

Buyer's Guide

liv HOME
GROUP



Donald Beamon
Realtor[®]

Phone: 619-206-9529

Email: Donald@GoBeamon.com

Website: GoBeamon.com

DRE 02285343 DRE 02126177



@GoBeamon



elin

My Mission

This is your life, your dreams, your memories, your home. I will help you find it. My team is committed to building exceptional relationships and listening deeply to your dreams so we can make them come true. We will make this fun, we will focus on you, we will help you find your home.

FOR THE LOWEST PRICE POSSIBLE

Who doesn't want a great deal? I negotiate on your behalf and will get your home under contract for the best possible price. As a local market expert I will evaluate every home you have your eyes on to ensure you don't pay more than it's worth.

IN THE SHORTEST AMOUNT OF TIME

The ability to have smooth transactions that close on time or early is our competitive advantage. When buying a home there are a lot of unknowns, and I don't want the closing date to be one of them. I strive to get the deal closed at the time that is most convenient for you.

WITH THE LEAST AMOUNT OF STRESS

I want your biggest concern during the home buying process to be that you were expecting it to be more difficult. I strive to provide world class customer service and a "let me handle that for you" approach. I have refined my process so that nothing falls through the cracks.



@GoBeamon



Agent & Buyer Commitment

I know you have a lot of options out there and I greatly appreciate you considering to work with me to buy your next home. Below is a list of some services that I provide during the home search and home buying process. These are my commitments to you.

- Set up a Custom Automated Home Search based on your criteria.
- Cross check the MLS daily to make sure you see every home that meets your criteria.
- Provide you with reputable Loan Officers to get you prequalified for a loan if needed.
- Schedule showings for all homes that meet your criteria that you would like to see.
- Draft all offers that you would like to submit, and review all paperwork with you.
- Negotiate offers to ensure you are getting the best deal and the best terms.
- Follow up with the Listing Realtor for offer status and keep you updated.
- Once your offer is accepted I will coordinate with the title and escrow companies, and deliver the contract and help you send in your earnest money deposit.
- Schedule all inspections based on your schedule and the contract timelines, and I can refer you to reputable home inspectors and other service providers.
- Make sure all contract timelines are met.
- Follow up with Escrow, Title and the Lender several times weekly to make sure closing is on schedule and keep you updated throughout the process.
- Schedule and perform the Final Walkthrough with you.
- Coordinate with you, Escrow, Title and the Lender to get closing documents signed.
- Contact you upon closing/recording and deliver the keys to your new home!

Buyer's Commitment

- Tell me all about your dream home, location, style, amenities and more!
- Meet with your lender to start the loan process and obtain a pre-approval.
- Let me know when you would like to schedule showings.
- Allow me to navigate you through a successful negotiation process.
- Be committed to me, just as I have promised to commit to you.



@GoBeamon



Meet Your Real Estate Expert



Donald Beamon

619-206-9529

Donald@GoBeamon.com

DRE 02285343 DRE 02126177

liv HOME
GROUP

Introduction

I'm a husband, a father of three, and a Navy veteran who has built my career on hard work, discipline, and trust. I spent more than a decade in demanding industries where precision and accountability were the standard, and I bring those same qualities into real estate.

My roots are blue collar and my approach is straightforward. Be honest, work hard, and respect people. Real estate allows me to put those values into action for families and individuals who are ready for one of the most important moves of their lives.

The Difference

Choosing the right real estate professional can make all the difference, and I take that responsibility seriously. My focus is on honesty, respect, and making sure every client feels confident and supported from start to finish.

I bring discipline and accountability from years of working in high pressure environments. That experience taught me the value of clear communication, precise execution, and following through on every detail. These are the same qualities I bring to the table when helping you buy or sell a home.

Most importantly, I know this process is not only about property. It is about people, families, and the next chapter in their lives. My goal is to protect your best interests, simplify the journey, and deliver results you can trust.



@GoBeamon



Why Work With Me?

“Who You Work With Matters”

I am a FULL TIME real estate agent with the systems, procedures, market knowledge, and experience to make your home search a success.

I may already be talking to a seller with the perfect home for you!

