

ULTIMATE BUYER'S GUIDE



Servicing your real estate needs
with loyalty, trust, integrity, and expertise



Kenville Prince

Prince & Associates Realty

Realtor®

Seller Representative Specialist (SRS)

Certified Buyer Representative (CBR)



KenvillePrince.com



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1363 Fifth Avenue,
Bay Shore NY 11706



**KENVILLE
PRINCE**

ABOUT

PROFILE

If you're looking for a caring and competent agent to make your next real estate transaction a breeze then I'm the one. Light on ego and big on helping you achieve your goals."

The quick facts ".20 YEARS OF HARD WORK", ".3 MULTINATIONAL COMPANIES", ".2 TIMES SUNBURNT WHILE IN (ST. CROIX & MEXICO)", ".2 COUNTRIES & CONTINENTS".
Languages is good the way it is

WORK QUICK FACTS



LANGUAGES

ENGLISH

SPANISH

SOCIAL MEDIA

- facebook.com/Kenvilleprince
- twitter.com/Kenvilleprince
- linkedin.com/in/Kenvilleprince



Kenville Prince

Prince & Associates Realty

WORK EXPERIENCE

- April 2018 – Current**
Prince and Associates | **REALTOR® I**
Joined the #1 real estate brand in the World. My experience at Prince & Associates Realty has been incredible. With a strong presence and top agent productivity things are looking amazing for 2018 +
- May 2002 – April 2021**
MTA NYCTA. | **TRAIN OPERATOR I**
Under supervision, have direct responsibility for the safe, timely and proper operation of MTA New York City Transit multi-unit subway cars, subway service cars and trains..
- Apr 2001 – May 2002**
Schick Technology | **CUSTOMER SUPPORT REPRESENTATIVE I**
Technical support representatives help customers troubleshoot issues with a piece of equipment. Tech support is also responsible for installing equipment, maintaining records of customer interactions and collaborating with others to improve the company's system requirements
- Dec 2007 – Oct 2001**
Superior Auto Restyling | **LEAD AUTO INSTALLER I**
Study all pertinent instructions, scope installation areas to determine their appropriateness, and then proceed to position devices. Advise clients on appropriate maintenance procedures. Secure implements safely and precisely. Suggest modifications to surrounding areas to enhance the usability of devices, where needed

EDUCATION

- 2018 – 2021+**
REALTOR®
Continuing Education | **Continuing Education -**
Each year I get to take continuing education classes like negotiating, short sales, and more. It's interesting to speak with agents around the US about how trends differ
- 1992 – 1996**
Medgar Evers College
Brooklyn ,NY | **Business and Accounting - Bachelor of Science**
Since I always knew I would go into business this seemed like the smartest decision. It's worked out well!
- 1986 – 1991**
The Lodge School
St John, Barbados, WI | **High School - Diploma**
Moving from St. Michael, Barbados to New York was quite the transition

SKILLS

- Speaking
- Negotiations
- Patience
- Mathematics
- Emotional Intelligence

COMPUTER LITERACY

- MLS Systems
- Adobe Software
- REITS Feeds + IDX
- PhotoShop + DXO
- Ad Networks

WELCOME TO BUYING YOUR HOME



Congratulations!

You've made the first steps in your journey to become a homeowner. We created this packet of information specifically to help home buyers prepare themselves for the experience of purchasing a home.

When buying a home, you may have to make quick decisions; therefore it will be helpful to have a basic understanding of the process. Consider this your guide. Our real estate market expertise means that we are able to interpret all the data that dictates the optimum offering price strategy, so your offers will make sense for you and be competitive. Of course, we will take the time to listen, understand your challenges, goals and answer any questions you may have along the way.

In the meantime, we hope that you'll take the time to review the attached information. In the event you may need a home listed concurrently, we need to create a comprehensive marketing plan to get it sold.

We appreciate the opportunity to earn your business and look forward to the possibility of working with you!

