



THE ROAD
TO

Home

A HOME BUYER'S GUIDE

The Joy Group

727-481-1634 | MARY@THEJOYGROUPRE.COM



nice to meet you



THE JOY GROUP

REALTOR®

We are a mother, daughter Real Estate team specializing in the Tampa Bay area. Did you know that buying or selling your home is one of the top 5 most stressful events in life? Our goal is to create positive and personal real estate experiences for each of our clients. We do this by providing the necessary skills in order to minimize the stress on you! We also work with some of the best service providers in the area including mortgage companies, title companies, home warranty providers, handymen and movers.

LET'S CONNECT



727-481-1634



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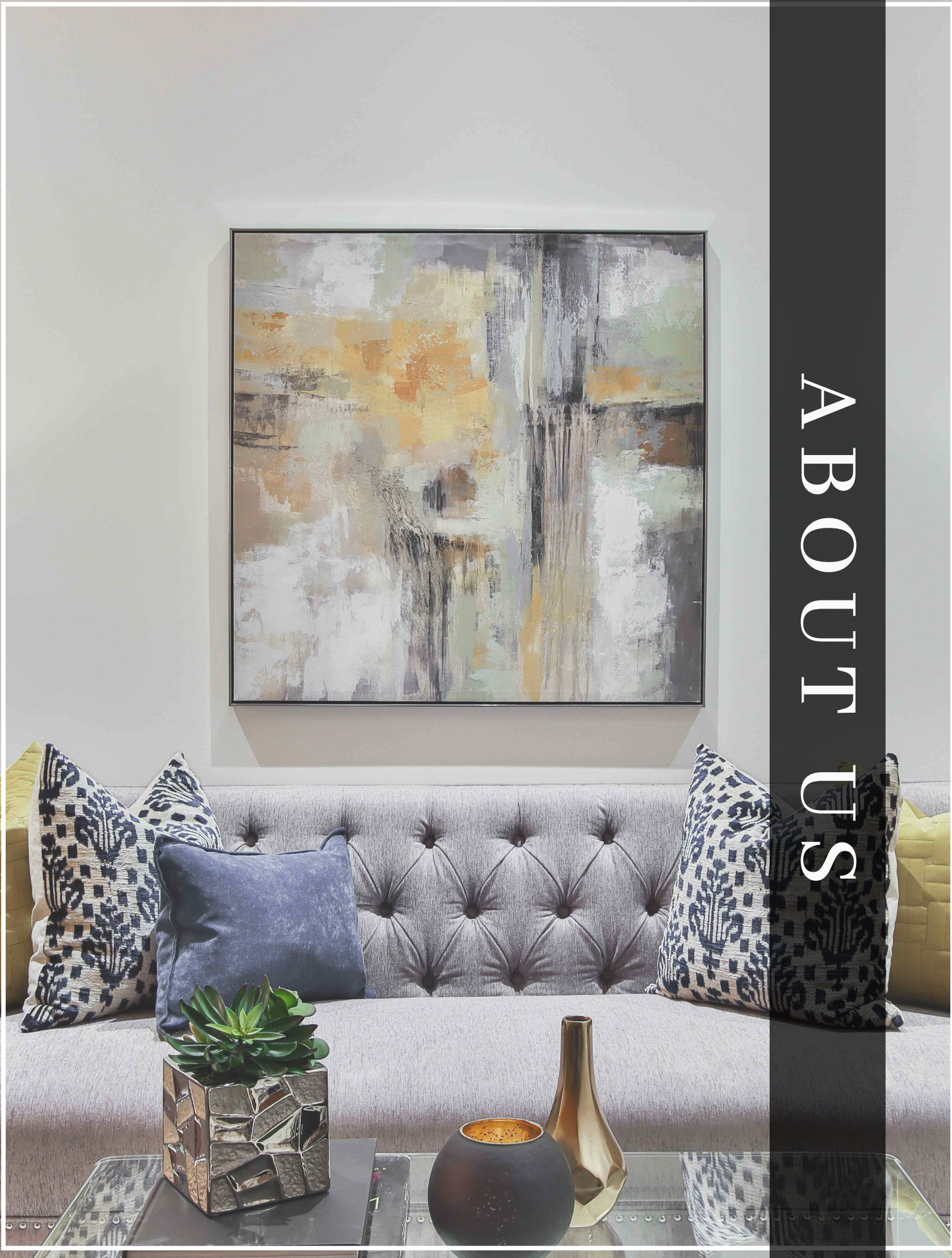
www.thejoygroupre.com



www.facebook.com/joygrouprealestate



www.instagram.com/joygrouprealestate/



ABOUT US

MEET THE TEAM



Mary Joy

REALTOR®

Mary Joy is a licensed Realtor serving Florida and specializing in the Tampa Bay area. She is a born and raised Florida girl and has been working as a realtor since 2006. Mary's excellent communication skills, thoroughness and extensive experience in the Tampa Bay area provides clients with the highest quality of professional service.

