



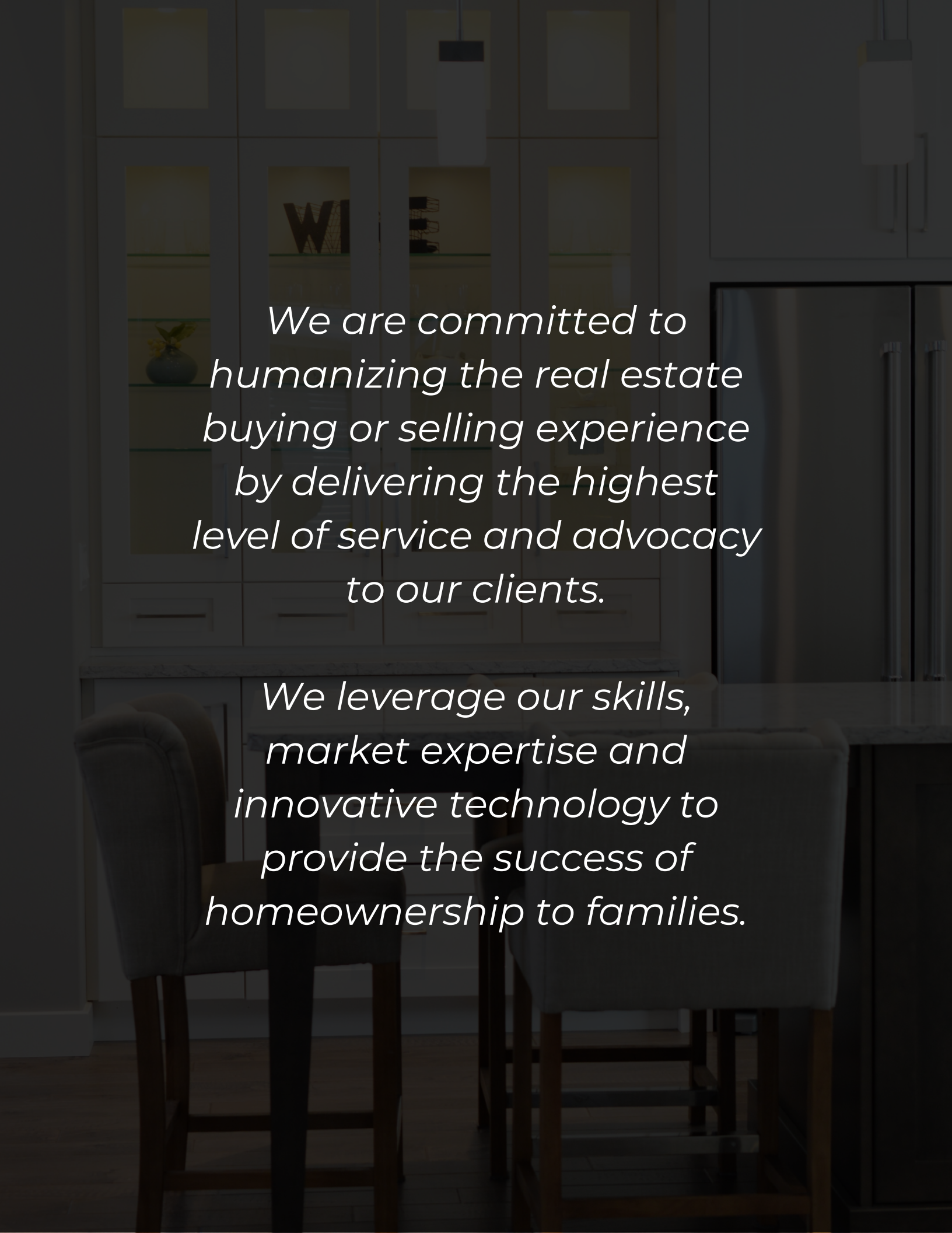
TEAM RIVERA

DRE #02119060

BUYER'S GUIDE

FULLY COMMITTED TO GUIDING YOU HOME



A dimly lit kitchen with white cabinetry and a dining table with chairs. The text is overlaid on the image.

