

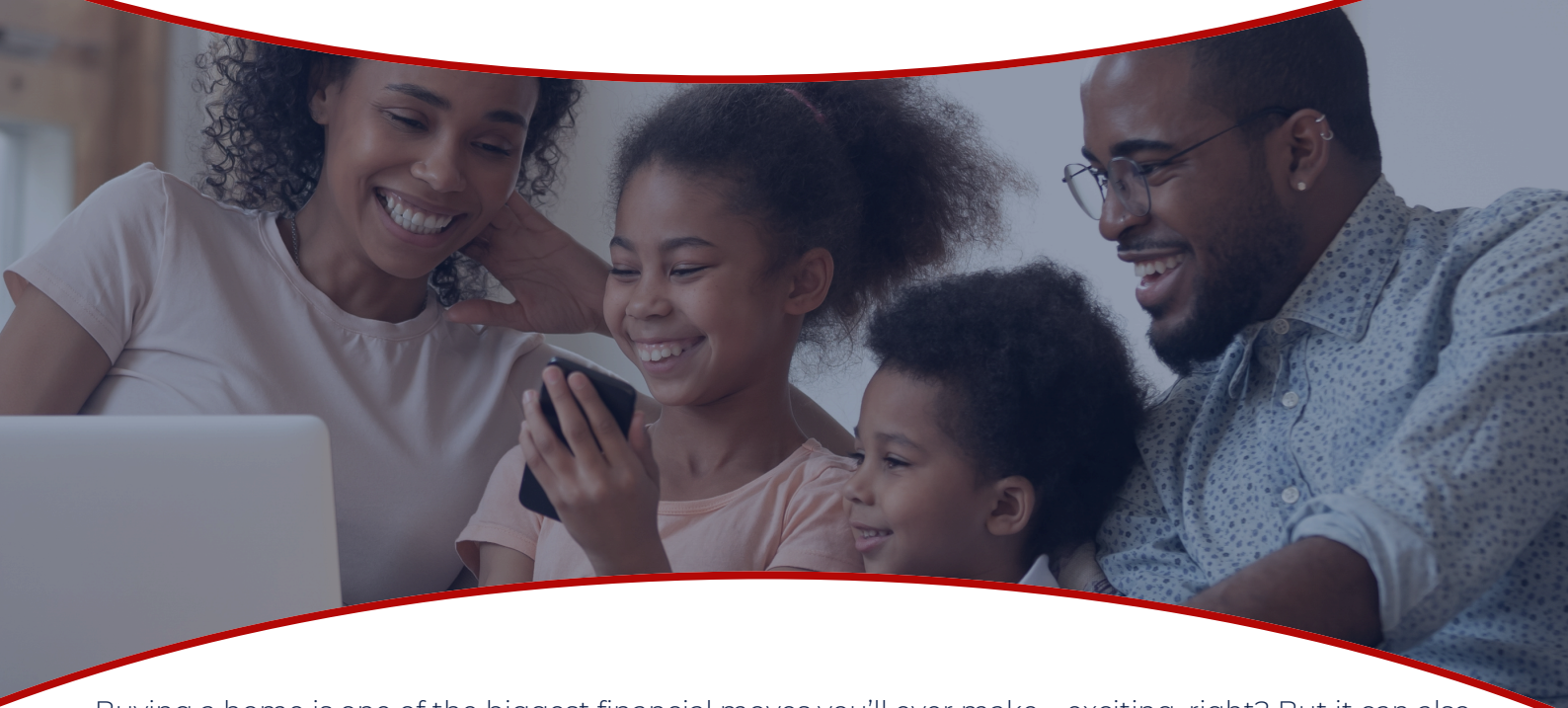


HOMEBUYERS GUIDE

A comprehensive resource designed to assist you throughout the entire homebuying journey, from beginning to end.



YOUR GUIDE TO SMART HOMEBUYING



Buying a home is one of the biggest financial moves you'll ever make—exciting, right? But it can also feel overwhelming. That's why we've put together this DEI Realty™ Homebuyers Guide to help you navigate the process with confidence. Here's what you need to know:

1 Think of Your Home as an Investment

Yes, it's a big purchase, but it's also one of the smartest investments you can make. Along with the pride of ownership, you'll gain potential tax benefits and long-term financial security.

2 Get to Know the Process

Homebuying comes with plenty of steps, from pre-approvals to closing paperwork. This guide will break it all down, so you'll know exactly what to expect.

3 Understand the Key Terms

Mortgage rates, closing costs, escrow—what do they all mean? We'll simplify the jargon and help you make sense of every step.

4 Find the Right Home for You

Not all homes are created equal, and your perfect fit depends on your lifestyle, budget, and long-term goals. Our checklist will help you weigh your options wisely.

