

THE ULTIMATE BUYERS GUIDE



EDGARDO QUIROZ
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HI THERE! MY NAME IS **EDGARDO**

ABOUT ME

WASHINGTON RAISED



I was born and raised in Washington State all my life in a small town called Tieton in the Yakima Valley. Then I moved to Pullman for school (Go Cougs!) I now run my real estate business in between Tri-Cities and the Yakima Valley.

PROUD COUG ALUMNI



I have a huge passion for marketing. That's why I earned my bachelors degree in Public Relations in 2020 with a double minor in Business Marketing and Digital Technology. I currently sit in the Coug Parents committee where I serve as a liason between parents, students, faculty and staff.

COMMUNITY BOARD MEMBER



I love to help and be aware of what's going on in my community. That's why I currently sit on the Planning and Estate committee and the Finance & Investing for the CBC Foundation Board of Directors

HOMEOWNER & INVESTOR



Being a homeowner and a real estate investor myself, I can personally understand how much this process means to you. Change is hard, but know that I will guide and advise you throughout this new chapter of your life!

MY STATS

SOLD OVER
60+
HOMES AND
COUNTING

5 Google
★ ★ ★ ★ ★
FIVE STARS

103%
LIST RATIO



PART OF THE
#1 kw COLUMBIA BASIN
KELLER WILLIAMS REALTY

15+ MILLION IN
PRODUCTION


COACHED BY



GET TO KNOW ME
MORE ON MY SOCIALS





READ SOME OF MY REVIEWS

 **Melissa Larson**
3 reviews · 1 photo

★★★★★ 6 months ago


Edgardo is a problem solver. He works tirelessly to find a solution so both the seller and the buyer are satisfied. I would highly recommend Edgardo for your real estate needs!


 Like

 **Hiep Nguyen**
2 reviews

★★★★★ a year ago


Edgardo was very friendly throughout the process and made the home-buying process very smooth. He was approachable and reachable with questions. He was also a good advocate for me between the sellers and myself, getting all the informations I needed for the entire process.

 Like

 **Mariah Jelmberg**
2 reviews

★★★★★ 4 months ago

My experiences this passed six weeks to eight weeks, with Edgardo Quiroz has been Great and with all of the Amazing knowledge, Edgardo is very committed and dedicated as a realtor/broker Edgardo has met all of my expectations and exceed all of my expectations, his passionate for his work on sales and being there for us as his clients.. has really impressed Me..Indeed, I will highly recommend my family, my friends to Edgardo he is truly a genuine, hard-working young Man in every way..thank you! Sincerely Mariah jelmberg

 1


 **Anel Dorantes**
1 review

★★★★★ a year ago

Positive: Professionalism, Quality, Responsiveness


Edgardo was awesome during the whole buying experience. I was grateful to have him by my side as I purchased my first home. The process was very complicated for me but he was able to explain it in simple terms and made sure I understood everything. He was very attentive and responded almost immediately. I would recommend him to anyone especially those who need Spanish assistance. I would definitely contact him again for any future purchases!


 Like

 **Caridad Suave**
12 reviews · 32 photos

★★★★★ 2 months ago

Edgardo was easy to work with, looked out for us, and successfully sold our family home.

 Like

 **Maria Sanchez**
3 reviews · 1 photo

★★★★★ 2 months ago

My boyfriend and I are first time home buyers, I can say we felt very confident with Edgardo's help. He is very patient, very attentive and such a kind person. We found our first home with his help and no doubt we will be continuing to look for his help in the near future for our dream home!
Thank you Edgardo!

“Buying a home can be a very exciting and nerve wrecking journey.

I want to thank you for trusting me to advise, educate, and represent you through this monumental step of your life.

If at any time you have any questions or concerns feel free to reach out to me. Now let's go find your first home!

Yours Truly,

Edgardo Quiroz

Read more five-star reviews on my
Google & Zillow Pages

LETS KEEP IT SIMPLE, THESE ARE THREE PHASES OF
BUYING A HOME

01 DISCOVERY PHASE

1. BUYERS CONSULTATION
2. APPLY FOR FINANCING
3. REVIEW YOUR FINANCES W/ LENDER

02 FINDING THE HOME

4. TOUR HOMES
5. WRITE AN OFFER

03 UNDER CONTRACT TO CLOSE

6. INSPECTION PERIOD
7. WAIT ON APPRAISAL
8. SIGNING/CLOSING DAY

PHASE #1

DISCOVERY PHASE

So you want to buy a home? Congratulations on taking the first steps to homeownership!

