BUYER'S ROADMAP

Buying a home can be a complicated and stressful process, but knowing what to expect can reduce some anxiety and help you confidently find your way to your new home. Here's a step-by-step guide to the home-buying process.

STEP 1:
CHECK YOUR CREDIT REPORT & SCORE

Before contacting a lender, check your credit report. The report pulls data from the three major credit-reporting agencies: Equifax, TransUnion and Experian. Having the information in hand before you talk with a lender allows you to dispute any errors in the reporting. Based on your credit report, (FICO) assigns you a credit score 350 to 850. The higher your credit score, the lower the interest rate on your mortgage. So what is a good credit score? You can expect a good mortgage rate at anything above 720. Home buyers who pursue an FHA loan can usually secure a loan if their credit is 600 or over.

STEP 2:
FIGURE OUT HOW MUCH YOU CAN AFFORD

Use the mortgage Affordability Calculator App https://kw.com/download to help determine what you can afford. Go to open houses to get a sense of what your money will get you. AND FIND ONE REAL ESTATE AGENT. Your Agent will be your lifeline through the process. Your agent is your chief advocate, confidante, and hand-holder in the process.

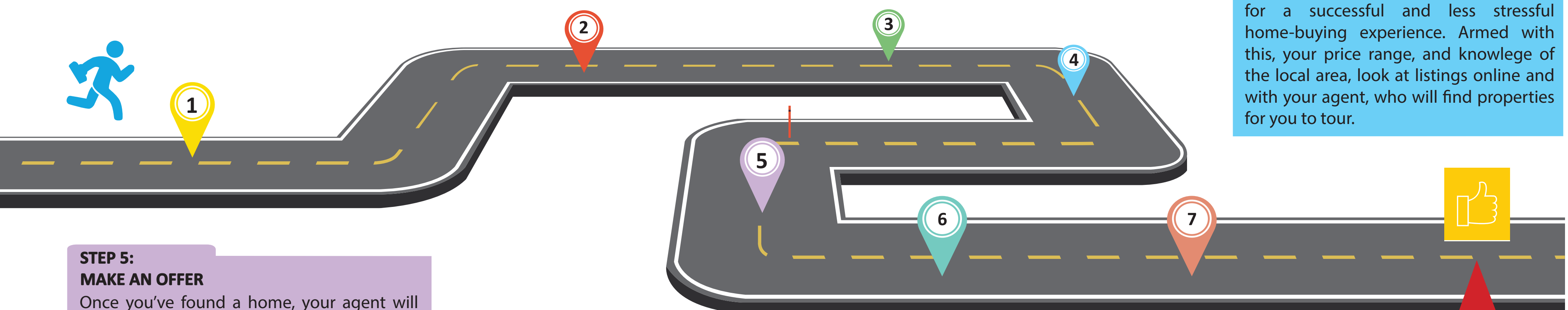
STEP 3:
GET PRE-APPROVED BY A LENDER

The lender will pull your credit information, assess your financial situation and provide you with a letter that states the amount they would be willing to lend you. If you get in a multiple-offer scenario, being pre-approved may give you an edge because the seller will have more confidence that you will be approved for a loan to purchase their home.

Get loan estimates from at least three lenders to compare their interest rates and fees.

STEP 4:
START YOUR HOME SEARCH

By now, you and your agent will have had at least one of several meetings to determine your needs and help you set expectations. Discussing with your agent and having an idea of what to expect throughout the entire process is crucial for a successful and less stressful home-buying experience. Armed with this, your price range, and knowlege of the local area, look at listings online and with your agent, who will find properties for you to tour.



STEP 5:
MAKE AN OFFER

Once you've found a home, your agent will work with you to craft an offer. Whether it's below, at, or above the listed price, if there are any contingencies to your offer, if you will require an inspection, are all considerations that your agent will help you navigate. Once you've submitted an offer, you get to wait for the seller to respond with either a yes, no or a counteroffer. If you get a solid "no" it's back to Step 4. If you get a "yes", celebrate!

STEP 6:
HOME INSPECTION DAY

If your offer called for a home inspection, this is a big day. You get to have a home ispector look over the home to make sure there are no defects you want to negotiate to have fixed. But more importantly, this is the most time you'll get to spend in your new home until closing. Go ahead and start measuring things and figure out what goes where. This may be the last time you are inside the home until it is yours, several weeks from now.

STEP 7:
GET INSURNACE AND ESTABLISH UTILITIES

If you already own a home, simply call your insurance agent and let them know you're buying a new home. They will handle writing a policy. If you don't have an insurance agent, now is the time to find one because your lender will require homeowners insurance. Even if you don't have a mortgage, insurance is a critical part of protecting your investment. You'll also want to give utility companies your move-in date to establish service.