5 Make Confident Decisions

With expert insights, practical tips, and a step-by-step guide, you'll feel empowered to make choices that set you up for success.

Why Choose A DEI Realty Agent?



10 STEPS TO BUYING A HOME



1. Choose a real estate agent that's right for you.
2. Determine your budget.
3. Get pre-approved for a mortgage.
4. Begin your home search at deirealtyllc.com.
5. Select your favorite homes and schedule tours.
6. Submit an offer.
7. Arrange a home inspection.
8. Finalize the deal.
9. Set up utilities and transfer services.
10. Move in and enjoy your new home!

Why Choose a DEI Realty Agent?

At DEI Realty, we are committed to excellence, providing top-tier real estate professionals who bring experience, dedication, and market expertise to every client. Our agents are full-time professionals who understand the local market inside and out, ensuring you receive the best guidance throughout your homebuying journey.

What does this mean for you? It means working with a DEI Realty agent gives you access to expert insights, cutting-edge tools, and personalized support to help you find and purchase the perfect home with confidence.

TRUST A DEI REALTY AGENT TO LEAD THE WAY

Whether you're moving across town or across the country, the real estate market can feel overwhelming. That's where an experienced DEI Realty agent comes in. With access to up-to-date market insights, they'll help you make informed decisions about the areas and properties that suit your needs. From house hunting to navigating complex paperwork, your DEI Realty agent will be there every step of the way, ensuring a smooth and stress-free experience.

Ready to get started? Visit deirealtyllc.com to connect with a local DEI Realty agent who will guide you through the homebuying process.



ASK THESE QUESTIONS TO FIND THE RIGHT AGENT.

1. How long have you been in real estate, and can you share client references?
2. What services and resources do you provide to assist homebuyers?
3. Can you walk me through the homebuying process and clarify my role in it?
4. How much availability do you have for my home search, and how often will we stay in touch?
5. Do you specialize in specific types of homes, and how well do you know the neighborhoods I'm interested in?
6. How many homebuyers have you successfully assisted in the past year?
7. What steps follow after I make an offer, and what kind of support do you offer after closing?



TIPS FOR CHOOSING A REAL ESTATE AGENT

Do Your Research

Check online reviews, ask for recommendations, and compare agents to find the best fit.

Choose Someone You Trust

Buying a home is personal and a major financial decision. Work with someone who listens to your needs and respects your views.

Look for Experience

A knowledgeable, full-time agent will have navigated different market conditions and can offer valuable insights.

Prioritize Communication

You'll have questions throughout the process, so choose an agent who communicates clearly and consistently.



FINANCIAL PREPARATION

GET PRE-APPROVED: A SMART FIRST STEP

Before you start touring homes, getting pre-approved for a mortgage can give you an edge. If you find a home you love, pre-approval strengthens your offer and speeds up the process. Here's what to expect when meeting with a lender:

01 **Credit Check**

Lenders review your credit score (ranging from 300-800) to determine loan eligibility. The higher your score, the better your chances.

02 **Employment Verification**

Be ready to provide details about your job history, current employer, and salary to show you have a stable income.

03 **Review of Assets & Debts**

Lenders will check your tax records, bank statements, and debts (like credit cards, car loans, or student loans) to assess your financial health.

04 **Loan Options Vary**

Not all mortgages are the same. Different lenders and programs (like FHA or Freddie Mac) offer various options. A DEI Realty agent can help you explore the best fit for your needs.



Finding The Right Home

As a homebuyer, you'll come across a wide variety of home styles and layouts—single-family homes, condos, townhomes, lakefront properties, acreage, and luxury homes. You can also choose between pre-existing homes or new construction. With so many options, the key is to find a home that fits both your lifestyle and budget.

HOW TO EVALUATE HOMES ONLINE

Analyze the Photos

Take note of natural light, window placement, and room layouts. Visualize your furniture in the space to see if it fits your needs.

Assess Potential Renovations

Look for areas that may need updates or repairs. Small changes, like a fresh coat of paint, can make a big difference!




Consider the Outdoor Space

Whether it's a balcony, patio, or backyard, outdoor areas matter. Factor in maintenance needs and seasonal changes.

Use 3D & Virtual Tours

Many listings offer 3D walk-throughs, allowing you to explore the layout without visiting in person.

TO NARROW DOWN YOUR SEARCH

-  Set a budget and stick to it.
-  Choose your preferred location.
-  Determine how much space you need, including bedrooms and bathrooms.
-  Prioritize must-have amenities versus nice-to-haves.
-  Consider outdoor space—yard, balcony, or patio.

Once you know your must-haves, explore listings on deirealtyllc.com and connect with a DEI Realty agent. They can send you tailored listings and arrange showings for homes that meet your criteria.



Ranch – Single-story, open floor plan, often with an attached garage.

Colonial – Two or three stories, symmetrical design, traditional style.