Real Estate is one of the best investments that has created generational wealth for millions of families, just look at the numbers:

- ON NATIONAL LEVEL, HOMEBUYERS WHO PURCHASED A HOME 10 YEARS AGO HAVE GAINED AN AVERAGE OF **\$225,000 IN EQUITY**.
- MIDDLE-INCOME HOMEOWNERS HAVE SEEN THEIR PROPERTIES **APPRECIATE BY 68%** SINCE 2012.
- AMONG MIDDLE-INCOME HOMEOWNERS, TOTAL HOUSING **WEALTH INCREASED BY \$2.1 TRILLION**, OR 26% OF THE HOUSING WEALTH GAINS

This can be you and it will be you! But it is truly up to you. I have seen homebuyers move into their new homes, in less than a month after meeting with me to over a year. No pressure!

You will be learning a lot in the discovery phase such as your living preferences, home loans, etc. But just take one step at a time, look back at this guide as reference, and know that I am always a phone call, text, email, or DM away to answer any of your questions!

Now let's get started.

#1 IT ALL STARTS WITH A 1 ON 1 CONSULTATION



TELL ME WHERE YOU'RE AT

Believe it or not, buying a home looks different for everyone. Your peers may have told you outdated information from when they first bought a home, that is simply not applicable these days.

Which is why it is important to meet with a professional REALTOR to see where you're at. No question is too small so please ask me anything! My goal is to make you feel confident and comfortable about buying a home.

IN THIS CONSULTATION WE WILL...



Assess Your
Needs & Preferences



Assess
Your Finances



Address Any
Concerns

Expect to receive guidance on the home buying process from start to finish.

FAQ'S

- **How much does it cost?**
 - This session is complimentary.
- **Do I have to buy a home if I attend?**
 - Not at all, we are going to see where you are at and see if buying right now makes sense for you.
- **Is it necessary?**
 - Yes! This will help us work smart, not hard and can save you thousands of dollars /avoid mistakes.

#2 OBTAIN & SECURE **FINANCING**



After our consultation you will be encouraged to apply for financing.

This can be easy and fast but it is important that you be proactive about it.

Let your fear aside, just because you are applying for a home loan, you are still not committed to buying a home!

Put your worries aside and see where you're at

STEP #1: FILL OUT THE APPLICATION

Your lender will provide you the link/form

STEP #2: SUBMIT THE FOLLOWING DOCUMENTS

These are the common documents they will need for you

Taxes Forms
must be from the past two recent years

W2's Forms
must be from the past two recent years

Paystubs
typically from the recent 30 days

Credit
typically two years of credit

Bank Statements (Checking & Savings)
typically from the two recent months

Copy of ID's,
Social Security Card, DACA Card or ITIN Card

Proof of Other Income (if applicable)
lease agreements, side business, child support, etc.

Please consult your lender to see if they need more documents from you.

FAQ'S

- **What if I do not know of any lenders or trust any?**
 - If you do not know of any lenders that you trust, ask me for some recommendations! I work with the best, communicative lenders that offer great programs!
- **Can I get approved with multiple lenders?**
 - Yes, but I encourage not going with more than 2-3 lenders, this is because you will be pulling credit too many times after that.
- **How long does the application process last?**
 - Applying itself takes less than an hour and usually takes 1-2 business days for the lender to get back to you with your pre-approval amount.

#3 MEET W/ YOUR LENDER & **UNDERSTAND YOUR FINANCES**



YAY, You got approved! Once you get approved, I highly recommend you meeting with your lender to go over and understand your loan financials before we look for homes. Why? Because you want to avoid as many surprises before submitting an offer.

BUT, WHAT QUESTIONS SHOULD YOU ASK?

1. Which are the pros and cons about my loan options
2. What's my monthly payment?
3. How much is my downpayment?
4. How much are my closing costs?
5. What's my interest rate and when can I refinance?

WHAT OTHER COSTS ARE THERE TO BUYING A HOME?

There are two timelines of when you start disbursing funds to buy your home.