If your dream home is not listed for sale, with my marketing systems I will find it for you!

I have full time office support staff to help ensure your purchase runs as smooth as possible.

I have referrals for other industry professionals, such as lenders, home inspectors, and more.

You are the boss, and I work for you.

I have made many commitments to you up to this point, and if at any point during your home search I am not doing a fantastic job for you, then you can FIRE me. You are 100% in control.

The number one complaint about real estate agents is their lack of communication. I pride myself on communication, and you will never be left in the dark.

Many prospective home buyers are afraid of getting locked into a contract and forced to work with a real estate agent who over promises and under delivers. I GUARANTEE this will not be the case with me. I will do everything I promise to do, and if I don't then you can FIRE me!



@GoBeamon



The Buyer's Roadmap



@GoBeamon



Buyer Client Instructions

1. With your “Custom Automated Home Search”, if you see any property you want to view in person, it is extremely important you call, text or email me ASAP to set up a showing. Homes can go under contract quickly, so we want to get you in to view these homes as soon as possible.

2. If you see an “Open House” on a home that you want to view, just call, text or email me ASAP and I can set up a showing for you on the property. In the event that you decide to view that property without me there, which is 100% okay, make sure to immediately inform the Real Estate Agent hosting the Open House that you are working with me as your Realtor (this will also keep them from using their high pressure tactics on you).

3. If you see a “For Sale By Owner” listing that you are interested in, make sure to call, text or email me right away and I can set up a showing. Most “For Sale By Owners” will work with a Realtor that has a “Buyer” and pay the commission. Of course you will also benefit from me guiding you through the process, making sure you are able to conduct your inspections, making sure the seller provides you with all required disclosures, and more.

4. In the event you want to look at or see “New Builds”, which I can absolutely show you, it is absolutely critical that you make sure to notify me ASAP. Do NOT go to the sales center and/or models and view without me. Most builders have a very firm policy that if you step foot on their location without your Realtor being present, that you will not be able to select your own Realtor.

5. Last but not least. If at any time your “Custom Automated Home Search” is not showing you exactly what you are looking for, feel free to edit the search criteria. If you do not know how or do not have time to do so, of course just let me know which search criteria you want to change and I will get it done. After all, we want to make sure we focus our time and efforts only on the properties that check off most, if not all, of the boxes on your wish list.



@GoBeamon



Homebuying Do's & Don'ts



Get a mortgage pre-approval before looking at homes.



Promptly provide all documents requested by your loan officer and loan processor.



Make sure your employment, asset, debt, and personal information is accurate on your loan application



Be prepared to account for all non-payroll deposits into accounts you intend to use toward your purchase.



Continue to make all payments on time to preserve your credit.



Contact your insurance agent as soon as you are under contract to inform them of your pending purchase.



Apply for any new credit of any kind. DO NOT finance anything!



Make large deposits into your bank account. Your funds should be seasoned.



Do not have any credit inquiries on your credit report.



Don't co-sign on loans for others, or change your name or address.



Make changes with your employment or income. Don't quit your job!



Do not spend your down payment. DO NOT make large purchases of any kind.



@GoBeamon



Obtaining A Mortgage

- 1 Loan Application: Submit and complete the required forms, and review costs.
- 2 Compliance Documents: Within 3 days of completing your loan application, you will receive a package of disclosures for your review.
- 3 Order Appraisal: Once your purchase offer for a home is accepted, your lender will ask you to pay for the appraisal.
- 4 The underwriter reviews your file and issues a "Conditional Approval." This is a good thing!
- 5 List of Conditions: The loan processor will request any other items needed to issue final approval for your loan. It is important to provide these items right away!
- 6 Final Approval: Once all of your information has been gathered and all conditions have been met, including the appraisal, your loan processor will submit your file back to underwriting for final approval.
- 7 Closing Disclosure: Once your file has gone through underwriting and your loan is approved, you will receive your Initial Closing Disclosure. This outlines the best estimate for your closing costs and monthly payments.
- 8 Signing Loan Documents: Now we are just a few days away from closing escrow on your purchase, and you will sign your loan documents and Final Closing Disclosure that outlines your monthly payments and closing costs. You will receive the final figure you will need to send to escrow for closing.