Cape Cod – Compact, steep roof, dormer windows, classic New England style.

Craftsman – Wide front porch, exposed beams, detailed woodwork.

Contemporary – Modern, clean lines, large windows, open spaces.

Tudor – Steep gable roofs, decorative half-timbering, brick or stucco exterior.

Victorian – Ornate, multi-story, bay windows, intricate detailing.

Mediterranean – Stucco walls, red tile roofs, arched doorways, often with courtyards.

Modern Farmhouse – Mix of rustic and modern, open layouts, large kitchens.

Split-Level – Multi-level design with staggered floors, often with separate living areas.

Townhouse – Multi-floor, attached homes, common in urban areas.

Condominium (Condo) – Apartment-style living, shared amenities, maintenance-free.

CHECKLIST

(✓ Check if the property meets your requirements)

GENERAL HOME FEATURES

- Number of Bedrooms: ____ (Meets requirement: Yes No)
- Number of Bathrooms: ____ (Meets requirement: Yes No)
- Square Footage: ____ sq. ft.
- Dedicated Office Space Yes No
- Central Air Conditioning Yes No
- Heating System Type: _____
- Garage: Attached Detached None
- Parking: Driveway Street Carport

KITCHEN FEATURES

- Sufficient Counter Space
- Ample Storage (Cabinets/Pantry)
- Appliances Included: Stove Refrigerator Dishwasher Microwave
- Updated Features: Granite/Quartz Countertops Stainless Steel Appliances
- Eat-in Kitchen / Island

BEDROOM FEATURES

- Walk-In Closets Yes No
- En-Suite Master Bathroom Yes No
- Natural Lighting Yes No

ADDITIONAL INDOOR FEATURES

- Laundry Room Washer/Dryer Included
- Basement Finished Unfinished N/A
- Open Floor Plan Yes No
- Fireplace Yes No

OUTDOOR FEATURES

- Yard Front Back Fenced
- Patio/Deck Yes No
- Balcony Yes No
- Swimming Pool Yes No
- Outdoor Storage (Shed, Garage, etc.) Yes No



Final Steps before Closing on Your Home

When you're ready to make an offer, your DEI Realty agent will handle the necessary paperwork, negotiate the best price and terms, and guide you through the final stages of buying your home. However, there are a few key steps you need to take to ensure a smooth closing process.

1 SECURE HOMEOWNERS INSURANCE



If you're financing your home with a mortgage, homeowners insurance is required by your lender. Even if you're purchasing with cash, insurance is highly recommended to protect your investment.

- Choose a policy that fully covers your home and personal belongings in case of fire, natural disasters, theft, or total loss.
- Consider flood, earthquake, or additional coverage depending on your location.
- Compare multiple insurance providers for the best rates and coverage.

2 SCHEDULE A HOME INSPECTION



A professional home inspection reveals hidden issues that could impact your investment.

- **Cost:** Typically ranges from \$300-\$600, depending on the home's size and location.
- **What It Covers:** Foundation, roof, plumbing, electrical, HVAC, appliances, and overall safety hazards.
- **Contingency Clause:** If major issues arise, you can negotiate repairs or back out of the deal without penalty.

Additional Inspections to Consider:

- Termite & Pest Inspection – Ensures the home is free of infestations.
- Radon & Mold Testing – Important for health and safety.
- Sewer & Septic Inspection – Essential for older homes or those with private septic systems.

Final Steps before Closing on Your Home (Cont'd)

3 VERIFY UTILITIES & SERVICE TRANSFERS



Ensuring your utilities are set up before move-in will save you stress.

For an Occupied Home Sale:

- Confirm with the seller that all utility bills (electric, gas, water, trash, etc.) are paid in full before closing.
- Contact utility providers to transfer services into your name for a seamless transition.
- For a Vacant or Foreclosed Home Sale:
 - If utilities are disconnected, request reconnection with the city or utility provider.
 - Have a plumber inspect for frozen or broken pipes before turning on water to avoid damage.

4 PREPARE FOR CLOSING COSTS



Closing costs generally range from 2-5% of the home's purchase price. Your DEI Realty agent and lender will provide a breakdown of these expenses.

Common Closing Costs Include:

- Loan Origination Fees (if financing)
- Appraisal & Home Inspection Fees
- Title Insurance & Title Search Fees
- Escrow Fees
- Property Taxes & Homeowners Insurance (Prepaid)
- Attorney Fees (if applicable in your state)



Review your Closing Disclosure (provided by your lender) at least 3 days before closing to understand the final financial details.