TIMELINE #1

MONEY DEPOSITED WHEN YOU ARE UNDER CONTRACT

Earnest Money (usually 1% of the cost of the home)

\$

*Money gets credited back to you when you close

Inspection: (Cost depends on the size of the home)

\$350-\$500

Not necessary unless your loan requires it. Small cost for a peace of mind

Appraisal: (Cost depends on the size of the home)

\$800-\$1,200

This investment will make sure you're not overpaying for your home

TIMELINE #2

MONEY DEPOSITED ON CLOSING DAY

Downpayment (3.5-5% of the cost of the home)

\$

0% or 3% loan options and there's downpayment assistance

Closing Costs: (usually 2-3% of the cost of the home)

\$

Right now we can negotiate & have seller pay some costs if not all!

Total Upfront Costs: \$. ,000 to \$. ,000

or less depending on you

PHASE #2

FINDING YOUR HOME

Now that you understand your financial commitment, we can enter the fun phase, finding your next home!

This is fun because you get to understand more about yourself and what's suited best for you and your family. But before we do that, we will go over your needs and wants.

Why? Because all decision makers must be on the same page on this phase as it will save us time, frustrations, and you will have a better time!

EXAMPLES OF COMMON NEEDS

MINIMUM OF 3 BEDROOMS AND 2 BATHS

MUST BE LOCATED NEAR (A CERTAIN SCHOOL, NEIGHBORHOOD, ETC.)

MUST HAVE RV PARKING

EXAMPLES OF COMMON WANTS

IT WOULD BE NICE TO HAVE A WALK-IN CLOSET (BUT I CAN COMPROMISE)

KITCHEN ISLAND WOULD BE NICE (BUT I CAN ALWAYS ADD IT)

MUST HAVE THIS TYPE OF PAINT (YOU CAN ALWAYS PAINT IT OVER)

There is no right or wrong needs and wants, it is up to you! But needs are more things that you cannot change or are harder to change such as where the home is located or adding another room. Whereas a want is more of a thing that you can easily add/change.

Okay now let's get back to our timeline,

#4: YOU'RE PRE-APPROVED, NOW WE **TOUR HOMES**



As you may know, there are many ways to shop for homes....



Zillow/Apps



Yard Signs



Open Houses



Email Lists

How do you know if there available? Know the difference!

HOMES FOR SALE

- ACTIVE
- FOR SALE

UNDER CONTRACT

- PENDING
- CONTINGENT

NOT FOR SALE

- SOLD
- OFF MARKET

Whenever you see a home you're interested in



#1: Text me the address of the home, link, or screenshot

- I will do more research of the home prior, check the private remarks to avoid surprises since I have access to information that the is not to the public.

#2: I will find out if there is anything you should know (like if the house sits on an HOA or if its pending)

- And if you are satisfied, I will make an appointment with the listing agent to see the home

FYI: Multiple schedules involved: Mine, yours, seller's, and listing agent's. Coordination necessary.

#5 OKAY, YOU FOUND THE ONE! NOW WE

WRITE AN OFFER

Writing an offer is exciting but we will need to be strategic about it!
(this is where I will advise)

But think about these two important questions

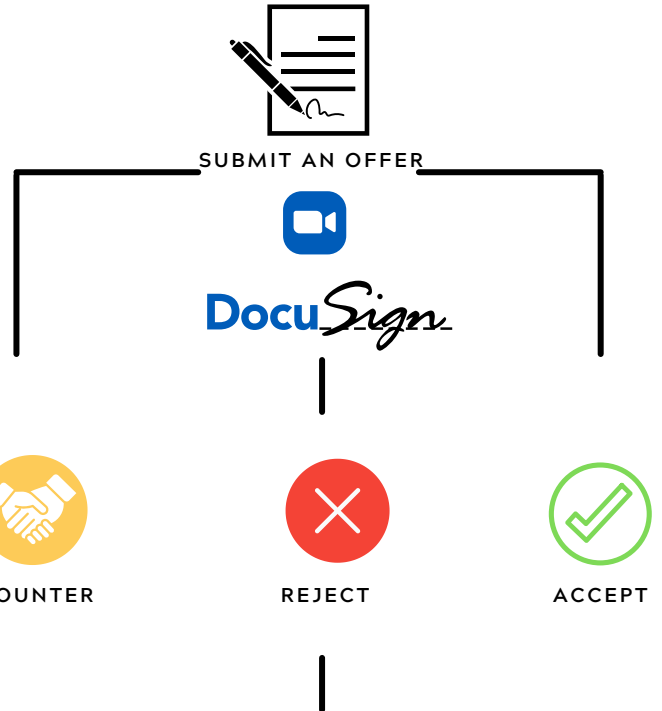
- #1 How much should I offer
- #2 Will I ask for closing costs?

