

WELCOME HOME

# Buyers Guide

A GUIDE TO BUYING A HOME IN TODAY'S MARKET



DEREK *Ducky* RYAN



REAL ESTATE TEAM

**kw**

**KELLERWILLIAMS**  
REAL ESTATE

**610.731.3578**

# TEAM MISSION

Our Mission - To dramatically impact lives through real estate.

## OUR CORE VALUES

- **Integrity** - Thoughts, words and deeds match up.
- **People First** - People are more important than houses.
- **Servant > Salesman** - It is about helping you achieve your real estate goals, not convincing you to buy or sell a home.
- **Responsibility** - Taking ownership for both actions and outcomes.
- **Gratitude** - Grateful in all things!



# WHY HIRE US?

- **Results**
- **Fiduciary Responsibility**
- **Trusted Vendor Relationships**
- **Responsibility**

Check out our Buyer  
Consultation Form!





# BUYER ROAD MAP

## PHASE 1 THE SEARCH

Consultation to Analyze needs

Establish Business Relationship

Choose Mortgage Lender

Select A+ Homes to View

View Properties



## PHASE 2 THE HOUSE

Write an Offer

Security Deposit

Inspections

Appraisal



## PHASE 3 TRANSACTION

Underwriting

Mortgage Commitment

Title Search and Insurance

Closing Disclosure



## PHASE 4 THE MOVE

Final Walk Through

CLOSING!  
Keys and Possession





# PREVENTING COMMON BUYER MISTAKES

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WE ARE HERE TO SAVE YOU: **1. Time**  
**2. Stress**  
**3. Money**



## MORTGAGE LENDERS

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### RECOMMENDED MORTGAGE LENDERS:

1. Local
2. Experienced
3. Non-Big Bank



# WHAT NOT TO DO

*While your loan is in process*



## **DON'T APPLY FOR NEW CREDIT**

Any new credit inquiry or debt will have to be accounted for and if this is only discovered just prior to your closing it can create delays, change the terms of your financing or in some cases, even prevent qualification and closing. If you absolutely must open a new account, please consult with me first as we'll need to properly analyze any impact and properly document it. The same can be said for borrowing against retirement funds—it's OK to do so but only if you still qualify with the payments added to your debt load.



## **DON'T CHANGE JOBS DURING THE PROCESS**

There are of course instances when this may not be your choice. However, if you're considering a switch please be sure to consult with me first. Employment must be verified and the criteria can vary. Probationary periods can preclude use of income as can some career changes. Status changes such as from a salaried to a commissioned position, leave of absence or the use of bonus and overtime income unless it's been received from the same employer for the past two years are also subject to very strict rules and may not be acceptable towards qualifying.



## **DON'T MAKE LARGE DEPOSITS WITHOUT CREATING A PAPER TRAIL**

Deposits of \$1000 or more (even less in some instances) often must be sourced. If they appear on your bank statements as transfers from one account to another or as payroll deposits, that's fine. Unidentified funds however, must be accounted for as underwriters must assure that these do not represent borrowed money. Plan ahead, make copies of checks and deposit slips and be especially careful when depositing multiple checks from various sources or depositing cash—whenever you're unsure, consult with me first.



## **DON'T WAIT TO LIQUIDATE FUNDS FROM STOCK OR RETIREMENT ACCOUNTS**

If you're using or borrowing against your retirement savings or brokerage accounts, don't wait to get this done -you will need to provide evidence of the liquidation and transfer and if it's a loan, the monthly payment. If you're cashing in stocks or bonds, the value can change at any time and many an unfortunate soul has ended up with not enough funds to close when their stock crashed just before they sold it.



## **DON'T START ANY HOME IMPROVEMENT PROJECTS**

Especially before the appraiser has inspected your home or of the scope that require a building permit. Small cosmetic projects like painting are not usually a problem but anything like bathroom or kitchen renovations, anything structural or those that disrupt functionality can be an issue.



## **DON'T EVER BE AFRAID TO ASK QUESTIONS**

If you're uncertain about what you need or what you should do. I'm here to help you through the process and am always happy to communicate even if it's long before you intend to buy. Together, we'll be sure to make the process as painless and efficient as it can be and to get you into your new home on time.

# HOME SHOWING GUIDELINES

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## **1. We will only see the absolute best homes out there for you on your first showing tour.**

In such a busy market, with low inventory, there may not be more than 3 options available to you.

## **2. The listing price does not always matter.**

With 75% of sales being multiple offer situations, you must focus on your out-of-pocket and monthly budget. For every \$1,000 you negotiate up or down, your monthly payment will only adjust \$5-7 a month.

## **3. Second Showings.**

In this market, we may not always be able to go back to the home for a second showing. In turn, I recommend that all decision makers be present for the first showing.

## **4. Offer within 24 hours of seeing the home.**

If you think the home is awesome, there is a good chance that other buyers out there think the same thing. Making a decision within 24 hours of seeing your dream home could make all of the difference.

## **5. 15-30 Minutes for showings**

Most Showings last 15 - 30 minutes. If you need more time in the home before closing, you will have multiple opportunities to go back prior to settlement.