"I am passionate about providing my clients with the highest quality of service. I understand that Real estate is the largest investment most people will make in their lives. With my 14 + years of experience in the industry, I will provide the necessary knowledge and skills needed to make your experience positive, personal and as stress free as possible. When the time comes for you or someone you know to receive exceptional real estate service, contact me! It is my privilege to serve you!"

Your Tampa Bay Realtor, ~Mary Joy



Sarah Joy

MARKETING MANAGER

Sarah Joy is an experienced marketing professional and the second half of The Joy Team.

"From supervising photo shoots to editing and creating all the marketing content for your home, it is my job to show potential buyers the love and care that has lived in this space. Let me show you what the power of social media can do for your Real Estate experience!"



Committed to bringing you the most professional, informative, trustworthy & dedicated service.

My responsibility is protecting the interests of my clients in every transaction.



10 Steps TO BUYING A HOME

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01

FIND THE RIGHT AGENT

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone working for YOUR best interests when buying a home.



GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! I look at dozens of homes every week, and I can help you identify potential problems within a home.

HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBORHOOD EXPERT

I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I work tirelessly to make sure buying a home is a fun and stress-free process.

AFFORDABILITY

The seller typically pays the commission for both the seller's agent and the buyer's agent.

02/

PREPARE FINANCES

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for a new credit card or car loan until you have been approved
- Avoid making big purchases until you have been approved
- If possible, avoid job changes until you have been approved

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

- A Down Payment is typically between 3.5% & 20% of the purchase price
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.
- Closing Costs for the buyer run between 2% & 5% of the loan amount
- A Home Inspection costs \$300 to \$500



03/

GET PRE-APPROVED

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports etc.) to be reviewed & verified by the lender.



A top-down view of a desk with a white laptop keyboard on the left, a grey pen on a grey notebook in the center, and a spiral notebook with a wooden pencil on the right. A dark grey vertical bar is on the right side of the image.

PREPARING

for a better look



GET *qualified*

TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
VA LOAN	620	NO DOWN PAYMENT
USDA LOAN	620	NO DOWN PAYMENT
FHA LOAN	580+	3.5%
	500-579	10%
203K LOAN	640	3.5%
CONVENTIONAL 97	620	3%
CONVENTIONAL LOAN	640	5-20%

INCOME *qualifications*

QUALIFYING INCOME

W-2 Income/Salary
Income from part-time jobs
Income from a second Job
Overtime & Bonuses
Seasonal jobs
Self-employed Income
Alimony & child support (Documentation required)

NON-QUALIFYING INCOME

Income from the lottery
Gambling
Unemployment pay
Single bonuses
Non-occupying co-signer income
Unverifiable income

NEEDED *documents*

W2'S FROM THE PAST 2 YEARS
2 MONTHS WORTH OF PAY-STUBS
BANK STATEMENTS (PAST 2 MONTHS)
PREVIOUS 2 YEARS OF TAX RETURNS
LIST OF YOUR DEBTS & ASSETS
DIVORCE DECREE
ADDITIONAL INCOME DOCUMENTS

TYPES OF *mortgage* LOANS

TYPES OF LOANS

	WHO QUALIFIES	DOWN PAYMENT	UPFRONT MORTGAGE INSURANCE	MONTHLY MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
VA Department of Veteran Affairs	Veterans Personnel with honorable discharge Reservists & National Guard Surviving Spouses	NONE	NONE	NONE	580
FHA Federal Housing Administration	Anyone who meets the minimum credit and income levels.	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
203K Federal Housing Administration	Anyone who plans to purchase a fixer-upper or needs to renovate their home and meets credit & income requirements	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
CONVENTIONAL 97	Depending on the program, available first time home buyers (a buyer who hasn't owned in the last three years) can put 3% down with a Conventional 97 program.	Varies from 3%-20% of purchase price	NONE	REQUIRED	620



START *Shooting*



START HOME SHOPPING

START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or video to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based off of recent sales and current buyer activity in the area, as well as the value of the property in it's current condition. Negotiations may take place after the offer is presented.