@GoBeamon



Mortgage Tips

Unless you have the funds to pay for your new home in full, you're most likely going to obtain a mortgage to complete your purchase. Let's go over my five mortgage tips to help ensure that you're going to qualify for that mortgage.

1. Make sure you've saved some money. You will have expenses during your purchase, such as a home inspection and likely an appraisal, but the big ticket item is going to be your down payment. This can vary depending on the type of property you're purchasing and the type of loan you use. For a conventional loan you may be able to put down as little as 3% and as little as 3.5% for FHA loans. For VA or USDA loans you may not even have to put down a penny!
2. Make sure your credit score is right where it needs to be. Your credit score requirement will depend on the type of loan that you'll use, but the higher your credit score, the lower the interest rate will be. If you will use a conventional loan make sure your credit score is at least a 620. If you're going to use a FHA loan you'll need your credit score to be at least 580, but it can be lower if you can raise your down payment to 10%. Common practice for lenders is 620 for VA loans and 640 for USDA loans.
3. Calculate your debt-to-income ratio, or DTI. This is done by adding up all of your monthly debts and dividing that by your monthly gross income. Add up payments for credit cards, car loans, student loans, personal loans and any other debt requiring monthly payments, including the mortgage payment that you expect that you'll pay. You won't include bills like utilities, cell phones, or anything like that. Make sure that your DTI is below 45% for a conventional loan, below 43% for a FHA loan and below 41% for VA or USDA loans.
4. Make sure that you have a good paper trail of your finances. Your lender is going to ask you for a ton of information to prove that the income that you've claimed on your loan application is what you actually receive. These will include bank statements, W2s, tax returns, and more.
5. Talk to your lender now! They'll even help you through my first four tips and they will help you establish a budget for your home search. If you don't have a lender, I know plenty of great lenders I can recommend to you that I know will work hard and do a great job for you!



@GoBeamon



Important Numbers

Purchase Price

This is the amount you and the seller agree on that you will pay for the home. This includes your earnest money deposit and down payment, but does not include your closing costs.

Earnest Money Deposit

This is a good faith deposit that you will send to escrow to hold during the transaction, typically 1-3% of the purchase price. If you default on your contractual obligations, you may forfeit this deposit to the seller. Otherwise, it is credited toward your down payment at closing.

Down Payment

This is the portion of the purchase price that you are not financing, meaning your cash portion of the purchase. Down payment requirements depend on the loan you obtain and your financial position.

Appraisal

When obtaining a mortgage you will likely need to pay for an appraisal. Once your offer is accepted, your lender will order the appraisal. Expect this to cost around \$600 to \$800.

Pest Control Inspection

Many lenders and sellers require a termite or pest inspection. This typically costs \$100 to \$250 depending on the size and condition of the property.

Home Inspection

I strongly encourage you to pay for a home inspection to uncover issues not easily seen. This usually costs \$400 to \$600, though larger homes may be more.

Buyer Broker Compensation

Under new NAR rules, buyers may now be responsible for paying their broker directly. The commission is a mutually agreed upon and negotiable amount. In many transactions, the seller still offers to cover this cost, but buyers should be aware it may fall to them.

Closing Costs

You can expect your closing costs to be somewhere between 1-3% of the purchase price. These fees include escrow, title insurance, loan origination and a number of other smaller costs.



@GoBeamon



Your Search Begins

Determine Your Wants And Needs

You will need to take some time to identify what you truly need in your next home, and what you would like to have in your next home. We will sit down together so I can get a very clear understanding of your goals for your next home so I can make your search as efficient as possible.

Let's Start Looking At Homes

I will continuously email you regarding new listings or listings that come back on the market that fit your search criteria. Of course you will likely be browsing your favorite home search websites as well. Regardless of whether you're interested in a home I email you or one you find online, send it to me so I can gather all the details to make sure it truly is a fit for you. If so, we will schedule a time to view the home.

"But Zillow Says..."

Many buyers look at major home search websites to gather information. While I love and use these sites almost on a daily basis, they are not the most reliable sources of real estate information.