## **6. Drive-By's**

If possible, feel free to drive by a property before scheduling a showing. You may be able to determine if it is an option just from the exterior appearance or neighborhood.



# SHORT SALE/FORECLOSURE CHEAT SHEET

Seller owes more on home than is worth or can be sold for. Therefore, bank is losing money in the transaction and is "shorted."

## FACTS

1. As is
2. 6-9 months average transaction
3. Inspections done prior to bank response

SHORTSALE

FORECLOSURE

Bank owns property outright. Therefore, bank is the seller.

## FACTS

1. As is
2. Each bank has different rules and timeframes
3. Cash or conventional financing (most times)

## NEGOTIATION TIPS AND RECOMMENDATIONS

1. If you beat the seller up on the upfront costs, they will be much harder to work with on inspections, appraisals, etc.
2. Negotiations are sometimes a "dance", not a "contact sport."





The Derek "Ducky" Ryan Team has partnered with Guard Insurance to help you get important information and navigate through the homeowners insurance process.



## Get a C.L.U.E. Report!

What:	Insight on any claims filed on a property over the last 5 years. See the date of loss, amount of claim and cause of the loss.
When:	Before your inspection.
Source:	Lexis Nexis.
How to get:	Call Guard at 610-699-9000 or email Peter.Hughes3@Guardha.com. This report is free to you.

### Example

**Address:** 123 Apple Way, Exton, PA, 19341  
**Cause:** Plumbing / Water Escape  
**Date:** 12/04/2017  
**Amount:** \$11,034



guardha.com | 610-699-9000

"Ducky and his team are amazing! They kept us well informed throughout the whole process of buying and selling a home. Ducky is patient, calm, encouraging, and so knowledgeable. He sold our home in a weekend for over ask. He and his team are very responsive and had our best interest at heart."

-Leanne S.

"Highly recommend working with Ducky and his team! Very responsive and patient when we had questions or wanted to know more information. True knowledge of the industry and gives you a clear game plan and what needs to be done. Excellent work!"

-Aaron R.

"Derek and his team did an exceptional job selling our home. From the moment we began this process, Derek has felt like family. He answered all questions efficiently and worked tirelessly to sell our home quickly. And he did! I highly recommend Derek and his team for buying or selling your home."

-Heather F.



## LIST OF INSPECTORS



### **Pillar to Post - Greg Dupey**

Phone: 215.3437766

Email: [Pillar2Post@comcast.net](mailto:Pillar2Post@comcast.net)

Website: [gregdupey.pillartopost.com](http://gregdupey.pillartopost.com)

### **National Property Inspections - Jeff Benson**

Phone: 610.547.8023

Email: [jeffbenson1440@gmail.com](mailto:jeffbenson1440@gmail.com)

Website: [npiweb.com/benson](http://npiweb.com/benson)

### **Valley Green Group - Kevin Thompson**

Phone: 610.347.0620

Email: [info@thegreenvalleygroup.com](mailto:info@thegreenvalleygroup.com)

Website: [thegreenvalleygroup.com](http://thegreenvalleygroup.com)

## ESTIMATED COST OF INSPECTIONS

General Home Inspection: \$500 - \$700

Radon: \$200

Termite: \$150

Septic: \$500 - \$1700

Water Test: \$200 - \$300

Stucco: \$800 - \$1700

Well: \$400 - \$600





# Title

## Title Search:

When Title Company Looks for Liens (debts) on a property to be removed / cleared before or at settlement.

## Title Insurance:

To ensure your financial well-being if something is missed.

## LAST STEPS BEFORE SETTLEMENT

1. Transfer utilities into your name and new address
2. Walkthrough 24-48 hours prior to settlement to ensure the property is in the same condition and repairs are completed
3. Obtain bank check or set up wire transfer to cover closing costs
4. Settlement Day

# BIO & BACKGROUND:

After graduating from college with a Psychology degree, I found myself working for an arborist, living in a basement, and without much direction.

At that point, a friend, whom I had volunteered with in an organization called YoungLife, called me and said, "The team I am selling my house with is looking to hire someone, and the description sounded just like you! You should check it out."

I did, and over the next 7+ years I have served 300+ families with the idea that serving people is more important than selling houses.

When you are active in the former, the latter works itself out. Having a "servant's heart" was modeled to me since I was a child by my parents, who are the most selfless people I know.

***Real estate is not about selling homes, it is about serving people.***



DEREK *Ducky* RYAN

What I did not mention above is that when I was living in that basement after graduating from college, I had \$600 to my name, was driving a 1992 Toyota Corolla (that caught on fire), and had a \$710 monthly student loan payment.



During one long night of snowplowing, while working for the arborist, I started reading *The Total Money Makeover* by Dave Ramsey. The ideas in that book - pay off debt, have a budget, live on less than you make, and invest for the future - changed my life.

Since then, I have become a Ramsey Endorsed Local Provider (ELP). ELP's are in the top 10% of real estate agents in America, live by common sense financial principles, and serve their clients at the highest level. **Ask me more about this!**