

An aerial photograph of a suburban neighborhood in North County San Diego. The image shows a mix of single-story and two-story houses with grey roofs, green lawns, and mature trees. A paved road with a 'STOP' sign is visible in the lower portion of the frame. A semi-transparent black box with a white border is centered over the image, containing the title text.

North County San Diego Buyer's Guide

Home Buying Made Simple

Welcome! You are about to embark upon the exciting journey of finding your new home. Whether it's your first home or tenth home, I'll make the home-buying process a great **experience**. I can help you find the ideal home with the least amount of hassle, and I'm devoted to using my expertise, knowledge, and advanced tools to achieve those results!

My goal is to develop a client focused approach by not only helping you with your home purchase, but also developing a relationship along the way. Purchasing a home is a very important decision and a big undertaking in your life. In fact, most people only choose a few homes in their entire lifetime.

I will make sure that you are armed with up-to-date information for your big decision. I'm prepared to guide you through every phase of the home-buying process.

This guide gives you helpful information for before (The PLAN), during (The PROCESS), and after (The POST PURCHASE) your transaction. I hope you will find this reference to be an invaluable guide during your home-buying **experience**.

My real estate business has been built around one guiding principle: **It's all about the experience**.

My focus is on your complete satisfaction. I believe that my unique approach gets the job done so well that you will want to tell your friends and family about your great **experience**. That's why so much of my business comes from repeat clients and their referrals : good service speaks for itself. I look forward to the opportunity to earn your referrals!

CHRIS ERICKSON

DRE #01996646



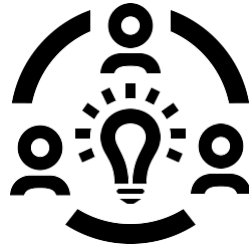
COMPASS



My Value



Knowledgeable, professional, and full time REALTOR who works for and represents YOU.



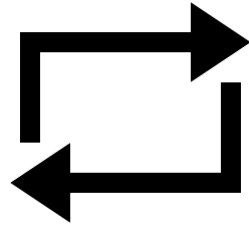
Thorough consultation to build our relationship and determine YOUR unique wants and needs in a home.



Organize and schedule homes to view based upon YOUR specific criteria.



Personally tour homes and neighborhoods with YOU.



Keep YOU informed about opportunities to view homes not yet on the market.



Advice on making an offer based on an expert market evaluation and analysis of other homes sold.



Committed agent who will walk YOU through the purchase contract, present your offer, and negotiate on your behalf.



Preparation and guidance through all documents, disclosures, and the escrow process.



Assistance with any questions you have before, during, and after the process.

the path

1 financing

- find a lender
- mortgage application
- obtain pre-approval letter

2 strategy/plan

- strategic home-buyer consultation
- set up tailored search

3 showings

- view your favorite properties
- find a home you'd love to own

4 offer / negotiations

- property market analysis
- write your offer
- negotiations and counter offers

5 open escrow / inspections

- offer accepted
- earnest money to escrow (typically 2-3%)
- inspections

6 towards closing

- appraisal
- final underwriting
- title work
- insurance
- utilities change
- final walk-through

7 home ownership

- close escrow
- deed is recorded
- get your keys!

01

THE PLAN

The first step in the planning phase should include exploring WHY you want to buy a home. The home buying process is just that...a process. It'll take some hard work and patience but it is ultimately worth it in the end.

After your WHY comes your HOW - meaning how you are going to pay for the home. In most cases, this will include financing. The majority of the financing legwork can be taken care of prior to viewing homes and writing offers. The advantages of taking care of this upfront is that it will save you time, and most of all, improve the entire experience.

Mortgage Pre-Approval

How much can you afford?

Key Factors to Consider : the down payment, the interest rate, your debt-to-income ratio, the closing costs

Down Payment Requirements

LOAN TYPE	DOWN PYMT	DETAILS
CONVENTIONAL	5%+	You can put as little as 5% down or as much as you want. If you put down less than 20%, you will have to pay some mortgage insurance.
FHA	3.5%	The lowest traditional down payment program. You will have to pay mortgage insurance, and a 1.75% funding fee.
VA	0%	A program for military buyers offering up to 100% financing. There will be a funding fee (2.15%).
JUMBO	20%	Loans for higher amounts that offer beneficial rates with 25% down.

