

5 Easy Steps

TO BUYING THE PERFECT HOME *(AND AT THE VERY BEST PRICE)*



Brought to you by Dale and Carmel Archdekin

Step by Step Guide To:

Getting Your

DREAM HOME!

IT'S NEVER TOO LATE TO START

Your dream home is just 5 easy steps away.

Don't get left out and Don't get left behind.

Many people become disappointed by not buying their dream home today. Instead they wait until next year when they can save up another \$5,000 towards down payment in an effort to lower monthly payments. The sad thing is when they have finally saved up another \$5,000, the value of their dream home has gone up another \$10,000- \$15,000. Now, they're several thousand dollars worse off than if they would have purchased today. Home prices are expected to rise another several thousand dollars in the next couple of years. You can ride that tidal wave of appreciation by making inflation work for you, instead of against you.

Following the 5 Steps to Buying the Perfect Home will save you time, stress, and money. Even if you don't plan on buying your dream home for another year or so, getting pre-qualified now helps you set your goals for saving your down payment. It also gives you plenty of time for correcting any credit situations. The easiest way to get started on your 5 Easy Steps is to give either Dale or Carmel a call today. Our contact information can be found on www.liveinphilly.net or at the end of this guide.

It Pays To Have our team Behind You!





WHERE DO I BEGIN?

Buying a home can be a puzzling experience. It is the single biggest purchase in most people's lives and is filled with emotion, nervousness, and especially questions. Am I getting a good deal? Can I afford this house? Is this a good neighborhood? The list goes on and on. This report was designed to help answer these questions and give you a simple game plan that can make your home-buying experience a wonderful one. Following these 5 steps can save you thousands of dollars and takes the stress out of buying a home!

STEP 1: FIND OUT HOW MUCH HOME YOU CAN AFFORD

This may seem obvious to you but believe it or not, most people don't know how much home they can afford to buy. Would you go to the grocery store to do your weekly shopping if you had no idea how much money you had to spend? Probably not. You would probably look at your budget and stay within those basic constraints. The same thing holds true when buying a home, but on a much larger scale. Discovering how much home you can afford is called pre-qualifying. This is a very simple and painless procedure, which can either be done over the phone or in person with a loan officer.

The loan officer will review your income, debts and expenses to arrive at a fairly accurate estimation of how much home you can afford. There should never be a cost for getting pre qualified, and the loan officer should let you know how much you can afford within 24 hours.

When pre qualifying with Dale, he will then go over exactly what your wants, needs and desires are and then custom tailor a loan especially for you and your needs. We call this our "Value Plan", giving you a loan amount, combined with favorable interest rates and comfortable payments makes moving on to step 2 easy.

STEP 2: PRE-APPROVAL - THE KEY TO SUCCESS!

Pre-approval means getting approved for your mortgage ahead of time. Don't confuse this with pre-qualifying. Pre-approval is where you actually apply for the loan and get approved by a lender for specific amount of money and a specific loan to value ratio. The loan to value ratio is the percentage of the loan amount in relation to the value of the home, the difference is your down payment. We have been able to get many of our customers their dream homes with as little as \$500 down payment. Now when you find your dream home, you only need an appraisal and you can close on your home in only one week! **This is a very valuable buying tool!** It gives you the negotiating power of a cash buyer, which often could save you thousands of dollars off the price of your dream home. Here's how...

You and another buyer both put offers on the same home at the same time but your offer is for \$1,200 less. The other buyer didn't get pre- approved, this means if the seller accepts their offer, they must take their home off the market for a month or more while the buyers go through this process. If they don't get approved then the sellers have to start all over by putting their home back on the market again.

Most people believe that a bird in the hand is worth two in the bush and would rather have your guaranteed offer of \$1,200 less with a quick, smooth cash-like closing. You just saved \$1,200! Imagine how much more negotiating power you would have on a distressed property where the sellers NEED cash fast, or on a foreclosed or repossessed property.

This really works!

Another advantage is that your Realtor will work extra hard for you, concentrating all his or her efforts on finding you your dream home since he/she knows you're already approved for a loan. The only thing standing between your agent and a sale is that they need to find you your dream home. Pretty strong incentive right?

Also, if you have any credit blemishes or any other unique situations, the loan officer will have time to take care of them before you enter into contract and start making moving plans. It will also give you tremendous peace of mind, and besides, it's something you need to do before buying a home anyway!

STEP 3: GET FREE PROFESSIONAL HELP

Now that you know how much house you can afford to buy and how much money you'll need to close, it's time for the fun part...Finding your dream house! If you're like most people these days, you don't have much time to go driving around looking at several homes just to find out that most of them aren't at all what you're looking for. This is where it pays to use a Professional Real Estate Agent. The seller of the home usually pays the commissions for the Realtors so it's like you're getting the services of a professional for absolutely free! Let them weed out all the homes you're not interested in, this way you only spend time seeing the homes with true potential. Taking a little time in the beginning to get the right people on "your team" will save you time, effort, money and grief later on.

When you choose Carmel as your realtor, you are guaranteed a Realtor who knows the Philadelphia market well and will go the extra mile to get you the home you want. You would be wise to have Carmel on your side when it comes to negotiations and timelines.

STEP 4: FINDING YOUR DREAM HOME QUICKLY

Now it is time to get to work finding your ideal dream home. The key is to be very specific when describing your home requirements. This will help your Realtor narrow it down for you. There is no reason to look at 100 homes when you can find your dream home in a narrowed down selection of only 4 or 5.

After driving by the potential homes your Realtor suggests, choose the ones that most closely resemble your desired home from the outside. Your Realtor will then give you a tour inside these homes and when you find your dream home, your Realtor will help you negotiate the best deal.

This is the surest, quickest and most effective way to find your perfect home and can save you months of searching.



STEP 5: NEGOTIATE THE LOWEST SALES PRICE

So you and your Realtor have found the perfect house, in the perfect neighborhood, - your dream home. You know you can afford it because you're pre-approved ... Great! Now comes the negotiation. Remember that a home purchase is a free market, arms length transaction between a willing seller and an able buyer, the price is whatever you two agree upon.

It is usually best to allow the Realtor to negotiate on your behalf. They have experience in negotiating on properties and can usually do a better job, remember, this is what they do for a living. They will work with you by pulling up all the comparable sales in that area in the past year and discussing with you the proper strategy for your offer. The average home sells for close to 95% of the asking price. Being pre-approved can help you increase that difference.

Since there are so many factors that go into each negotiation, it would be difficult to outline them all here - every sale is unique. Your Realtor should be able to answer all your real estate questions.

Give either Carmel or Dale a call today to get started. We are here to help you every step of the way.

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Fill out this questionnaire about your housing requirements and we can get you started today.

Type of Home: Existing Ranch Two-story Traditional New Split-level Other Contemporary

Constuction: Brick Cement Other Wood Siding Cedar Shingles

Lot: Size _____ Type _____

Rooms (No. and Type): Bedrooms _____ Bath _____ Dining _____ Family _____ Basement _____ Other _____

Extra: Fireplace Porch Garage Air Conditioning

Heat: Forced Air Other Radiators

Fuel: Gas Oil Other

Neighborhood: _____

Transportation Requirements: _____

School Requirements: _____

Church: _____

Price Range: \$ _____ to \$ _____

Cash Down Payment: \$ _____ to \$ _____

Special Requirements or Preferences: _____

Family Members (how many): Adults _____ Children _____

Name: _____

Address: _____

Telephone: _____ **Date:** _____

When Complete Fax This Form To: 215-389-8973