*We are committed to
humanizing the real estate
buying or selling experience
by delivering the highest
level of service and advocacy
to our clients.*

*We leverage our skills,
market expertise and
innovative technology to
provide the success of
homeownership to families.*

OUR MISSION

We are a real estate team that helps clients sell and purchase residential property with the client's best interest as our top priority. Our mission is to provide concierge-level customer service and advise clients to the best of our ability. We utilize industry-leading systems and technology to give our clients a competitive edge on either side of the transaction.

OUR CORE VALUES



HUNGER

Even in the toughest time of adversity, we consistently strive to accomplish our own goals and our clients' goals, plus more.



INTEGRITY

We have integrity and build trust amongst each other and our clients through fairness, honesty, and respect.



GROWTH-ORIENTED

We are lifelong learners, embrace growth, and challenge the status quo. We believe that there is no cap to growth and continuously take initiative.



HUMBLE

We are humble by cultivating humility and aspire to be the best without forgetting to be humble.



COMMUNITY

We are inclusive by working together for the common good of our team and clients.

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AGENCY RELATIONSHIP

Who are you hiring and how do they get paid?



EXP REALTY

The broker is responsible for all brokerage activities, including acts performed by sales agents.



TEAM RIVERA

A sales agent must be sponsored by the broker and works with clients on behalf of the broker.



REPRESENTATION AGREEMENT

The broker becomes the buyer's agent by agreeing to represent the buyer.

A REAL ESTATE'S COMMISSION

Traditionally, the seller pays the buyer's agent the traditional standard rate of 3%. A real estate agent does not get paid a penny until the transaction is complete. If you do not find a home or decide not to buy, the agent does not get paid.

Until a buyer hires an agent to represent them, the legal due diligence is to the seller. It is in the best interest for the buyer to be represented by a broker, so the agent of the broker can negotiate on your behalf. Everything then can be kept confidential between the buyer and the buyer's agent.

HOME BUYING PROCESS

1

CREATING THE GAME PLAN

- Initial Consultation
- Loan Pre-Approval

2

FINDING THE HOME & MAKING AN OFFER

- Home Shopping
- Find Home & Make Offer
- Present & Negotiate Offer

3

ESCROW

- Open Escrow
- Submit Info To Lender
- Inspection & Property Condition Review
- Review Disclosures
- Loan Underwriting & Appraisal
- Home Insurance/Warranty

4

CLOSING

- Final Walkthrough
- Clear To Close
- Sign Off Documents
- Wire Down Payment To Escrow
- Get Keys
- Closing Day

5

POST-CLOSING

- Home Warranty
- Recorded Deed
- Title Insurance Policy
- Property Taxes



PHASE 1: CREATING THE GAME PLAN



STEP 1: INITIAL CONSULTATION

- Determine needs & wants
- Buying process overview
- Discuss agent services
- Talk about current market conditions
- Discuss lending qualification letter
- Define agency relationship



STEP 2: LOAN PRE-APPROVAL

- Obtain loan pre-approval
- Letter from lender
- Determine budget for home



PHASE 2: FINDING THE HOME & MAKING AN OFFER



STEP 1: HOME SHOPPING

- Tour neighborhoods & properties that meet your "ideal home" criteria
- Monitor market inventory



STEP 2: FIND HOME & MAKE OFFER

- Review & sign off on available disclosures
- Discuss appropriate offer strategies with agent
- Prepare & submit appropriate offer package



STEP 3: PRESENT & NEGOTIATE OFFER

- Listing agent will present our offer presentation to sellers
- Strategize counteroffer, multiple offer situations or requests for changes in offer conditions



PHASE 3: ESCROW



STEP 1: OPEN ESCROW

- Escrow officer will order Preliminary Title Report
- Buyer will deliver earnest money
- Title company will email an information form to buyer to complete & return



