prorated from the date of purchase.

Pre-Paid Homeowner's Insurance

If the Buyer gets a loan they will be required to pre-pay a portion of the homeowner's insurance.

Miscellaneous Small Fees

The Buyer often times has a few small fees.



Finding a

Lender



C2 Financial

MOOSE MAU

Sr. Residential Mortgage Loan Officer

NMLS#411962 | CA DRE #02084078

C: (619) 251-9776

moose@moosemau.com | www.moosemau.com

As part of C2 Financial Corporation, Moose Mau is a distinguished mortgage broker known for his expertise, dedication, and personalized service in the mortgage industry. At C2 Financial, one of the largest mortgage brokers in the U.S., Moose Mau leverages a vast network of lending resources to provide clients with the best possible financing options tailored to their unique needs. His approach combines thorough market knowledge, financial acumen, and a client-centered philosophy, ensuring a smooth and transparent mortgage process from application to closing. Whether clients are first-time homebuyers, looking to refinance, or seeking investment property financing, Moose Mau's commitment to excellence and client satisfaction makes him a trusted advisor in navigating the complex mortgage landscape.

C2 Financial | NMLS #135622 | CA DRE #01821025

144 D Street, Ste 115, Encinitas, CA 92024

Not a commitment to lend



Home Fund Pro

MATT DENNISON

Independent Mortgage Professional

NMLS #259196 | CA DRE #01801318

C: (858) 349-4842

matt@homefundpro.com | www.HomeFundPro.com

Matt Dennison at Home Fund Pro stands out as a dedicated mortgage advisor in San Diego, renowned for his expertise in helping clients navigate the complexities of the home financing process. With a strong focus on personalized service, Matt works closely with each client to understand their unique financial situations and goals, offering tailored solutions that best meet their needs. At Home Fund Pro, he leverages a comprehensive range of mortgage products and the latest in financial tools to ensure clients receive the most competitive rates and terms available. Whether you're a first-time homebuyer, looking to refinance, or exploring investment opportunities, Matt's commitment to excellence and client satisfaction makes him a trusted partner in achieving your real estate financing goals.

Best Equity Property Services, Inc. | NMLS #1845124 | CA DRE #02087311

5360 Jackson Dr. Ste. 200 La Mesa, CA 91942

Not a commitment to lend

STOP! What NOT to do when in a contract or getting a loan

Each of these items can put you at risk for disqualifying for a loan and can cause you to lose the home.

DO NOT...change jobs, become self-employed, or quit

DO NOT...buy a car, truck, van, or motorcycle

DO NOT...use credit cards more than normal

DO NOT...stop paying bills

DO NOT...spend money you have set aside for closing

DO NOT...omit debts or liabilities from your loan application

DO NOT...buy furniture

DO NOT...originate any inquiries into your credit (no applying for credit cards, etc)

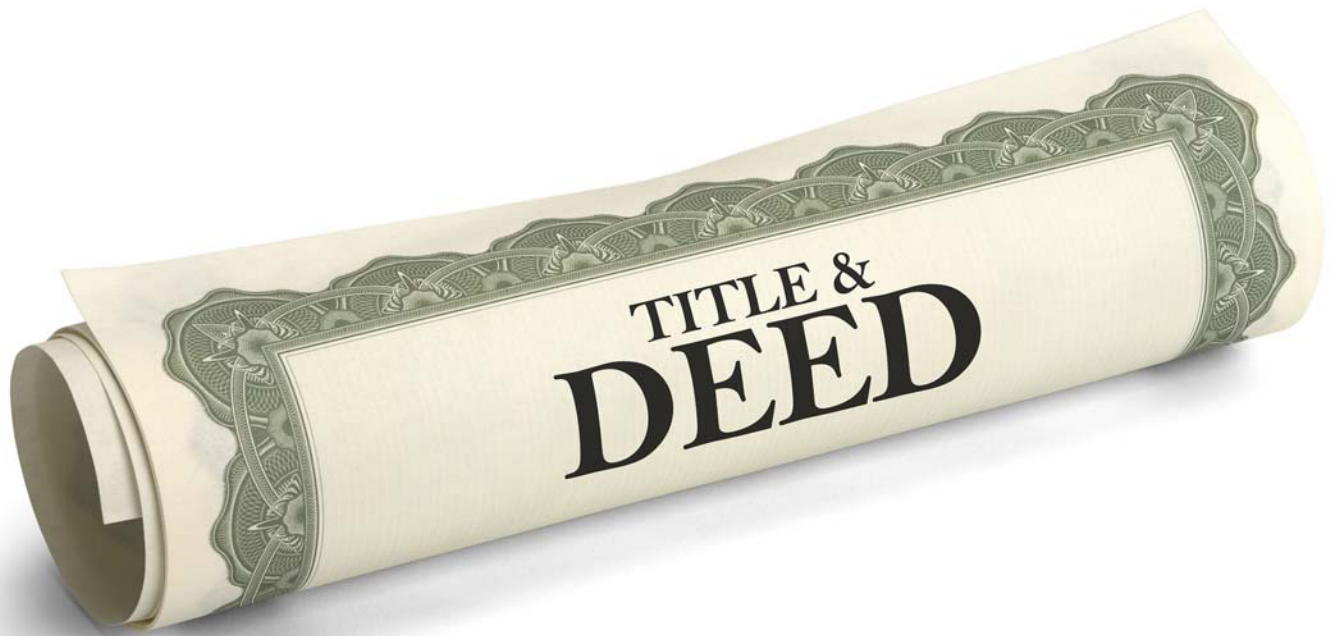
DO NOT...make large deposits or cash deposits without checking with your loan officer

