



# Buyer Guide

➤ Discover Your Perfect Home.



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## AMERICAS #1 REAL ESTATE TEAM

More Than Just a Brokerage.

### About JMG.

Established in 2010, and with over 30,000 individuals settled into their new homes, JMG serves clients in 40+ states and 150+ markets throughout the United States. Recognized as the #1 Real Estate Team in America, JMG is comprised of the most respected agents in the market. You can rest assured knowing that you're working with one of the best teams in the industry.

Our buyers get access to public and private listings so they can make the best buying decision possible. Our agents are the best negotiators in the business and utilize our brand's power to get the deals done. We make home buying easy! So sit back, relax, and enjoy the service we provide at JMG.

#### Our Mission is Simple.



To provide a world-class buying and selling experience to each of our clients while ensuring the highest level of communication and providing the most advanced technology in the marketplace.



## Why a Buyer's Agent is Critical.

When you choose a JMG Real Estate Advisor, you gain more than just assistance in finding your ideal home. Our advisors are skilled negotiators who work tirelessly on your behalf with other agents, ensuring you get the best possible deal. As seasoned financial consultants, they offer expert advice to help you make informed decisions throughout the buying process. Each advisor is a superb navigator of local neighborhoods, helping you find the perfect community for your needs.

JMG Real Estate Advisors are proud members of the National Association of Realtors (NAR) and adhere strictly to the NAR's Code of Ethics and Standards of Practice. This commitment to professionalism and integrity ensures that you receive the highest level of service and ethical treatment. Choosing a JMG advisor means you're partnering with a top-tier professional who is dedicated to making your home buying experience as smooth and successful as possible.

### Let Us Be Your Guide As Knowledgeable Realtors.

- My team and I can save you endless amounts of time, money, and frustration.
- We know the housing market inside-out and can help you avoid the "wild goose chase."
- We can help you with any home, even if it is listed elsewhere or if it is being sold directly by the owner.

- We know the best lenders in the area and can help you understand the importance of being pre-qualified for a mortgage. We can also discuss down payments, closing costs, and monthly payment options that suit you.
- Our team is an excellent source for both general and specific information within the community. This includes: schools, churches, shopping, and transportation. We also have tips on home inspection and pricing.
- We are experienced at presenting your offer to the seller and can help you through the process of negotiating the best price. We bring objectivity to the buying transaction, and we can point out the advantages and disadvantages of each particular party.

**The best thing about using one of us as your Real Estate Advisors is that in most transactions, the seller pays the commission to the cooperating Real Estate Advisor.**







## JMG Buyer Representation Agreement.

It is required by the NAR that real estate professionals have a signed representation agreement before showing a consumer any property.

This agreement outlines the duties and responsibilities your JMG agent will provide. Here's how this agreement benefits you:



<b>Exclusive Representation</b>	Your agent will focus solely on your interests, negotiating the best terms and keeping you in the loop.
<b>Transparency</b>	You'll be fully informed about all relevant details throughout the process, ensuring you make the best decisions.
<b>Commission Clarity</b>	We will find out if sellers are covering the commission, so you understand potential costs.
<b>Flexible Viewing Options</b>	Choose to view all homes or only those where the seller pays your agent's commission.
<b>Comprehensive Support</b>	We will assist with offer price, negotiation, inspections, appraisals, and closing for a smooth experience.



## Touring Properties.

We are beyond excited to be working with you throughout this process. One of the most important things we'd like to know is how do you prefer to be communicated with? Not just how, but how often? Buying a home is an emotional process and as a JMG agent, our goal is not to just find your dream home, but to exceed your expectations and earn your continued business and referrals in the future.

**Get Pre-Approved** - This is the first step in your home buying experience!

### ► **Direct Lender Broker**

A mortgage broker does not work for one institution, but works with many to shop for a loan for a specific individual. Typically a middleman between the buyer and the broker.

### ► **Banker**

A mortgage banker works for a bank or similar lending institution which actually provides you the money for the loan.



