



Purchasers Information Document

This plan provides a methodical step-by-step process to homeownership. It will assist you in becoming knowledgeable on the home buying process and assist you in making a wise choice.





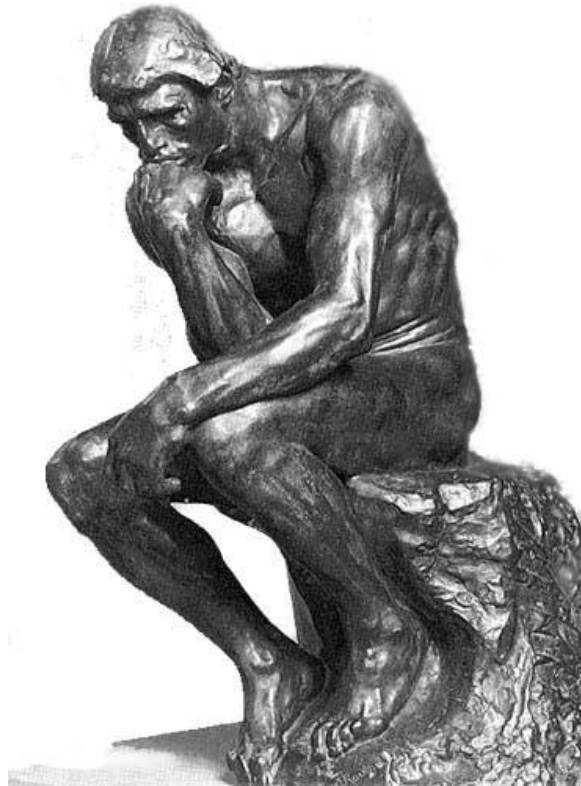
The Home Purchasing Process – A Road Map to Success:

- 1. Planning**
- 2. Evaluation**
- 3. Search**
- 4. The Right house**
- 5. Contract**
- 6. Pre-Settlement**
- 7. Settlement**
- 8. Post Settlement**



The Planning Phase:

1. Lifestyle – Identify your priority features
2. Budget Exercise – confirm affordability
3. Cash Assets – Identify source of funds.
4. Financing - Loan options and limits
5. Hypothetical Purchase Model - Identify all financial components.
6. Tax Ramifications – how to increase monthly cash flow by readjusting payroll with holdings.
7. Hypothetical Timeline – discuss all contractual events and deadlines
8. Summary and Recommendations



The Evaluation Phase:

1. Review purchase model, ask questions, make adjustments and fine tune
2. Get advice and counsel (there is safety in a multitude of counselors)
3. Decide to purchase real estate - Yes or No
4. If yes - discuss benefits to you of Buyer Agency and enter into Exclusive Buyer Agency Agreement
5. Approve and fine-tune model. Create your personal action plan and timeline

HOW ARE BUYER AGENTS PAID?

SELLER



HOME
TO
SELL

LISTING COMPANY



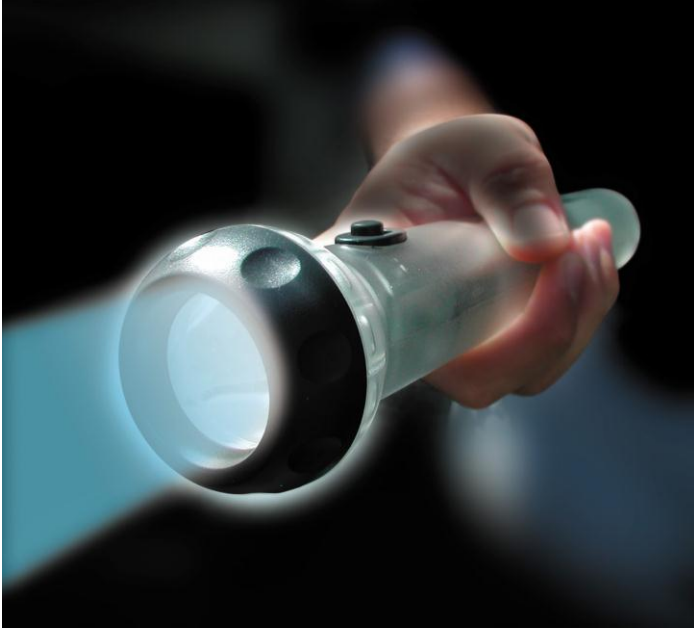
6%

BUYER AGENT



3%
AT CLOSING

KUYKENDALL ASSOCIATES



The Search Phase:

1. Loan application and loan pre approval before looking
2. Identify your top 3 prioritized locations – postal area or zip code
3. Identify and prioritize your future homes top 6 features
4. Select school pyramid
5. Search for listings - Email us your criteria. We will set up saved searches in the MRIS, that will email you new listings
6. View all potential listings on Google Earth to eliminate bad lots
7. Purchase ADC map of N. Va.- useful in locating properties
8. Educational/overview tour – we will see 5 homes to identify your needs and preferences
9. Discuss the purchasing process and review the contract
10. Set up uninterrupted showing schedule in advance (twice per week)