STEPS TO BUYING A HOME

BUYER
START HERE



Define Your
Goals



Make your
Plans



Research your
Options



Select A
REALTOR®



Understanding
Market Value



Financial
Obligation



Get
Pre-Approved



Exclusive Buyers
Agreement



Looking for
Property



Negotiate an
Offer



Remove
Contingencies



Prepare for
Closing

BEGIN MOVING
PROCESS

1

DEFINE YOUR GOALS



DETERMINE WHY YOU ARE BUYING YOUR HOME

Is it a permanent place for you and your family, an investment, or a second home? Whatever the reason, it is important that you buy with an eye on the resale investment potential.

Why has buying a home also become such an investment opportunity?

- ④ No one can predict the future and over the last 25 years the average price of a home has risen substantially.
- ④ Land has become a decreasing resource, especially in and around major city and cultural hubs, which has created the demand.
- ④ Housing is typically considered to be a stable investment, offering good rates of return.
- ④ Low interest rates over the last 10 years have made mortgages affordable.
- ④ Money that pays a mortgage turns into equity that can be used to finance other opportunities.
- ④ Demographics and immigration have always been major factors in influencing investment opportunities.
- ④ It is not always necessary to sell your home just because you are moving; depending on the equity created it may be possible to offset the remaining mortgage by renting out the property.

Investing your time to understand your local market and the influences could pay large dividends.

2

MAKE YOUR PLANS



After answering the following questions you will be in a great position to research your housing and mortgage options as well as create the appropriate action plan and time line for moving forward.



SET YOUR PRIORITIES

- ④ What do you want from a home?
- ④ What does your family want from a home?
- ④ Do you want a turnkey home or would you prefer to renovate?
- ④ Choose the top five 'must-haves'.
- ④ Choose the top five 'would-likes'.
- ④ Are you pre-approved for a mortgage?
- ④ What can you afford on a monthly basis?
- ④ When is the ideal time to move?

3

RESEARCH FOR OPTIONS



DETERMINE WHAT YOU CAN AFFORD AND WHERE

Buying and financing a home are closely related, so it is important to review your current financial situation to understand how much you can afford.

THREE KEY COMPONENTS THAT DETERMINE THE START OF ALL SEARCHES:

- ⊙ **LOCATION** – where do you want to live?
- ⊙ **TYPE** – what type of home do you want?
- ⊙ **PRICE** – what can you afford?

Only you can determine the importance of each. Once you start to research your options, you will soon know if your expectations are realistic.

LOCATION, LOCATION, LOCATION

Why does location matter so much? For starters, you can't move a home – at least not easily or inexpensively. When you buy a home in a good location, it is usually a solid long-term investment. Perhaps more than ever, location is the key factor to driving price increases. In a strong housing market, homes in particularly desirable areas are more likely to see above average price increases. In weak housing markets, these homes tend to retain their value better.



COMMITMENT AND DEDICATION

It is important to work with a Realtor who is not only committed to working with you, but who is also dedicated to finding you the RIGHT home. They will guide you through the property search – consider their knowledge, experience, and expertise.

- **RESPONSIBILITIES**

Educating you about the buyer agency and professional responsibilities, including complete disclosure, loyalty, confidentiality, compliance, and accountability.

- **UNDERSTANDING YOUR REQUIREMENTS**

Taking the time to understand the priority of your requirements – location, property type, size, the must haves, local amenities, etc., even if it changes.

- **RESEARCHING THE MARKET**

Providing a sophisticated market analysis that helps you with your home search by previewing homes, and keeping you up-to-date with new homes as they come on the market. Buying is all about having the right knowledge and access at your fingertips.

- **VIEWING & ASSESSING HOMES**

Viewing homes and providing a comparative analysis. Referring you to expert home inspectors that will provide more of an in depth analysis and advice.

- **CONSULTATION AND NEGOTIATION**

Presenting consultation with written offers, with all terms approved by you. Negotiating the best possible price and terms for you and taking care of all the documentation details.

- **SERVICE PROVIDERS**

Helping you explore your financing options – refer excellent mortgage professionals so you can make the best possible mortgage decision. Assisting you in finding any home-related services needed.

- **CLOSING**

Keeping you fully informed about all activities that lead to the transaction closing.

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EXCLUSIVE BUYER AGREEMENT



The exclusive buyer agreement is signed by the buyer and real estate professional to an established agency.

This document ensures that you are working with the real estate professional exclusively.