**Search  
Setup.**



**Make Updates  
on Changes.**



**See Something  
you Love?**



**Call Me or Text  
Me Right Away!**

**Home Search** - My job is to set you up with a property search that fits your needs. Once this search is set up, please update me with any changes you would like me to make. If you see something you LOVE, the best thing to do is text or call me right away and I will make sure it is still available.





## Negotiating The Deal.

**Make an Offer** - Reviewing the contract now will allow you the opportunity to get any questions answered instead of when we are rushing to get an offer on the table. Time is of the essence. Items negotiated on a contract typically include price, COE (Close of Escrow Date), Seller Concessions (buyer closing cost), appliances (refrigerator, washer, dryer) and the home warranty (one year service agreement that helps with the cost to repair or replace covered home system components and appliances).



**Review Contract  
Now for Questions.**



**Items Negotiated  
on Contracts.**



**Negotiating the Deal** - Market Update - Hot Market - Days on Market. We will collectively strategize each offer depending on the subject property. See attached listings (1 with low days on market, 1 with higher days on market). Once the offer is accepted, all documents will be sent to the lender, Title and escrow and earnest money should be deposited as soon as possible.



**Collectively  
Strategize Each  
Offer.**



**See Attached  
Listings.**



**Once Offer is  
Accepted...**



**All Documents Will Be Sent to  
the Lender, Title and Escrow.  
Deposit Earnest Money ASAP.**





## The Escrow Process.

### 1. Inspection Period - timeline varies by state.

- Inspections will be scheduled upon contract acceptance at the expense of the buyer. The purpose of these inspections are to reveal any issues the house may have that would make you uncomfortable moving forward with the purchase.



**Inspection Scheduled  
Upon Contract.**



**Ensures Issues are Caught  
Before Any Purchase.**

- If you decide to back out for an inspection related issue, then your earnest money will be refunded.



**Inspection Issue.**



**Earnest Money will  
be Refunded.**

- A formal report called an inspection notice is submitted to the seller. This report includes any deal breaker repairs that we are requesting the seller to make.



**INSPECTION  
NOTICE**



**SELLER**

**Inspection Notice  
Submitted to Seller**



**Report Includes  
Deal Breakers &  
Repairs.**



EX.: Seller, we want you to fix X,Y and Z. The seller then has the opportunity to respond to our request. If the seller agrees to make all repairs then we are moving forward. If you back out after this point then you will forfeit your earnest money. If the seller agrees to X but not Y and Z then the buyer has an opportunity to move forward or back out. If the buyer backs out then the earnest money will be refunded.

- 2. Submitting the Inspection Notice** - Once the inspection reports are received, please review them and email me your list of must have repairs. I will generate a list as well. The logic here is to cross reference our lists to make sure we are not missing anything important.



- Once I receive your list, I will draft up the Inspection Notice and send it to you for review and signature.



- 3. Appraisal** - An unbiased professional opinion of the value of a home and is used whenever a mortgage is involved in the buying process.

- The borrower usually pays the appraisal fee, which will vary per state. If the appraisal comes in low, then the seller will have the opportunity to reduce the price of the home.



- If the buying and selling parties cannot come to a meeting of the minds, then we have an opportunity back out and get the earnest money back.



If Buyer & Seller  
Can't agree...



There is an Opportunity to  
Back Out & Get Earnest  
Money Back.

- An appraisal typically gets ordered as we near the end of our inspection period depending on the length of escrow.



Appraisal Gets  
Ordered as we...



Near the End of the  
Inspection Period.

#### 4. **Utilities** - Please have these services turned on by close of escrow day.







## The Closing Process.

**Final Walk-Through** - The final walkthrough is completed prior to close of escrow. The objective is to verify that the sellers have made all repairs that were agreed upon in the inspection period and that no other issues have come up since contract acceptance. If there are any issues then we will serve a Notice to the seller and they have an opportunity to correct any issues.



**Signing** - Signing is a formality and is typically done at the title and escrow company. This appointment will be about an hour long. Once documents are signed, they will be recorded. Once recorded, you are officially a homeowner and the keys are all yours.





## Costs Associated With **Buying a Home.**

- 1. Earnest Money** - A deposit made to a seller that represents a buyer's good faith to buy a home. This is deposited in an escrow account upon contract acceptance.