Depending on the market circumstances I will advise. What if there are multiple offers? It is important that you share your thoughts with me!

Once you know, we will go over the offer (in person or via Zoom) and you will sign electronically via DocuSign.

Then I will submit it to the listing agent and either three things will happen:

- #1 Offer Accepted
- #2 Offer Declined
- #3 Counteroffer



UNDER CONTRACT

ONCE YOUR OFFER IS ACCEPTED WE ENTER THE NEXT AND FINAL PHASE

PHASE #3

UNDER CONTRACT TO CLOSE



What happens when you put an offer on a home and it gets accepted by the seller? It means you're under contract!

This is where things get serious and you need to be on your A game! But no worries, that's why you have me to guide you along this process.

Here is a glimpse of what happens:

- DEPOSIT EARNEST MONEY TO TITLE COMPANY**
can be a check, cashiers check from bank or online
- SCHEDULE A HOME INSPECTION**
hire or ask me for inspector recommendations
- CONTACT YOUR LENDER**
ask if there is anything they need from you
- REVIEW TITLE COMMITMENT**
given from title. ask about any cc&rs, hoa's, etc
- ORDER APPRAISAL**
ask your lender when they recommend to order
- ORDER HOME INSURANCE**
shop around for the best rate!

#6 IT'S DUE DILIGENCE TIME

INSPECTION PERIOD

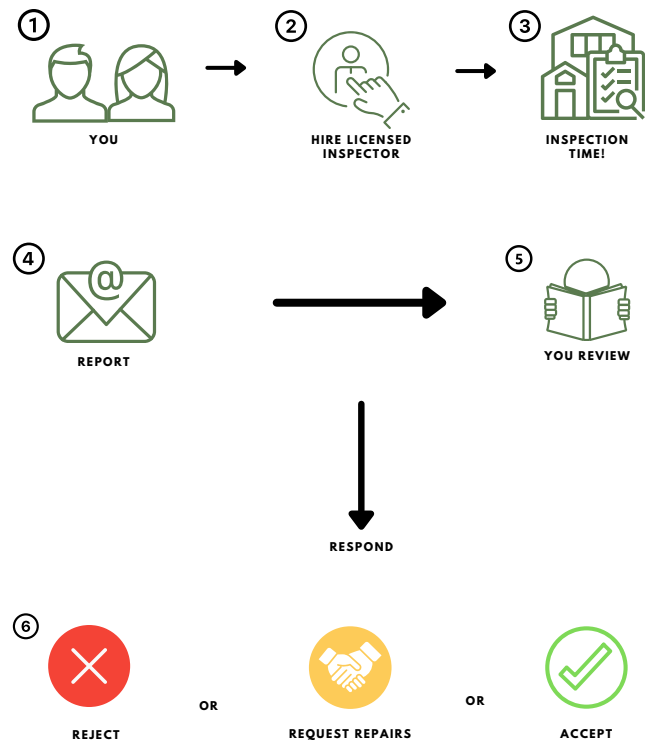
First let's make it clear, an inspection is subjective, which means, there is no right way to inspect your home. The only person to make that decision is you.

Most often (and recommended) buyers hire a licensed home inspector to inspect the home for any potential damages. This is around \$350-500 (depending on the size of the home.)

FYI: An inspection is not just about looking for structural damages, it can be about:

- Being content about the area the home is located.
- Reviewing the HOA rules (if applicable,) etc.

Basically this is the time to verify and make sure you're satisfied with your property in all aspects and back out if!



FAQ'S

- **What if I do not know any inspectors?**
 - No worries, upon your request I can send you a list of local inspectors for you to choose!
- **What if my home has too many issues and I choose not to proceed?**
 - No worries, that is why you have this inspection period protection. If you decide that this home is not for you, then we can back out and look for another home.
- **How long is the inspection period?**
 - On average its about 10 calendar days but sometimes its 5-7 days, its going to depend on how the contract is written and market conditions.
- **Is it necessary?**
 - You are not forced to do a home inspection but I HIGHLY recommend it for your peace of mind.

#7 THEN WE FINALIZE & WAIT FOR YOUR FINANCING/APPRaisal

After you are satisfied with your inspection, we will wait for your financing to finalize.

This usually means

- Waiting on you to order your home insurance
- Turning in additional paperwork
- and of course, waiting on the appraisal.

Whats an appraisal?