This is a commission based business. By signing the agreement you give your real estate professional assurance that once they find your home they will be compensated upon closing.

Once the agreement is signed you will begin.... **Home shopping!!!!**





GET PRE-APPROVED

No matter your prior experience, circumstance, or reason for buying, it is always in your best interest to be pre-qualified for a loan before starting to search for a home. The current rates, approval, and unexpected challenges should be addressed before you have a serious intention of buying.

LOAN TYPES

● CONVENTIONAL LOAN

Conventional home loan is one that is not insured or guaranteed by the federal government in any way. A conventional loan is one that is not insured by a government entity. These loans are made entirely in the private sector, without any government approval whatsoever. If you make a down payment of 20% or more, you won't have to pay for mortgage insurance. If you put down less than 20% once your loan to value reaches 20% the private mortgage insurance will no longer be charged.

● FHA LOANS

The Federal Housing Administration (FHA) mortgage insurance program is managed by the Department of Housing and Urban Development. This program allows you to make a down payment as low as 3.5% of the purchase price. You'll have to pay for mortgage insurance for the life of the loan, which will increase the size of your monthly payments.

● USDA LOANS

The United States Department of Agriculture (USDA) offers a loan program for rural borrowers who meet certain income requirements. The primary advantage of this program is that borrowers can receive 100% financing for the purchase of a home. This type of mortgage loan is offered to "rural residents who have a steady, low or modest income. Income must be no higher than 115% of the adjusted area median income.

● VA LOANS

The U.S. Department of Veterans Affairs (VA) offers a loan program to military service members and their families. This type of mortgage is guaranteed by the federal government. This means the VA will reimburse the lender for any losses that may result from borrower default. The primary advantage of this program (and it's a big one) is that borrowers can receive 100% financing for the purchase of a home. That means no down payment whatsoever.

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FINANCIAL OBLIGATION



● Earnest Money

This is due when your offer is accepted. Earnest money typically equates to 1% of the sales price. Ex. $\$350,000 \times 1\% = \$3,500$. This can vary by state, it can also be as low as \$250, your Realtor can attempt to negotiate this.

● Survey

A survey refers to the process of locating and measuring a property's boundary lines to determine the exact amount of land that a homeowner owns.

● Home Inspection

A home inspection is not required, but it is recommended. The typical cost can vary starting roughly at \$325.

● Down Payment

Depending on the type of loan you receive, it can equate to 3.5%-20% of the loan.

Ex. $\$350,000 \times 5\% = \$17,500$

● Appraisal

An appraisal is required. The lender will order the appraisal and you will have to pay for it. The typical cost of appraisals are \$475-\$650.

● Closing Costs

Your closing costs can equate to around 4% of the loan. Keep in mind your prepaid taxes, mortgage, loan origination fee, attorney fees, homeowner insurance, etc. are included in this cost. Ex. $\$350,000 \times 4\% = \$14,000$

● Pest & Termite Inspection

This cost will vary depending on the company you choose. These inspections are recommended to protect your home from pests.

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UNDERSTANDING THE MARKET VALUE



Whether you have chosen your location or property type based on your budget it is still important to research the value of homes currently on the market. The current selling price of a home does not mean that a property is worth that amount – market conditions and what a buyer is willing to pay for a property affect the true value of the home at any moment in time.

When deciding the value of any property, the following criteria should be considered:

- Ⓞ Location of the property
- Ⓞ Condition of the property
- Ⓞ Buyer demand
- Ⓞ Current prices of similar properties
- Ⓞ Recent sales of competitive properties
- Ⓞ Availability of financing

Ultimately, the value of any property is dependent on what is important to you and whether this is the home that you wish to buy.

5 CHARACTERISTICS THAT MAKE A GOOD LOCATION

01

A SAFE NEIGHBORHOOD

A home located in a community with little to no crime, where it is safe to walk freely, and where neighbors interact is most desirable.

02

GOOD SCHOOLS

Being in a good school district, even if you don't have children, is where young families will always buy. The better the school district, the higher the values of the surrounding homes.

03

CONVENIENCE

The easier it is to access main features of the community, the more valuable the home. For many homeowners it is access to shopping and major road systems.