DO NOT...change bank accounts

DO NOT...co-sign on a loan for anyone

DO NOT...change marital status





Understanding *Title and Escrow*

Title

Most people don't understand what title is for a real estate transaction and how it protects the buyer. "Title" refers to a title insurance policy that the seller will purchase for the buyer and a second policy that the buyer will purchase for the lender (no second policy is needed in a cash transaction). The title company researches the property to find and insure against the following:

- Errors in public records
- Unknown liens
- Illegal deeds
- Missing heirs
- Judgments
- Taxes & levies
- Easements
- Assessments
- Surveys

In the event that any of these show up after the closing of the property, you as the buyer have insurance to help resolve the issue.

Escrow

"Escrow" is a term that describes the neutral third-party handling of funds, documents, and tasks specific to the closing (or settlement, as it is also known), as outlined on the real estate purchase agreement or sales contract. The purpose of escrow is to facilitate the transaction by managing the disbursement of funds and documents. This includes calculating who owes funds and who is owed funds and the amounts. Escrow is also responsible for recording the official change in ownership with the county.

Client Testimonials

“ I originally found Lynnette while I was researching realtors within Facebook groups. Each time someone inquired about a Real Estate agent, the thread would be filled with recommendations for The Jaiswal Group. I looked at her Facebook page and enjoyed her videos, newsletters and overall knowledge of the market. That was important to us - they needed to understand the local area and market so we could have the best strategies, especially as a first time home buyer in the competitive Torrey Hills/Carmel Valley area. I saw that Lynnette's reviews raved about her customer service — she definitely didn't disappoint. She constantly provided in-depth responses to our questions and made sure we felt good throughout the process. — Buyer

“ Lynnette represented us in our recent purchase and performed outstandingly from beginning to end. She is extremely knowledgeable, resourceful, and patient. She was always available for our phone calls, Zoom calls, texts, emails, and in person. She guided us through the process gracefully and always had our best interests in mind. We were doing our research about the San Diego area and came across Lynnette's YouTube channel. Her knowledge about the San Diego area shines in her videos and that got us sold on contacting her to help us find our home. She exceeded our expectations in all areas, and we highly recommend her to others. —Buyer

“ I had the best experience working with Lynnette! She could understand our house requirements, And what we were looking for after our first conversation. She sent me a list of properties, and organized our home tours according to our schedule. She had so much knowledge about the area, schools and overall community. She made our decision making so much smoother and the process of closing seamless! She was available to answer any questions we had. She is a delight to work with! — Buyer

“ Buying a home in this market is challenging, but working with Lynnette made it as painless and straightforward as possible. She truly had my best interest at heart, and made sure that I got the BEST and LOWEST price possible! Excellent negotiating skills and no pressure either! I highly recommend her over any agent that I have worked with. — Buyer

“ Lynnette is super quick to respond, honest, and very knowledgeable in the house buying process. We always trusted her input and felt like she genuinely cared about us. I'm thankful we were able to work with her. Her follow up was second to none and made this process so much easier. I would definitely work with her again and would recommend her for any of your house selling or buying needs. — Buyer



Sell a Home, Save a Child

Every home bought or sold by The Jaiswal Group provides holistic care for children in need around the world and prevents a child from entering the world of human trafficking.



SAFE DRINKING WATER



NUTRITIOUS MEALS



MENTORSHIP



EDUCATIONAL SUPPLIES AND TUTORING



PSYCHOLOGICAL SUPPORT



HEALTHCARE AND REGULAR CHECK UPS



Contact Us for more info

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