STEP 2: SUBMIT INFO TO LENDER

- Submit copy of contract to lender for processing & appraisal scheduling
- Confirm contingency removal date & loan conditions



STEP 3: INSPECTION & PROPERTY CONDITION REVIEW

- Schedule inspections: property, pest, roof, etc.
- Review inspection report
- Submit repair request to listing agent
- Negotiate repairs or seller credit



STEP 4: REVIEW DISCLOSURES

- Seller will disclose all material facts & buyer will review various disclosure forms



STEP 5: LOAN UNDERWRITING & APPRAISAL

- Underwriter reviews loan files & appraisal



STEP 6: HOME INSURANCE/WARRANTY

- Select home insurance company & home warranty program to initiate coverage process
- Submit insurance & warranty information to escrow



PHASE 4: CLOSING



STEP 1: FINAL WALKTHROUGH

- Final walkthrough is performed to confirm condition & completed repairs



STEP 2: CLEAR TO CLOSE

- Receive a clear to close from lender
- Set up utilities



STEP 3: SIGN OFF DOCUMENTS

- Schedule a time to sign off documents with notary
- Review closing costs settlement
- Title company will return documents to lender for funding review



STEP 4: WIRE DOWN PAYMENT TO ESCROW

- Get cashier's check or get wiring instructions directly from escrow company only for down payment



STEP 5: GET KEYS

- Congrats!!! Your realtor will hand you the keys to your new home.



STEP 6: CLOSING DAY

- Ownership of the property will be transferred to the buyer & the deed will be updated
- Buyer will transfer funds from escrow & provide mortgage & title fees



PHASE 5: POST-CLOSING

You will receive all records pertaining to your home for easy reference.



HOME WARRANTY

If you need anything repaired, call your home warranty.



RECORDED DEED

The County Recorder will mail your original deed to your home (usually within 4-6 weeks).



TITLE INSURANCE POLICY

Your title company will mail your policy to you (usually within 2-3 weeks).



PROPERTY TAXES

You may not receive a tax statement for the current year on the home you buy, however it is your obligation to make sure the taxes are paid when due. Check with your mortgage company to find out if taxes are included with your payment.

MORTGAGE PRE-APPROVAL LETTER

Before you start your home search, getting pre-approved is essential. A pre-approval will tell you how much you can afford for a home to help narrow down your home search criteria. Without a pre-approval, we are unable to put offers on a home unless you buy with cash.

After getting pre-approved and you start your home search, it is time to shop around for a mortgage company and a loan officer to work with to execute your loan.

Mortgage companies have different programs, rates, and fees so it is our suggestion to call several mortgage companies before you make a decision on what mortgage company to use.

If you want to learn more about different mortgage options and loan programs to help you achieve your home buying and financial goals, be sure to ask us!

LOAN PRODUCTS & MORTGAGE TERMS

Conventional Loan

VA Loan

FHA Loan

Jumbo Loan

Non-Qualifying
Mortgage Loan

First-Time
Home Buyer Loan

Adjustable Rate
Mortgage Loan

2-1 Buydown

WHAT TO AVOID DURING THE CLOSING PROCESS



CHANGING JOBS

A job change may result in your loan being denied, particularly if you are taking a lower-paying position or moving into a different field. Don't think you're safe because you received approval earlier in the process, as the lender may call your employer to re-verify your employment just prior to funding the loan.



SWITCHING BANKS OR MOVING MONEY TO ANOTHER INSTITUTION

After the lender has verified your funds at one or more institutions, the money should remain there until needed for purchase.



PAYING OFF EXISTING ACCOUNTS UNLESS YOUR LENDER REQUESTS IT

If your loan officer advises you to pay off certain bills in order to qualify for the loan, follow that advice. Otherwise, leave your accounts as they are until your transaction closes.



MAKING ANY LARGE PURCHASES

A major purchase that requires a withdrawal from your verified funds or increases your debt can result in you not qualifying for the loan. A lender may check your credit or re-verify funds at the last minute, so avoid purchases that could impact your loan approval.