**A Deposit to Seller.**



**Deposit will Sit in an Escrow Account.**

### **2. Inspection Costs:**

➤ **Home Inspection:**

Price will vary per state and on square footage.

➤ **Termite:**

Price will vary per state.

➤ **Additional Services:**

Roof, Pool, HVAC, etc. Cost Varies.

- 3. Closing Costs** - The Buyer generally will pay: Notary fees, if applicable; Recording charges for all documents in Buyer's name; Homeowners Association transfer fee, one half; All new loan charges (except those required by lender for Seller to pay).



**Notary Fees.**



**Recording Charges for all Documents.**



**All New Loan Charges.**

- How Much are Closing Costs? Typically, home buyers will pay a percentage of the purchase price of their home in closing fees.



**Closing Fees Make up a Percentage of Price.**

- What is included in closing costs? Costs incurred may include loan origination fees, discount points, appraisal fees, title searches, title insurance, surveys, taxes, deed-recording fees and credit report charges.
- Prepaid costs are those that recur over time, such as property taxes and homeowners' insurance.



Property  
Taxes.



Homeowners  
Insurance.

#### 4. **How can I avoid paying Closing Costs?** - Here are some ways to circumvent the added costs.



Look for a loyalty program. Some banks offer help with their closing costs for buyers if they use the bank to finance their purchase.



Close at the end of the month.



Get Seller to contribute.



Wrap closing costs into the loan.







## Mortgage & Loan Process.

### Funding Your Home Purchase.

#### 1. Financial Pre-Qualification or Pre-Approval

Application and interview: Buyer provides pertinent documentation, including verification of employment, and credit report is requested.

#### 2. Underwriting

Loan package is submitted to underwriter for approval.

#### 3. Loan Approval

Parties are notified of approval and loan documents are completed and sent to Title.

#### 4. Title Company

Title exam, insurance and Title survey conducted. Borrowers come in for final signatures.

#### 5. Funding

Lender reviews the loan package and funds are transferred by wire. We recommend our buyers get pre-qualified before beginning their home search. Knowing exactly how much you can comfortably spend on a home reduces the potential frustration of looking at homes beyond your means.

## Best Practices To Avoid During the Buying Process



Don't Spend Your Closing Costs Money.



Don't Quit Your Job!



Do Not Co-Sign a Loan For Anyone.



Don't Buy a Vehicle, Large Appliance, or Anything That Disrupts Your Credit!



Don't Change Bank Accounts.



Do Not Make Large Deposits Without First Checking with Your Loan Officer.



**We recommend our buyers get pre-qualified before beginning their home search.**

Knowing exactly how much you can comfortably spend on a home reduces the potential frustration of looking at homes beyond your means.

# Moving Checklist

New Phone Number: \_\_\_\_\_

New Address: \_\_\_\_\_

Before you move, you should contact the following companies and service providers:

► **Utilities:**

- ☐ Electric
- ☐ Telephone
- ☐ Water
- ☐ Cable
- ☐ Gas

► **Insurance Companies:**

- ☐ Accidental
- ☐ Auto
- ☐ Health
- ☐ Home
- ☐ Life
- ☐ Renters

► **Business Accounts:**

- ☐ Accidental
- ☐ Auto
- ☐ Health
- ☐ Home

► **Miscellaneous:**

- ☐ Electric
- ☐ Telephone
- ☐ Water
- ☐ Cable
- ☐ Gas

► **Government:**

- ☐ Accidental
- ☐ Auto
- ☐ Health
- ☐ Home
- ☐ Life
- ☐ Renters

► **Professional Services:**

- ☐ Electric
- ☐ Telephone
- ☐ Water
- ☐ Cable
- ☐ Gas
- ☐ Internet

► **Subscriptions:**

- ☐ Health
- ☐ Home



VISIT OUR WEBSITE



"We know you have many choices when it comes to choosing your real estate agent. That's why we go the extra mile - to make the buying and/or selling process as easy as possible. It's with continuous efforts and the relentless pursuit of finding the most effective marketing tools that allow us to push ourselves each and every day." - Jason Mitchell, President and CEO



## CONTACT US

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