**There are a few other programs that may be available through our preferred lenders. Just ask me for more info and I'll get you connected.

OK, what's Mortgage Insurance?

Glad you asked. Mortgage Insurance is generally something you pay each month if you put down less than 20% on your home. In short, PMI is a premium you pay to an insurance company to guarantee that the lender gets its money back if you default on your loan.

How about Closing Costs?

You will be required to pay fees for loan processing and various other costs involved with the transaction. These fees must be paid in full at closing through escrow (unless you are able to include them in your financing).

Examples of Closing Costs

Prepaid Homeowner's Insurance (12+ months) Prepaid Taxes (up to 6 months)
Prepaid HOA Fees (if applicable) Mortgage Origination Fee (approx. 1%)
Appraisal Fee (\$450-600, usually paid during escrow) Title Fees (\$700-1200)
Escrow Fees (\$1000-1800) Misc Fees (Varies)



Now we search

1. We'll sit down for an initial consultation and YOU can tell me exactly what you're looking to purchase. I'll enter YOUR criteria into a property search program with a direct feed to our MLS.
2. I'll instantly generate property email alerts for you on ALL properties that match your needs.
3. YOU tell me which properties YOU are interested in and I'll investigate the ones that YOU choose.
4. If YOU find a For Sale By Owner, off-market property, or new construction, let me know first - I'll assist you in scheduling showings and ensure you remain represented throughout.

Property Showings

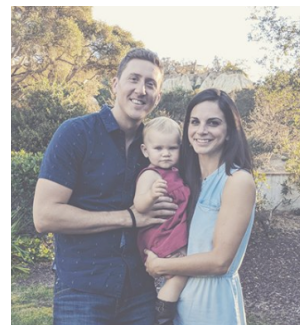
YOU are in control!

1. YOU get access to the properties you want but without any sales pressure!
2. YOU get to pick the homes you want to see!
3. YOU get to choose when you see them and drive by at your leisure!
4. YOU get all the info that REALTORS can see!
5. YOU tell me which properties interest you. I'll do additional research and arrange showings only of the properties YOU want to see!

My wife and I absolutely loved working with Chris! It was our first time buying a home and he made the entire thing feel easy, start to finish. He put quite a bit of time into helping us find the right home and knew how to write a winning offer once we did. Throughout the closing process, he was incredibly responsive and did a fantastic job of keeping us in the loop on everything happening behind the scenes.

Need more convincing? Chris became a dad for the 2nd time just DAYS before we were set to close... yet still (a) made sure we closed on time - which was 2 days ahead of schedule - and (b) insisted on meeting in person to hand off the keys.

Bottom line: If you're looking for an agent who will truly go above and beyond for you in every way, hire Chris!



02

THE PROCESS

You've found the house you want to own and are ready to write an offer. The following pages will give you some valuable insight into what you should expect from offer to close.

Although I will be with you every step of the way to educate and walk you through the entire process, the less surprises you have and the more prepped you are, the better **experience** you will have!

Making an Offer

Once we've found the home you wish to purchase, you'll need to determine what offer you are willing to make on the home. Below are some factors included with the offer.

OFFER TERMS

- Sales Price
- Comparative Market Analysis (Comps)
- Earnest Money (typically 2-3%)
- Due Diligence / Inspection Periods
- Financing Terms
- Closing Date / Timeline
- Personal Property Included

Ways to Make Your Offer Stand Out

POSITION OF STRENGTH

- Pre-Approval in hand
- Type of Financing
- Aggressive Due Diligence / Inspection period
- Comparable Sales to support offer
- Walk Away Leverage

MULTIPLE OFFER STRATEGY

- "Dear Seller" letter / video
- As-Is Condition
- Increased Earnest Money
- Closing Date
- Seller Possession after closing

A Note About Multiple Offers

It is important to remember that the more competition there is for the home, the higher the offer may have to be, sometimes even exceeding the asking price. Remember to be realistic, but it all comes down to solid comparable sales. Make the offer you want the other party to sign!