04

VIEWS

No matter the city or town, someone will always pay more for a great view or to be on or near the water.

05

NO INTERMITTENT NOISE

Being located near noise, whether a busy street during rush hour, close to a fire station, hospital, or airport, is generally considered a negative.

9

LOOKING FOR PROPERTY



THE INTERNET

95% of all buyers use the internet to start their search for homes. Typically taking an average of 12 weeks to research the possibilities they believe their budget can match; however, in the luxury market not all of those homes are online.



YOUR REALTOR

Your Realtor will assist you with narrowing your search by reviewing your 'must-haves' and 'would-likes' – making recommendations based on their experience and local knowledge..

YOUR REALTOR WILL HAVE ACCESS TO:

- ⤵ Previewing new properties at open houses.
- ⤵ Technology that automatically sends you new home matches.
- ⤵ Working within their network to find new properties not even listed yet.
- ⤵ Every home in your preferred community including “for sale by owner” discounted brokerages, expired listings, or homes not actually on the market.
- ⤵ Emailing specific home requirements to agents in the area so they know that you are a qualified purchaser.

● PRINT MEDIA

Advertisements still provide platforms that truly feature these magnificent homes. Not every home is listed on the Internet and sometimes your search can miss that hidden gem because it is not online.

● PRIVATE VIEWINGS

Homes only open to qualified buyers are typically unique and exceptional homes.



When you have found the right home, it is time to prepare and draft an offer of purchase. This offer protects and represents your interests, while remaining legally binding on final acceptance. There are many components to an offer and your real estate professional will explain the entire process so that you are comfortable with the steps involved.

An offer can be drafted with or without conditions. An offer without conditions is known as a firm or subject-free offer. One with conditions is known as a conditional offer and in effect, protects one party with the placement of certain conditions on the purchase.

POINTS TO CONSIDER IN YOUR NEGOTIATIONS:

- ④ The condition of the home
- ④ Length of time it's been on the market
- ④ Buyer activity
- ④ Location
- ④ Urgency of the seller

The seller may accept your initial offer, reject your offer, or present a counter offer. The counter offer may differ from your original offer in respect to price, conditions, closing date, or any other items. Offers can be countered back and forth until one of you accepts or rejects, ending the negotiations altogether.

Understanding Contractual Terminology – see our glossary of terms.



BENEFITS OF PRE-QUALIFICATION

- Knowing what you can afford enables you to plan accordingly – it allows you to understand how much you will be lent and how much you can actually afford to pay each month.
- As a qualified buyer, you will be taken more seriously when you make an offer on a home.
- You are able to take the time to understand the short and longterm implications, allowing you to make informed decisions and research your options.

BUILDING A HOUSE HUNTING CHECKLIST

When searching for a home it is very easy to forget important priorities. This simple checklist will help you stay focused on the important criteria.

MAKE A COMPARISON CHART FOR WHEN YOU START VIEWING:

- Size
- Positioning of the living spaces
- General size of rooms
- Kitchen style and appliances
- Bedrooms
- Bathrooms
- En-suites
- Garage space(s)
- Backyard
- Landscaping
- Condition of roof, exterior
- Storage space
- Natural light
- Do you feel an emotional connection to?
Take a second walk-through without emotion. Become the inspector and look beyond the surface:
 - Will your furniture fit?
 - Floor plans are a great way to see the flow and what changes can be made.
Not available? Measure and draw your own!
- Check out the true storage space – open doors, attics, basements, and storage cabinets.
- Lift up rugs and investigate for damage on the floor, under furniture, etc. Look at every detail from floor to ceiling, including window trims, under sinks, bathroom tiles, etc.
- Look outside – understand the landscaping and the layout of other homes around the home – traffic, parking, noise, etc.
- View the property at different times of the day
- Take a moment to envision how you would use the space – does it fit your every day needs?
- Who are your neighbors?
- How long has the house been on the market?
 - Is it priced to sell?
 - Compare it to others on the market
 - What is the resale potential?

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REMOVE CONTINGENCIES



Once both parties accept the sales contract and its contingencies (that is, any conditions either party may be subjected to) they will start to work towards removing them.

