YOUR FIRST HOME STARTS HERE

GUIDE FOR FIRST-TIME HOMEBUYERS

A clear, guided process
designed to bring you home.



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WELCOME

Yes, you can become a homeowner too



MY COMMITMENT TO YOU

My role is to help you understand your true buying power, protect your interests, and guide you from qualification through receiving the keys.

If you do not qualify yet, we will create a plan. I will guide you through the preparation needed so you can purchase with confidence.

Who may be considered a first-time homebuyer?

Generally, someone purchasing a primary residence who has not held an ownership interest in a home during the previous three years. Therefore, a former homeowner may qualify again, depending on the program.

IT IS NOT JUST ONE PROGRAM

FHA and Conventional loans may also be used by buyers who are not first-time homebuyers. Final eligibility is always determined by the lender.

FINANCING OPTIONS

FHA or Conventional: two paths to your home

Both may be structured as 30-year fixed-rate loans. The lender will recommend the appropriate option for your profile.

FHA

AS LOW AS 3.5%

- More flexible for certain credit profiles.
- FHA mortgage insurance (MIP).
- The property must meet FHA requirements.
- Currently available to eligible U.S. citizens and permanent residents, subject to the lender.

CONVENTIONAL

AS LOW AS 3% OR 5%

- 3% is available for certain eligible buyers and programs; 5% is very common.
- PMI generally applies when the down payment is below 20%.
- PMI may be canceled when requirements are met.
- May allow U.S. citizens and lawful permanent or non-permanent residents, subject to the lender.

FIXED RATE: MORE STABILITY

Principal and interest remain the same; taxes and insurance may change.

YOUR MONTHLY PAYMENT

What does a mortgage payment normally include?

PRINCIPAL	Reduces the balance of your loan.
INTEREST	The cost charged by the lender for financing the purchase.
MORTGAGE INSURANCE	FHA MIP or Conventional PMI, when applicable.
HOMEOWNERS INSURANCE	Protects the property against covered risks.
PROPERTY TAXES	Local property taxes.
ESCROW	An account where taxes and insurance are collected monthly; it is not an additional fee.

DO I NEED TO SAVE SEPARATELY FOR PROPERTY TAXES?

When your loan includes escrow, part of your monthly payment is reserved for property taxes and homeowners insurance. The loan servicer pays those bills when due. Without escrow, they are paid separately.

PREPARATION

Documents if you are a W-2 employee

The lender may request additional documents depending on your circumstances.

1. Valid identification, such as a driver's license or state ID.
2. Permanent residents: a copy of your permanent resident card. Work permit holders: a copy of the current permit. U.S. citizens: identification only.
3. W-2 forms from the last two years.
4. Recent pay stubs, normally covering approximately 30 days.
5. Complete bank statements from the last two months.
6. Approximately two years of employment history; changes or gaps will be reviewed.

Tax returns are not always required for straightforward W-2 income, but the lender may request them if additional documentation is needed.

PREPARATION

Documents if you are self-employed or receive 1099 income

For people who work through apps, provide services, or report 1099 income, even if they do not own a company.

1. Valid identification, such as a driver's license or state ID.

2. Permanent residents: a copy of your permanent resident card. Work permit holders: a copy of the current permit. U.S. citizens: identification only.