TIP

We will make sure to check every little detail of each house

- Test the plumbing
- Test the electrical system
- Open and close the windows & doors to make sure they work properly

Evaluate the neighborhood and surrounding areas

- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks?

MAKE AN offer



05/

MAKE AN OFFER

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in it's present condition. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

•Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make a good impression.

•Put Down a Healthy Earnest Deposit

A large earnest money deposit shows the seller you are serious

•Cash Talks

A transaction that is not dependent on receiving loan approval is more attractive to a seller

•Shorter Inspection Periods

Try shortening the inspection period to 7-10 days

•Write the Seller a Letter

We will make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with their home.

•Offer to Close Quickly

Many sellers prefer to close within 30 days.



THE PROCESS

AFTER YOU SUBMIT AN OFFER

THE SELLER COULD

•ACCEPT THE OFFER

•DECLINE THE OFFER

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

•COUNTER-OFFER

A counter-offer is when the seller offers you different terms. If this happens, you can:

•ACCEPT THE SELLER'S COUNTER-OFFER

•DECLINE THE SELLER'S COUNTER-OFFER

•COUNTER THE SELLER'S COUNTER-OFFER

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.





ESCROW *perisid*

06/ ORDER AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of their findings. You can take the issues as-is or request the seller to address some of the findings. We will be mindful and reasonable on smaller items, while being very cautious and vigilant of potentially significant issues.



07/ NEGOTIATE FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

- 1. Ask for a credit for the work that needs to be done.** Likely, the last thing the seller wants to do is repair work.
- 2. Think “big picture” and don’t sweat the small stuff.** Tile that needs some caulking, or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.
- 3. Keep your poker face.** The listing agent will be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.

08/ APPRAISAL ORDERED

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

If approved you will receive your final commitment letter that includes the final loan terms & percentage rates.

Property Title Search

This ensures that the seller truly owns the property, and that all existing liens, loans or judgments are disclosed.

Homeowner's Insurance

You'll need insurance for the new home prior to closing. This will protect against things like fire, storms and flooding

09

scheduling YOUR MOVE



AFTER SIGNING CONTRACT

- FINALIZE MORTGAGE
- SCHEDULE HOME INSPECTION
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- Get copies of medical records and store with your other important documents
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies

4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- Buy/find packing materials
- START PACKING

3 WEEKS TO MOVE

- ARRANGE APPRAISAL (YOUR LENDER WILL ORDER THIS)
- COMPLETE TITLE SEARCH (TITLE COMPANY WILL DO THIS)

2 WEEKS TO MOVE

- GET QUOTES FOR HOME INSURANCE
- SCHEDULE TIME FOR CLOSING
- Contact utility companies and set up new accounts prior to closing date (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Keep on packing

1 WEEKS TO MOVE

- SCHEDULE AND ATTEND FINAL WALK THROUGH
- Finish packing
- Clean
- Pack essentials for a few nights in new home
- Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number
- Contact Title company for secure wiring instructions
- Have closing costs wired to Title company by the DAY BEFORE closing to ensure closing goes smoothly



A close-up photograph of a person wearing an orange sweater, sitting at a desk and writing on a tablet with a white stylus. The person's hand is in the foreground, holding the stylus. The background is blurred, showing the person's torso and the desk surface. The overall tone is warm and professional.

CLOSING *day*



10

closing day



CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.



CLOSING DISCLOSURE

Lenders are required to provide you with a closing disclosure, at least three days before closing. This will show you what your final loan terms and closing costs will be. You will have three days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the loan estimate and the closing disclosure, we must notify your lender and title company immediately.



FINAL WALK THROUGH

We will do a final walk through the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans



CLOSING TABLE

Who will be there:

- Your agent
- The seller
- The seller's agent
- A title company representative
- Any real estate attorneys involved in the transaction

The closing typically happens at the title company. You will be signing lots of paperwork so get your writing hand warmed up! Some of the papers you will be signing include: the deed of trust, promissory note, and other documents



CLOSING COSTS

Closing costs can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 3% to 4% of the home's sales price.