***after move-in reach back to us for help with your:**
- Homestead Exemption
- Transfer On Death Deed
- Protesting Property Taxes

STEP 8:
Closing Day!

GET THE KEYS & MOVE IN! You did it, You're now a homeowner!

http://mycityismyhome.com | mycityismyhome@gmail.com | (210) 951-0951

SELLER'S ROADMAP

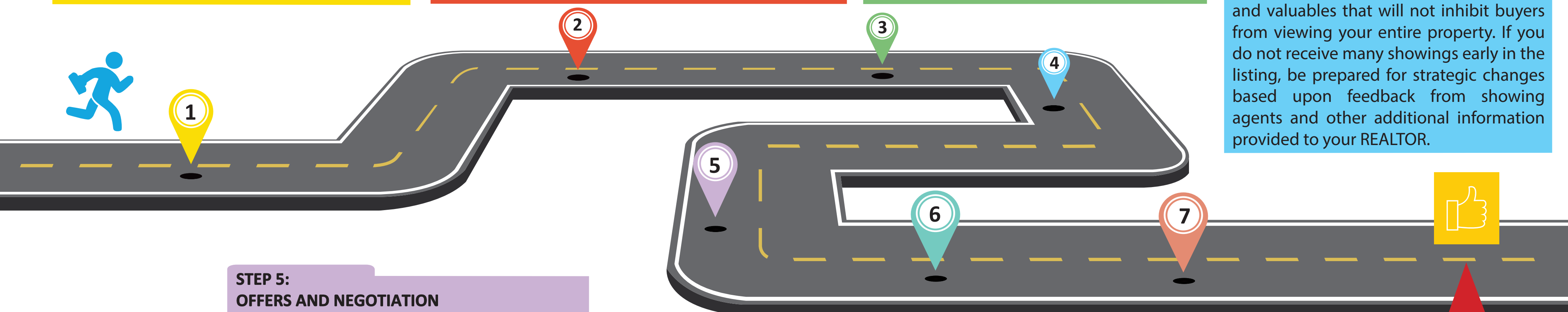
Selling a home can be a complicated and stressful process, but knowing what to expect can reduce some anxiety and help you confidently find your way to your next home. Here's a step-by-step guide to the home-selling process.

STEP 1:
KNOW YOUR PROPERTY
Before contacting a REALTOR, do some research on your property. If you used a down payment assistance program, does it need to be repaid. Look at your latest mortgage statement for the payoff amount and terms. Know who may have an interest in your property (martial status changes, deceased co-owner's heirs, multiple mortgages etc). Payoff any outstanding liens, Know if you have any leased equipment such as solar panels or water softner system. Have a plan of where you will be living if your home sells right away AND if it takes a long time.

STEP 2:
MEET WITH A REAL ESTATE PROFESSIONAL
Schedule a no-commitment initial meeting with a REALTOR who will ask you questions to assess your needs and set expectations. They can provide tips on preparing your home for sale, narrow down a timeline for listing, and help determine a price. The REALTOR will provide a comparative market analysis of your home based upon the property condition, features, and the information that you provide which are not factored in by the county appraisal district nor websites like Zillow.

STEP 3:
PREPARE YOUR HOME
Complete any pending repairs to your home. Your REALTOR will have insight on what repairs are necessary or beneficial to get a higher return, consult them before commiting to costly repairs. Remove or replace anything that you don't want buyers to have. Once your property is prepared, your REALTOR can re-assess your pricing if major changes have occurred and will provide listing documents to review and sign if not already completed. Your home is now ready for professional photos!

STEP 4:
LIST YOUR HOME FOR SALE
With your REALTOR's help, you will determine when to begin marketing your home on the open market. Listing on the open market allows more buyers to consider purchasing your home, increasing the potential value; whereas selling directly to an investor may be quick, with potentially a lower valuation. Be prepared for short notice showings that may occur and have a safe place for pets and valuables that will not inhibit buyers from viewing your entire property. If you do not receive many showings early in the listing, be prepared for strategic changes based upon feedback from showing agents and other additional information provided to your REALTOR.



STEP 5:
OFFERS AND NEGOTIATION
You may begin to receive offers from the first day your home is listed. You and your REALTOR should have a plan in place for how you'd like the offers to be presented to you. Your REALTOR will help you assess each offer and identify which best fits your needs. Only one offer can be countered at a time.