Your Reliable Resources



Understanding Your Tax Benefits as a Homeowner

Becoming a homeowner comes with new tax advantages. Make sure you take advantage of these potential tax deductions:

- **Mortgage Interest Deduction** – Reduce your taxable income by deducting interest paid on your mortgage.
- **Property Tax Deduction** – Deduct your annual property taxes.
- **Mortgage Insurance Deduction** – If your loan requires PMI (Private Mortgage Insurance), you may be able to write off this cost.
- **Home Office Deduction** – If you work from home, you may qualify for a deduction on a portion of your home expenses.
- **Energy-Efficient Upgrades** – Tax credits may be available for installing solar panels, energy-efficient windows, or HVAC systems.

Tip: Consult a tax professional or visit [IRS.gov](https://www.irs.gov) to see what deductions apply to you.

Your DEI Realty agent has a trusted network of professionals who can assist you in every step of the process. Don't hesitate to ask for referrals for:

- **Mortgage Lenders** – To get competitive loan options.
- **Home Inspectors/Appraisers** – To ensure the property is in good condition.
- **Moving Companies** – To make your transition easier.
- **Insurance Providers** – To help secure the best coverage.
- **Contractors & Handymen** – For any home repairs or renovations.
- **Landscapers & Pest Control** – To maintain your new home's curb appeal.

A photograph of three people sitting around a table in a bright room with large windows. A woman with curly hair is smiling broadly, looking towards a man on her right who is also smiling. A woman on the left is partially visible, looking towards the other two. They appear to be in a positive, celebratory mood, likely at a closing meeting.

Final Steps before Close the Deal & Get Your Keys!

Once everything is in order, you'll attend the closing meeting, sign the final paperwork, and officially become a homeowner!

- ✓ Review and sign your closing documents.
- ✓ Pay any remaining closing costs & down payment.
- ✓ Receive the keys to your new home!

Welcome home! Your journey to homeownership is complete, and your DEI Realty agent is always here to support you beyond the sale.

HOMEBUYERS GLOSSARY



Understanding real estate terminology can help you navigate the homebuying process with confidence. Here's a list of essential terms every homebuyer should know:

MORTGAGE & FINANCING TERMS

- **Pre-Approval** – A lender's conditional approval for a mortgage, based on a review of your finances.
- **Pre-Qualification** – A basic estimate of how much you may be eligible to borrow, but not a guarantee.
- **Down Payment** – The initial cash payment toward the purchase of a home, usually 3-20% of the price.
- **Loan-to-Value (LTV) Ratio** – The percentage of the home's value that is financed with a mortgage. A lower LTV means a larger down payment.
- **Fixed-Rate Mortgage** – A home loan with an interest rate that remains the same throughout the term.
- **Adjustable-Rate Mortgage (ARM)** – A loan with an interest rate that can change periodically, typically after an initial fixed period.
- **Private Mortgage Insurance (PMI)** – Required for buyers who put down less than 20%, PMI protects the lender in case of default.
- **Debt-to-Income (DTI) Ratio** – A measure of how much of your income goes toward paying debts, used by lenders to assess loan eligibility.

HOMEBUYING PROCESS TERMS

- **Offer** – A formal proposal to buy a home, including price and terms.
- **Earnest Money Deposit (EMD)** – A good faith deposit made to show serious intent to purchase a home, usually 1-3% of the purchase price.
- **Appraisal** – A professional evaluation of a home's market value, required by lenders before approving a mortgage.
- **Inspection Contingency** – A contract clause that allows buyers to back out or negotiate repairs based on the results of a home inspection.
- **Title Search** – A review of public records to confirm the legal ownership of a property and check for any liens.
- **Closing Costs** – Fees paid at closing, typically 2-5% of the home's purchase price. These include lender fees, title insurance, escrow fees, and taxes.
- **Escrow** – A neutral third party that holds funds and documents until all conditions of the sale are met.



PROPERTY & OWNERSHIP TERMS

- **Single-Family Home (SFH)** – A standalone house designed for one household.
- **Condominium (Condo)** – A unit in a shared building where owners own their unit but share common spaces.
- **Townhouse** – A multi-floor home that shares one or more walls with adjacent properties.
- **Homeowners Association (HOA)** – A governing body that enforces rules and maintains common areas in a condo or planned community.
- **Property Taxes** – Taxes paid by homeowners based on the assessed value of the home.

CLOSING & OWNERSHIP TRANSFER TERMS

- **Title Insurance** – Protects buyers from legal issues with ownership claims on the property.
- **Deed** – A legal document that transfers ownership from the seller to the buyer.
- **Closing Disclosure (CD)** – A document detailing final loan terms, closing costs, and payments—must be reviewed at least 3 days before closing.
- **Home Warranty** – A service contract that covers major home systems and appliances for a set period after purchase.



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Real estate laws, regulations, and market conditions vary by location. This guide is not a substitute for professional advice. We strongly recommend consulting with local professionals—such as real estate agents, attorneys, and financial advisors—to obtain guidance tailored to your specific needs.