YOUR IDEAL HOME

OUTLINING YOUR OBJECTIVES

ABSOLUTES - Items that are non-negotiable

- 1.
- 2.
- 3.

What I/We REALLY WANT

- 1.
- 2.
- 3.

Sure WOULD LIKE these

- 1.
- 2.
- 3.

What are some reasons for making the move?

Describe your ideal home.

What is your timeline to move?

What are you looking for in a neighborhood or community?

SEARCH PARAMETERS

SQUARE FEET	
BEDROOMS	
BATHS	
LOT SIZE	
VIEW	
GATED	
POOL	
GARAGE	
NEIGHBORHOODS, ZIP CODES, AREAS	
STYLE	
YEAR BUILT	
SPECIAL ROOMS, FEATURES	
HOA DUES	
PRICE RANGE, HAVE YOU GOTTEN PRE-APPROVED?	
SCHOOLS	
GENERAL INTERIOR CONDITION	
HOW DO YOU LIKE TO COMMUNICATE? (TEXT, PHONE, EMAIL?)	

UNIQUE ASPECTS OF OUR BUYER'S VIP PROGRAM

*As a VIP Buyer, you become our #1 priority.
We are fully committed to guiding you home.*



We actively seek off-market properties and pocket listings.



Direct access to MLS with a highly-customizable property search, that will notify you whenever a new property that fits your criteria hits the market.



Your new home protected - One year home warranty to give you peace of mind and avoid costly repairs.



Always available to show you homes - Never miss an opportunity because an agent was not available to show you a home. When working with Team Rivera, you will have additional licensed agents on standby to ensure you have an opportunity to tour every home you are interested in.



Closing guarantees to strengthen your offer - When you work with one of our preferred lenders, we have confidence in meeting our closing deadlines. We back up our offers with up to \$5,000 to the seller in the event of a late closing.



Client Satisfaction Guarantee! If you aren't happy with the service we provide, you can fire us at any time.



LOOKING FOR A HOME IN SAN DIEGO?

Scan this QR code to instantly view current homes for sale in San Diego!



or text "Homes"
to (619) 679-9550

OUR COMMITMENT TO YOU

EDWARD RIVERA, TEAM LEADER



There are many real estate agents in San Diego, CA. For this reason, we would like you to know what kind of commitment we will make to you should we decide that working together will be a rewarding experience.

We limit the number of clients with whom we work with so that we can give you the personal attention and time needed to accomplish your goal of owning a home in the Greater San Diego area.

We are making a commitment to you to be your advocate, consultant, researcher, and friend. We want all of our clients to be satisfied with the service they receive.

We are looking forward to guiding you home!

Edward Rivera
eXp Realty
(619) 393-6246
edward@teamrivera.com

TESTIMONIALS

STEPHANIE L. ★★★★★

"I had such a great experience with Edward even in this crazy market. I was able to get into a home that i love with no down payment, no closing costs, and even a sellers credit!"

ERIN O. ★★★★★

"Edward is the BEST!!! He listened to what my "Wants" were for a condo and found the perfect match for me. He didn't waste my time looking at places just to make a sale. In my busy life this is very crucial. I can't thank Edward enough for making my dream come true!!!"

GABRIELLA S. ★★★★★

"Edward was very committed to our real estate goals from day 1, and he ensured we were among the first to see each property as they hit the market. On our second offer, we won a multiple counteroffer situation! As a bonus, Edward prepared comps for the appraiser, which we believe helped the home appraise AT VALUE, saving us FIFTEEN THOUSAND DOLLARS, something none of us had expected!"

MARK T. ★★★★★

"Edward was amazing in helping us find and buy our first home here in San Diego. He is very knowledgeable of the business/market and always makes time for his clients. I highly recommend him if you're in the market right now, or in the near future."

IVAN B. ★★★★★

"Outstanding experience with Edward. Always answered our questions, and went above and beyond to make our selling AND buying seamless transactions. He was able to secure our top-choice home in the buying process. He and his team prove to be well seasoned and I would highly recommend him to anyone."



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