Your real estate professional will advise you on what contingencies you can remove based on the results, once the appropriate due diligence has been completed. Ideally, both parties should have been able to negotiate a reasonable time in which to remove these conditions.

It is important to understand the options available to you should one of your conditions not be removable prior to the contract date. This does not automatically mean that the 'deal is dead' – having a real estate professional who is a good negotiator and will work with the seller's agent to find a solution is key.

Equally, conditions that the seller needs to address can also be provided with extensions – particularly important when a problem is found during the house inspection.

An experienced real estate professional will advise you on the right course of action, based on their knowledge and experience.

Once you are satisfied and wish to commit to purchasing the home, a contingency removal document will be prepared for both parties to sign.



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After all the contingencies have been removed, it becomes the responsibility of the legal and financial institutions to prepare all the necessary paperwork. Should there be any issues, your real estate professional will contact you.

Closing day marks the end of your home buying process and the following items should be brought to the closing:

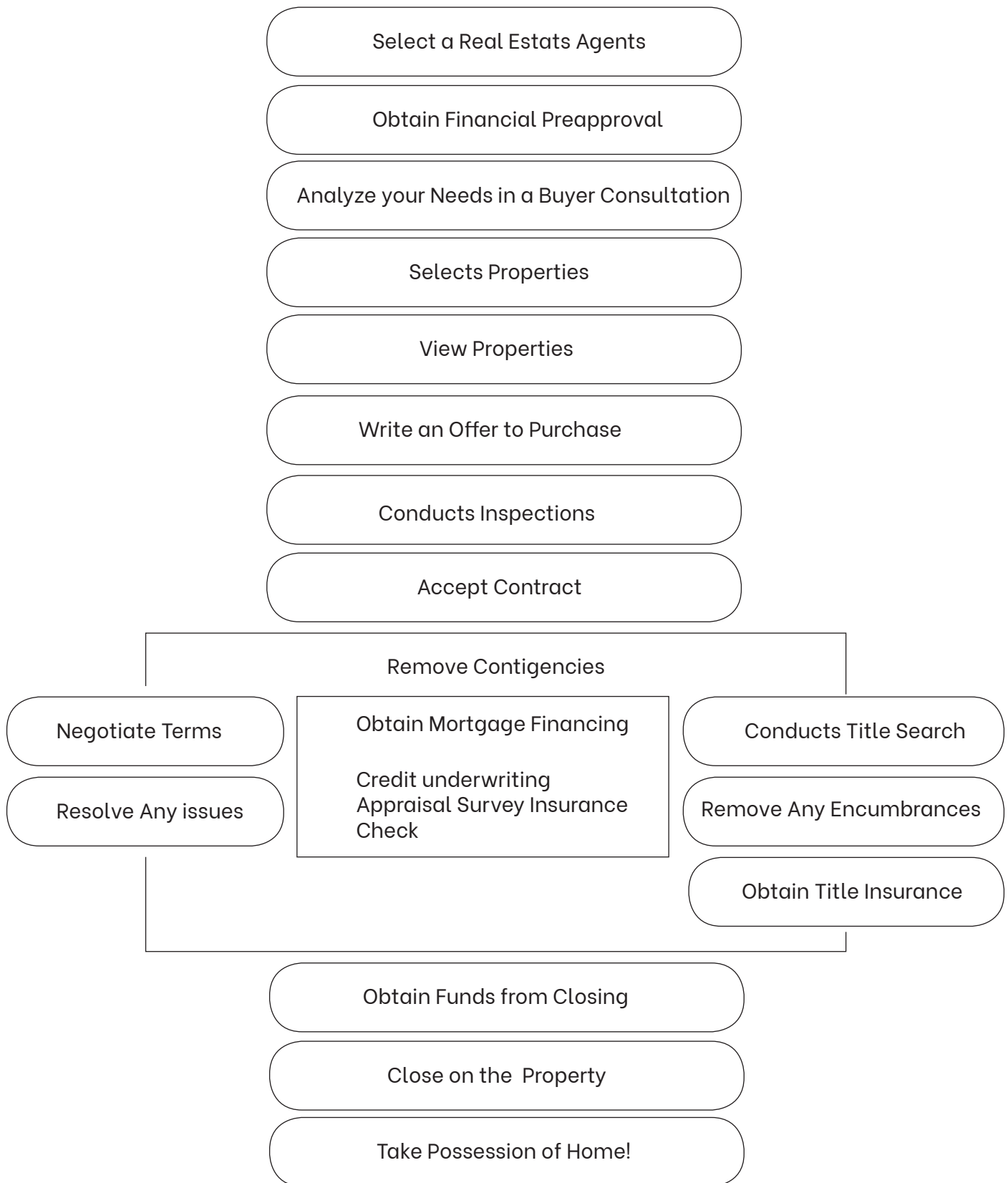
- ④ A certified check for closing costs and down payment. Make the check payable to
- ④ An insurance binder and paid receipt
- ④ Photo IDs
- ④ Social Security numbers
- ④ Addresses for the past 10 years