Working Towards an Accepted Offer

You Make
an Offer

I will present your offer to the listing agent.
The seller will then do one of the following:

Seller Accepts
the Offer

Seller Counters
the Offer

Seller Rejects
the Offer

By far the most common is the counteroffer in response to a strong offer. In these cases, my experience and negotiating skills become powerful in representing your best interest.

When a counteroffer is received, we will work together to review each specific area. We'll make sure that we move forward with your goals in mind and that we negotiate the best possible price and terms on your behalf.

NOTE : The earnest money deposit will be due to escrow within 3 business days after your offer is accepted. This is typically 2-3% of the offer price (a larger deposit is often considered to be part of a strong offer). This money will usually be wired to the escrow company (they will provide instructions). This amount will be applied to your down payment.

Inspections / Due Diligence

Once an offer is accepted, we will begin the "Due Diligence" period. This includes :

- Inspections
- Appraisal
- Repair Negotiations

Inspections

I highly recommend that you have a professional home inspector conduct an inspection. Inspectors are exceedingly thorough and detailed in order to minimize surprises for you. However, the inspection is not meant to be used to low-ball the seller post price negotiations, as all existing homes have minor imperfections.

The inspection is intended to report on major damage or serious problems that may require repair. Your home doesn't "pass or fail" an inspection. The inspector's job is simply to make you aware of the true condition of the property.

The inspection will include the following

- Appliances
- Plumbing and Electrical
- Exterior
- Heating and AC
- Roof / Attic (if accessible)
- Foundation
- General Structure

Additional inspections may include

- Wood destroying pest / termite
- Septic
- Roof
- Anything else that is important to YOU

COMMON PRICES for the home inspection

General Inspection \$350 - 550

Pest Inspection \$75

Roof Inspection VARIES

Repair Requests

The seller may be willing to negotiate completion of repairs (or a credit in lieu of repairs). Or you may decide that the home will take too much work and money and rescind the offer during the inspection period.



Closing On Your Home

Preparing to Close

- Finalize Homeowner's Insurance
- Verify Lender has all req'd docs
- Final Walk-Through (5 days prior to close)
- Review Closing Statement (3 days prior to close)
- Transfer of Utilities

What to Expect at Closing

Who Will Be There?

- You - the buyer(s)
- Notary
- Escrow Officer
- Real Estate Agent (if requested)
- Loan Officer (sometimes)

What Will You Need?

- Bring valid gov't issued photo ID (Driver's Lic, Passport, Military ID)
- Confirmation of Wire Transfer for closing funds

When Closing is Finished...

Once all documents are signed AND the title company has recorded the deed at the courthouse, your funds will be released to the seller and, unless otherwise agreed, you will receive the keys and possession of your new home.

CONGRATS!



03

THE POST

Congrats! You are now a homeowner. Step back, take a deep breath, and enjoy this awesome accomplishment. What happens after you get the keys and move into your new home? Whatever you want!

Because our relationship goes beyond the close of escrow, here are a handful of things to keep in mind after you're living in your new place.

I am YOUR Lifetime Resource

ON-GOING REAL ESTATE SUPPORT

- Post closing questions
- Updated market info
- Help for your friends and family

CLIENT APPRECIATION PROGRAM

- Valuable monthly email
- Client party
- Surprise and delight items
- Direct access to me

TRUSTED CONTRACTORS

- Handymen
- Cleaning Companies
- Plumbers
- Window Cleaning / Repair / Replacement
- Exterior Maintenance
- General Contractors
- Roofing

Thank you so much for trusting me to be a part of your home-buying journey!



COMPASS

CHRIS ERICKSON
DRE 01996646



Post move-in CHECKLIST

1. Get your home warranty info

2. Find out if you should expect a supplemental tax bill

3. Change the locks

4. Update billing address for all services

5. Set up monthly services (yard, pool, house cleaning, etc.)

6. Find out where to send your mortgage payment

7. Enjoy your new pad!