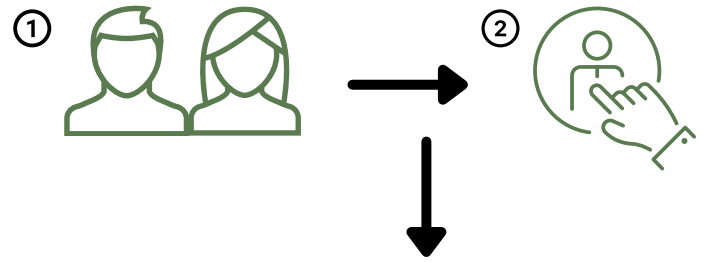
- A home appraisal is an expert's assessment of a property's market value, typically required by lenders to ensure the home is worth the amount of the mortgage loan being sought. This process protects both the lender and the buyer by preventing over-borrowing based on inflated property values.

How to succeed during this phase:

- Be prompt. Your bank will require you to order the appraisal, insurance, and perhaps take a course, please fulfill these tasks as waiting last minute can often cause delays.

What if we don't appraise?

- No worries, I will provide legal documentation that will protect your earnest money in case this happens and we can check out other options.



UNDER VALUE

OR

AT/ABOVE VALUE



RENEGOTIATE



PAY THE DIFFERENCE

MEET IN THE MIDDLE

PAY AT VALUE PRICE

OR BACK OUT

(EARNEST MONEY BACK)



#8 COUNTDOWN TO CLOSING

Once we get the notification from your lender that we are clear to close, the countdown begins:

You'll have important errands to run such as wiring your down payment and closing costs to the title company.

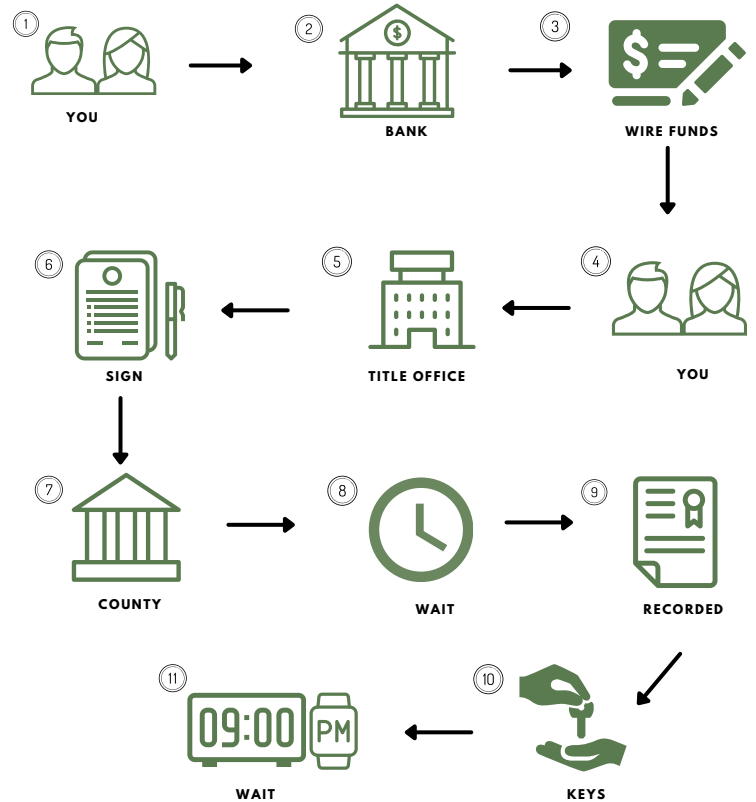
We will also conduct a Final Walkthrough before you sign.

- A final walkthrough is a last inspection by the buyer before closing, ensuring the property is in the agreed condition and any repairs or changes have been completed. It's a crucial step to verify everything is as expected before finalizing the purchase.

Once you approve, you will go sign at the titles office and wait a couple of hours to officially be recorded by the county, then the home is officially yours!

KEY TIP: Try to sign as early as possible, that will ensure you will get your keys the day you sign. If you sign after the cutoff time (about noon) then you will receive your keys the next business day.

FYI: The seller is entitled to stay at the home up to 9 PM of the day of closing but usually they have moved out earlier.



CONGRATS YOUR A HOMEOWNER!

THERE YOU HAVE IT! THAT IS THE
HOME BUYING PROCESS



CONGRATS YOU'RE A HOMEOWNER!

REMEMBER, IT ALL STARTS WITH A
CONSULTATION, SO DON'T WASTE ANYMORE TIME
AND LETS GET STARTED