At closing you will sign all your legal documents, including paperwork relating to your mortgage and the transfer of ownership of the property. There are usually representatives from the escrow company or a lawyer to facilitate the exchange.

When closing is finished, you should not only have the keys to the property, but a copy of the documentation that relates to the property, including a statement of costs, a statement outlining your mortgage terms, your mortgage note and a copy of your deed of trust. At the end of closing, the deed will be taken and recorded at the county clerk's office. It will be sent to you after processing.

TIP: Make arrangements to see the new home the day before you close to ensure the home is in the condition per the contract agreement.

CONTRACT TO CLOSE



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BEGIN MOVING PROCESS



Moving into a new home is an exciting time but it can also be stressful, even if you are hiring professionals. This guide will provide some important insight:

- ⌚ Hire a moving company. Book early if you are moving at the end or beginning of the month.
- ⌚ Be sure to get a written confirmation of pricing and the date.
- ⌚ You should begin to de-clutter your present home - it's the perfect time to donate items that you no longer use.
- ⌚ Time to start packing! Begin with items in your home you do not use regularly. Pack room by room.
- ⌚ Make sure the boxes are clearly labeled and easy to identify which room the box is going in for your new home. Label boxes as fragile, as needed.
- ⌚ Make sure to note and photograph items of significant value for insurance purposes.
- ⌚ Provide a detailed map and directions for your movers including a cell phone number where you can be reached on moving day.
- ⌚ Be present when the truck is being loaded and unloaded just in case your movers have questions.
- ⌚ Change your address - post office, banks, cable, Internet and phone, insurance company, utility company, credit card company, doctor and dentists, and any subscriptions you may have.
- ⌚ For both the new and old home, make a note of all utility meter readings.
- ⌚ Pack a travel bag with the items your family may need on moving day such as toothbrushes, a change of clothing, medications, hair brushes, soap, toilet paper, towels, etc.
- ⌚ Arrange for cleaners for the new home and old home. Even if the previous owner hires a cleaner - that extra touch before you arrive makes your new home feel fresh and ready.

COMMON HOME BUYING MISTAKES

01

Going over budget – even the wealthiest of us need to understand the associated living costs.

02

Not pre-qualifying for a mortgage. After all, why pay more for a last minute mortgage?

03

Not shopping for the most suitable mortgage to match your requirements.

04

Not understanding all the terms and conditions: interest rates, length of contracts, mortgage types and rates, etc., before selecting your mortgage.

05

Buying a new home before you sold your old home.

06

Not understanding the true costs associated with buying your home.

07

Not using professionals to assist in all aspects of your home purchase including a mortgage advisor, home inspector, lawyer, notary, or a moving company.



A HOME SELLER'S GLOSSARY

When buying a home, it's important to understand some of the key concepts and terms. Throughout the selling process, your REALTOR® will be available to explain any unfamiliar terms you encounter. That said, here is a short list of terms you'll want to know:

Abstract Of Title – A complete historical summary of the public records relating to the legal ownership of a particular property from the time of the first transfer to the present.

Adjustable Rate Mortgage (ARM) – Also known as a variable-rate loan, an ARM is one in which the interest rate changes over time.

Agreement of Sale – Also known as contract of purchase, purchase agreement, or sales agreement according to location or jurisdiction. A contract in which a seller and buyer agree to transact under certain terms, spelled out in writing and signed by both parties.