The Right House:

1. Pre purchase protocols - protects you from buying the wrong house
 - a. Revisit house - second visits are never the same-better or worse
 - b. Confirm homes features against prioritized list
 - c. Obtain confirming counsel-invite trusted persons to view home
 - d. Construct a plus and minus features list
 - e. If a couple - be in total agreement
 - f. Single and couple – have personal peace

2. Your action items
 - a. Check the commute drive and time
 - b. Speak to 2-3 neighbors about the neighborhood
 - c. Check for sex offenders @ <http://sex-offender.vsp.virginia.gov/sor/>
 - d. Contact County Planning and Zoning about master plan (See resources section on our website)
 - e. Check neighborhood crime. Fairfax County http://www.fairfaxcounty.gov/police/crime_w.htm
Loudoun County - www.crimereports.com. In Prince William County, call police substations.

3. Our action items
 - a. Construct CMA (competitive market analysis) to determine value
 - b. Contact Seller's agent – ask series of questions about house- sellers timing, improvements/updates, utilities and # of contract offers.



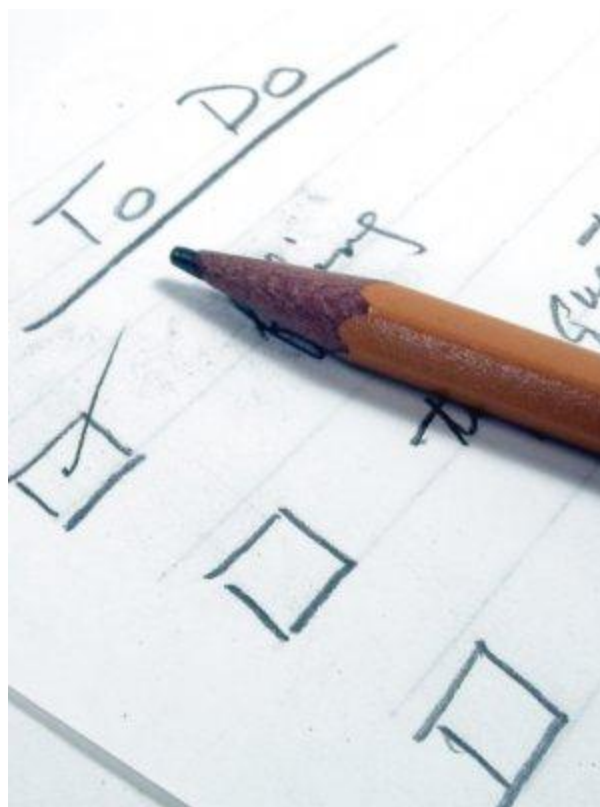
The Contract Phase:

1. Writing the contract - allow 60 minutes
2. Things to bring - personal check for the deposit and calendar
3. Optional Elections - home inspection \$400-600, radon \$150 and home warranty \$450
4. The contract presentation and counter offer process
5. Things to think about-anticipate sellers counter offer. Pre discuss your responses on price and other terms so you can immediately respond.
6. Once contract is ratified (agreed to and signed). Clock starts to satisfy all contingencies

Pre Settlement Phase

Action items and responsible parties

1. Transaction time line/check list - easy to follow road map to settlement - KK
2. Schedule with you the home inspection, radon tests, etc. - KK
3. Send copies of contract to all parties - KK
4. Lock interest rate with lender - You
5. Purchase homeowners insurance - You
6. Set up your moving schedule –You
7. Appraisal and final loan approval – Lender
8. Title search and survey – Closing Attorney
9. Transfer utilities - You
10. Funds to close -certified check or wire 48 hrs before closing-You
11. Final walk through inspection day of closing-You/KK



The Settlement Phase:

1. Get updated GFE (Good faith estimate) from your lender showing how much cash you need to close - You
2. Obtain certified check- bring \$1K extra. Any excess will be refunded at settlement - You
3. Final walk through inspection - usually before day of settlement - Us
4. The settlement - things to bring - You
 - a. Photo id's
 - b. Certified check made out to title company
 - c. Proof of homeowners insurance (paid receipt)
 - d. Personal check book



The Post Closing Phase:

1. Change or rekey locks
2. Alter paycheck with holdings after one month
3. Look in mail for recorded deed and title insurance policy (2-4 months)
4. Place title insurance policy in safety deposit

Free Post Closing Services

It is our desire to care for your real estate needs for life.
To save money and obtain professional advice go to
kuykendallassociates.com to view the free services we provide.