STEP 6:
UNDER CONTRACT
Once an offer is accepted and signed by all parties, you may still allow potential buyers to tour your home in hopes of receiving a backup offer. While under contract, the buyer may work with a mortgage provider to finalize the loan and perform other due diligence. The buyer may perform a physical inspection of the home and may even ask you to make certain repairs.

STEP 7:
CLOSING
Closing happens when funds and ownership are transferred. Prior to closing day, you should receive an estimated closing statement showing what your proceeds will be from the sale. Whether at the title company office or with a mobile notary, be sure to have a valid photo ID and your banking information. There will be several documents for you to review and sign. Unless previously negotiated, you should be moved out of the property before closing.

STEP 8:
Closing Day!

GET YOUR FUNDS AND GIVE THE KEYS!
You did it, You sold your property!

MYCITY is MYHOME
MI CIUDAD ES MI CASA

mycityismyhome.com | support@mycityismyhome.com | (210) 951-0951

IDENTIFY
YOUR BUYER

Is she/he working with a Realtor?

Has she/he been pre-approved?

Does she/he have a down payment?

First time home buyer, Teacher

first responder, Veteran?

Needs Credit Repair?

DOWN PAYMENT ASSITANCE PROGRAMS

DOWN PAYMENT RESOURCE TEXAS PROGRAM DIRECTOR
www.workforce-resource.com/user/program_list

CITY OF SAN ANTONIO HOMEOWNERSHIP INCENTIVE PROGRAMS
www.sanantonio.gov/nhsd/programs/down-payment

NEIGHBORHOOD HOUSING SERVICES OF SAN ANTONIO (NHSSA) DOWN PAYMENT ASSISTANCE PROGRAM
Downpayment Assitance with a minium credit score of 580
www.nhsofsa.org/down-payment-loans

AFTER MOVE IN SUPPORT

Go to **Mycityismyhome.com** for support after you move in on the following:

Homestead Exemption - save on property taxes for your Primary Home

Transfer On Death Deed (TODD) - low cost way to transfer your property upon after your death

Protesting Property Taxes - each year your county updates the taxable value of all properties and we can help keep this value low and reasonable.

HOMEBUYER EDUCATION

NEIGHBORHOOD HOUSING SERVICES OF SAN ANTONIO (NHSSA) HOMEBUYER CLASSES
487 Steves Ave, San Antonio, TX 78210
210/533.6673
www.nhsofsa.org/homebuyerclasses

BEXAR-NECESSITIES - A SERVICE OF THE UNITED WAY OF SAN ANTONIO AND BEXAR COUNTY
Spanish classes available one on one
210-354-2400
2300 W. Commerce Suite 218

OPPORTUNITY HOME APPROVED PRE-PURCHASE HOME BUYER CLASSES
https://homesa.org/homeownership/

CITY OF SAN ANTONIO HOMEBUYER EDUCATION
1400 S. Flores, San Antonio, TX 78204
https://www.sanantonio.gov/NHSD/Programs/DownPayment

TEXAS STATE AFFORDABLE HOUSING CORPORATION (TSAHC) HOMEBUYER EDUCATION COURSE
877.508.4611
https://www.tsahc.org/homebuyers-renters/home-buyer-education

SOUTHEAST TEXAS HOUSING FINANCE CORP (SETH)
281.484.4663
https://sethfc.com/homebuyer-education/

FRAMEWORK
https://housingchannel.frameworkhomeownership.org

eHOME AMERICA
https://www.ehomeamerica.org

HOMES FOR LOW INCOME BUYERS

SAN ANTONIO HOUSING AUTHORITY (SAHA) HOMEOWNERSHIP PROGRAM
homesa.org/homeownership/

OPPORTUNITY HOME SAN ANTONIO (SAHA) INCOME BASED HOUSING
homesa.myhousing.com

NEIGHBORHOOS HOUSING SERVICES OF SAN ANTONIO (NHSSA) HOMES FOR LOW AND MIDDLE INCOME BUYERS
https://www.nhsofsa.org/homesforsale

MORTGAGE LOANS

TEXAS STATE AFFORDABLE HOUSING CORPORATION (TSAHC)
www.tsahc.org/homebuyers-renters

NEIGHBORHOOS ASSITANCE CORPORATION OF AMERICA (NACA)
Agent must go through training to be able to qualify your low income buyers

Conventional loans through Bank of America with no Down Payment, No closing costs, No PMI. Approval is snot determined by Credit Score.

www.naca.com.purchase/

Two workshops per month, sign up and be qualified at:
www.nacalynx.com/naca/worksho/workshopintro.aspx