Amortization – The process of reducing the principal debt through a schedule of fixed payments at regular intervals of time, with an interest rate specified in a loan document.

Appraisal – An appraiser's estimate of the market value of a property based on local market data and the recent sale prices of similar properties.

Assessed Value – The value placed on a home by municipal assessors for the purposes of determining property taxes.

Closing – The final steps in the transfer of property ownership. On the closing date, as specified by the sales agreement, the buyer inspects and signs all the documents relating to the transaction and the final disbursements are paid. Also referred to as the Settlement.

Closing Costs – The costs to complete a real estate transaction in addition to the price of the home, may include: points, taxes, title insurance, appraisal fees, and legal fees.

Closing Date – This is usually the date that the legal ownership of the property transfers from the seller to the buyer.

Conditions or Subjects – Items that are usually put in place to protect a party's interests upon selling or buying the property and refer to things that must occur or be in place before the sale closes. Some of these conditions could be "subject to financing approval," "subject to the buyer's house selling," "subject to seller finding suitable housing," etc.

Contingency – A clause in the purchase contract that describes certain conditions that must be met and agreed upon by both buyer and seller before the contract is binding.

Counter Offer – An offer, made in response to a previous offer, that rejects all or part of it, while enabling negotiations to continue towards a mutually-acceptable sales contract.

Conventional Mortgage – One that is not insured or guaranteed by the federal government.

Debt-to-Income Ratio – A ratio that measures total debt burden. It is calculated by dividing gross monthly debt repayments, including mortgages, by gross monthly income.

Deposit – The amount of money provided from the buyer to the seller as a token of the buyer's assurance and intention to buy the property involved. The deposit is applied against the purchase price of the home once the sale has closed. Your agent can assist you in proposing a certain and appropriate amount for the deposit.

Disclosures – Disclosure statements, which can come in a variety of forms, are the buyer's opportunity to learn as much as they can about the property. Seller disclosures are based on seller's knowledge of issues. They to serve to inform buyers; they can protect the sellers from future legal action. It is the seller's chance to lay out anything that can negatively affect the value, usefulness, or enjoyment of the property.

Down Payment – The money paid by the buyer to the lender at the time of the closing. The amount is the difference between the sales price and the mortgage loan. Requirements vary by loan type. Down payments less than 20% usually require mortgage insurance.

Earnest Money – A deposit given by the buyer to bind a purchase offer and which is held in escrow. If the property sale is closed, the deposit is applied to the purchase price. If the buyer does not fulfill all contract obligations, the deposit may be forfeited.

Equity – The value of the property, less the loan balance and any outstanding liens or other debts against the property.

Easements – Legal right of access to use a property by individuals or groups for specific purposes. Easements may affect property values and are sometimes part of the deed.

Escrow – Funds held by a neutral third party (the escrow agent) until conditions of a contract are met and the funds can be paid out. Escrow accounts are also used by loan services to pay property taxes and homeowner's insurance.

Home Inspection – Professional inspection of a home, paid for by the buyer, to evaluate the quality and safety of its plumbing, heating, wiring, appliances, roof, foundation, etc.

Home Warranty – Service contract that covers the repair or replacement of home system components and appliances that break down.

Homeowner's Insurance – A policy that protects you and the lender from natural disasters and liabilities, such as a visitor injury, or damage to your personal property.

Inclusions and Exclusions – Specifications within the offer that detail the items to be included or excluded from the purchase of the property. Typical inclusions are appliances, window coverings, fixtures, and decorative pieces.

Lien – A claim or charge on property for payment of a debt. With a mortgage, the lender has the right to take the Title to your property if you don't make the mortgage payments.

Market Value – The amount a buyer would pay a seller for a home. An appraised value is an estimate of the current fair market value.

Mortgage Insurance – Purchased by the buyer to protect the lender in the event of default (typically for loans with less than 20% down). Available through a government agency like the Federal Housing Administration (FHA) or through private mortgage insurers (PMI).

Possession and Adjustment Dates – When the buyer takes possession as specified in contract of purchase and adjustments are made for prepaid taxes, maintenance fees, etc. They are usually the same date.



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