3. Complete bank statements from the last two months.

4. Personal tax returns from the last two years.

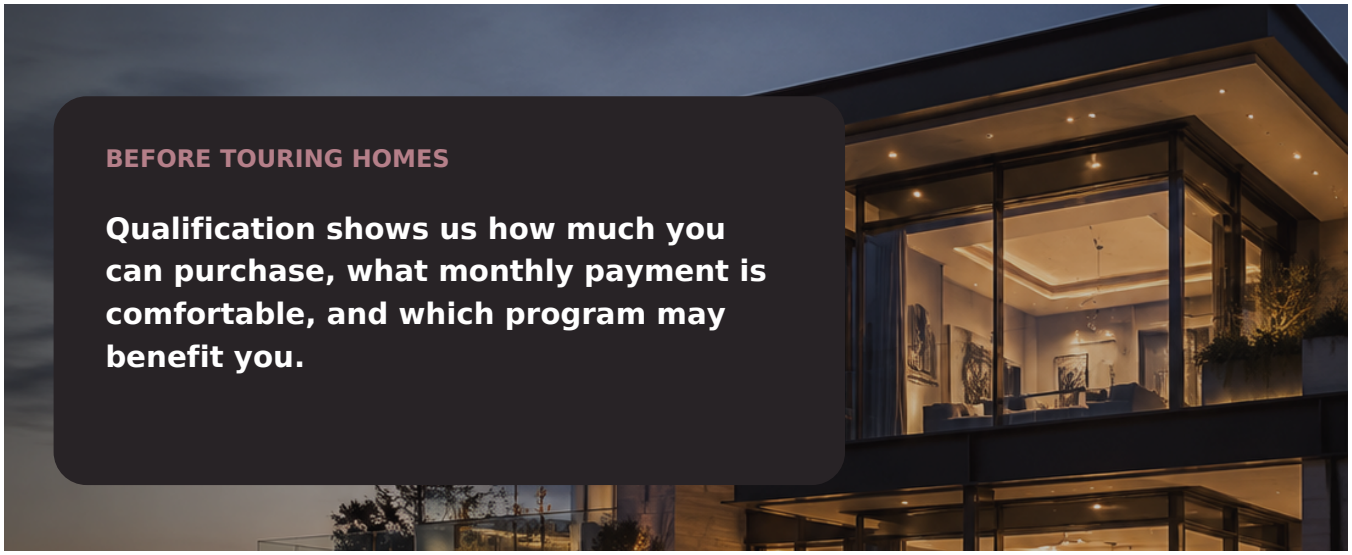
5. 1099 forms from the last two years.

WE BEGIN WITH THESE DOCUMENTS

The lender will use your tax returns and 1099 forms to analyze the income that may be used for qualification. If clarification is needed, we will let you know during the process.

FIRST, WE QUALIFY

Qualification turns your plans into a real path



What information do we use?

- The areas where you want to live and your workplace.
- The distance you are willing to commute.
- The bedrooms, bathrooms, and features you need.
- Income, debt, credit, and available funds.
- Your ideal time frame for purchasing.

IF SOMETHING NEEDS IMPROVEMENT, WE MAKE A PLAN

I guide and support you through the preparation needed until you are ready to buy.

THE PROCESS

From qualification to finding your home

1

We define the plan

Once qualified, we know the appropriate price range, monthly payment, and areas.

2

You receive property options

I send you homes, communities, photos, descriptions, links, and incentives that match your profile.

3

We select

We compare location, layout, condition, costs, and benefits to decide which homes to visit.

4

We coordinate the tours

We schedule a day to tour the properties and answer your questions.

5

You find the ideal home

When a property meets your needs, we prepare the strategy to secure it and submit the offer.

FIRST WE QUALIFY. THEN WE SEARCH.

This focuses your time on properties you can truly turn into a home.

OFFER AND EARNEST MONEY

Down payment, earnest money, and closing costs are not the same

EXAMPLE: $300,000 HOME

FHA 3.5%: $10,500

Conventional 3%: $9,000

Conventional 5%: $15,000

EARNEST MONEY DEPOSIT

It is agreed upon in the contract and may be a fixed amount or approximately 1%. It is credited to you at closing as long as the transaction proceeds according to the contract.

DOWN PAYMENT

Your contribution toward the purchase price, which reduces the amount financed.

CLOSING COSTS

These are costs of the loan and property transfer. They may often represent approximately 3% to 4%, although they vary.

MY NEGOTIATION

In many transactions, I have successfully negotiated a seller contribution toward closing costs, subject to the terms of the offer and loan.

THE FINAL STRETCH

From contract to receiving the keys

1

Contract and earnest money

We sign the contract, and you deliver the earnest money by the established deadline.

2

Inspection and appraisal

We evaluate the home's condition; the lender confirms its value through the appraisal.

3

Loan approval

For approximately 30 days, the lender verifies documents, the property, and loan conditions.

4

Closing day

We meet with the closing attorney to sign the documents and officially complete the purchase.

5

It is time to celebrate!

Title transfers into your name, you receive the keys, and you can begin moving in and enjoying your new home.

Timelines, deposits, and protections depend on the contract. I will explain each document and coordinate with the lender, seller, inspector, and attorney to protect your interests.



YOUR NEXT STEP

Let's talk about your future home

We will begin with a conversation and qualification. Then we will design your plan and find properties aligned with your budget, family, and goals.

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General information. Approval, eligibility, documents, and terms depend on the lender and program.

This guide does not replace legal, tax, or financial advice.