Their analytics account for quantitative aspects of real estate, but often contain errors regarding estimated payments, property taxes, and more. Their analytics also cannot account for qualitative aspects of real estate, such as the condition of the home, neighborhood nuisances, or hyperlocal market trends.

That's why it's so important to work with a local expert like myself who will guide you through both the quantitative and qualitative aspects of every home that catches your eye. Lastly, I don't want to hear the word "Zestimate." I promise it is irrelevant.



@GoBeamon



Writing The Offer

Once we have found the home you wish to purchase, you will need to determine what offer you are willing to make for the home. It is important to remember that the more competition there is for the home, the higher the offer should be - sometimes even exceeding the asking price. I will help you write offers that will get accepted given the current market.

Accepted, Rejected, or Countered

After I present your offer to the seller, the offer will either be accepted, rejected, or the seller will make a counter offer. This is when we will negotiate terms of the contract to create a win-win for both buyer and seller. The contract for most single-family home purchases is standard. The purchase agreement used is a document approved by our local real estate board.

The Contract

The purchase agreement or contract constitutes your offer to buy and, once accepted by the seller, becomes a legally binding contract. For this reason it is important to understand what is written on the purchase offer before we send it to the seller. I will walk you through the purchase offer line by line to ensure you completely understand what you are offering.

The purchase offer will outline key details including the offer price, earnest money deposit amount, the type of financing you will obtain, your down payment and the length of escrow. It will also define which parties are paying for which costs and reports, and it will outline your contingency timelines and other important dates.

Additional Details

Included with the purchase offer will be a number of standard disclosures and advisories that will be important for you to read as a buyer. I will walk you through those documents as well.



@GoBeamon



Contingencies

Contingencies are terms in a contract that must be met before you are obligated to complete your purchase. If one of these terms cannot be satisfied, you can cancel the contract and receive a full refund of your earnest money deposit. Below are common contingencies.

Loan Contingency

Per the contract you will have a specified number of days for you to obtain Final Approval for your loan. Before we submit your offer, I will talk to your lender about how much time they will need so we don't unnecessarily restrict this timeline.

Appraisal Contingency

If you are obtaining a mortgage and an appraisal is required, the appraised value of the home must be greater than or equal to the offer price.

Inspection Contingency

This gives you the opportunity to conduct inspections on the home to satisfy yourself with respect to the condition of the home. This is when I will encourage you to hire a home inspector.

Insurance

The contingency allows for you to ensure that you can obtain homeowners insurance.

CC&Rs

If the home is located in an HOA you will be provided the opportunity to receive and review the governing documents for the community before committing to the purchase of the home.

Title Report

You will review a title report that outlines the chain of title for the home, as well as any covenants, restrictions, easements, etc. that may be associated with the property.



@GoBeamon



Welcome Home!

Verification of Property

Within a few days of closing you will have the opportunity to walk through the property one more time to verify that it is in the same condition as when your offer was accepted, and to confirm that any repairs that the seller agreed to were actually complete.

Close of Escrow

The day has finally come for escrow to close. After you sign your closing package for your lender and for escrow, escrow will send instructions to the county recorder's office with instructions for transferring the title from the seller to the buyer. Escrow is said to have "closed" once the title records with the county. There is a lot going on behind the scenes here, and while we hope everything runs smoothly delays can happen. I will keep you updated throughout the whole process.

Possession

The default verbiage in the contract states that you will take possession of your new home as soon as title records with the county. However, as with any other term of a purchase contract, this is negotiable. For example, you may agree to allow the seller to maintain possession of the home for a few days after closing to allow them additional time to move. On the other hand, if the seller has already moved out you may be able to negotiate for early possession where you can move in prior to the close of escrow.

Celebrate!

Congratulations on your purchase and on moving into your new home! Not long ago this moment may have seemed so far out of reach, but with clarity on your home search goals and your selection of a real estate agent who is a local expert this should have been a stress-free and efficient process. You achieved your goal of buying a home, and you should be proud of all your hard work it took to make that dream a reality.



@GoBeamon



liv HOME
GROUP



@GoBeamon