BRING TO CLOSING

- Government-issued photo ID



RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially home owners!! Time to throw a party and get to know your new neighbors!

recommended resources

mortgage broker

NATHAN FREE
(727) 313-6547
nfree@pmfmortgage.com

painting/handy man

JEFF MCCAULEY
(727) 215-3875

title company

MICHELE WILLIAMS
Fidelity National Title
(727) 791-0007

moving company

Dangerfield Movers
(727) 392-5856

electrician

Maynard Electric
(727) 525-0677

plumbing

FRANK SLAUGHTER
People's Plumbing
(727) 593-2264

cleaning

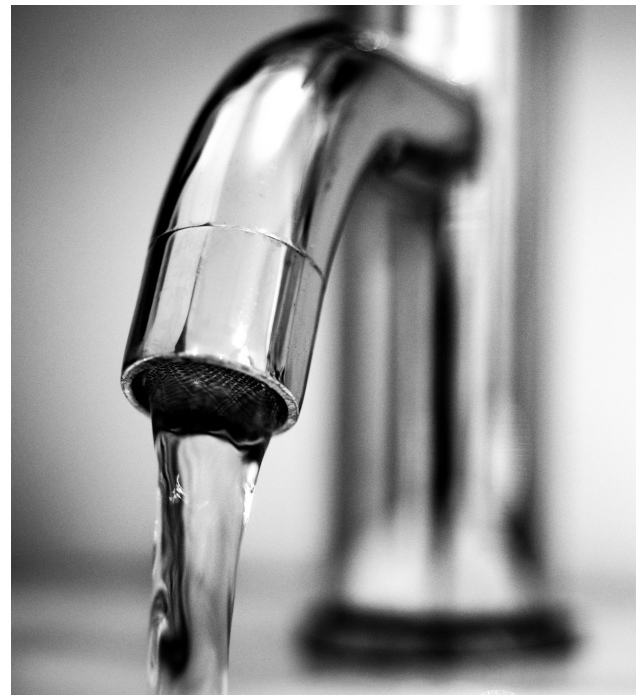
Custom Maids
(727) 502-0500

staging

WENDI FULVI
Strategic Staging & Design
(727) 642-1700

landscaping

JB Lawns and Landscaping
(727) 420-2141





REVIEWS

REVIEWS



"When it came time to find a home for my parents I went to my good friend Mary Joy. My parents lived out of state and couldn't be here to look for a place to live. She spent so much time with me looking for places that would be the perfect fit for them. Mary was a true professional investigating every concern my parents had, answering questions that I had and keeping us informed through effective communication. I felt blessed to be in her hands. When it came time to sign the paperwork Mary had everything ready and organized for me. The thing that stood out to me was that Mary knew the responsibility I had on my shoulders to find a place my parents would like and she made their happiness her mission. It's been ten years now and my parents are loving life in their home. It was an education in what an excellent realtor looks like. Thank you Mary for your caring heart and professionalism."

"Mary Joy sold us our first home. Her vast knowledge of the area, connections with banks and other contractors, have made the buying and remodeling process as seamless as possible. If you are looking for someone who will go above and beyond their call of duty, look no more, Mary will hold your hand every step of the way."

"Mary Joy listed my condo and the first day on the market I had 5 showings which resulted in an offer above my asking price. I referred Mary to another person in my building, and they had the same results, quick sale above asking price. Mary is an amazing real estate agent who generates amazing results."

"The Joy Group helped my family find our dream home. Mary put our needs in the forefront as we looked at all available homes - including a "for sale by owner," which is what we purchased. Mary didn't skip a beat with our decision and helped us close the deal. Her knowledge of the area, passion for the industry, and patience to help people find the right house is what sets the Joy Group apart. "

"Mary was an invaluable guide to us as we sold our home. Our buyers brought many difficulties to the process and were quite challenging to work with, but through the entire process Mary was dependable, informed and walked us peacefully through each step. Her knowledge and wisdom allowed us to navigate an extremely stressful situation with calm assurance to the very last signature. She is highly professional with a very personal touch to everything she does. She led us with intentionality and integrity. We felt well taken care of and heard through it all. I would recommend Mary to anyone I know!! She truly brings JOY to everyone she meets and is a blessing to the home buying and selling world."

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