



realty/austin

Your home search ends here.



About Realty Austin

Whether this is your first home, investment property, or retirement home, Realty Austin is devoted to providing the best experience possible for our clients. Our website is the #1 home search site in Austin, our support staff is top-notch, and our agents are the best in the business ready to advise you at each step of the buying process.

There are many factors to consider when buying a home so it's crucial to

know all of your options. By hiring my team, we make sure no detail goes overlooked so you can make a well-informed decision. Realty Austin agents are hand-picked for their market savvy, customer centricity and real estate experience. As full-time professionals and longtime Austin residents, we have the knowledge and experience to guide you confidently through the process of finding your home.



EST.
2004

#1

INDEPENDENT REAL ESTATE FIRM IN AUSTIN

Based on Austin Board of REALTORS® Home Sales in 2016

OUR LISTINGS SELL



DAYS FASTER

REALTY AUSTIN SOLD OVER

6,000 HOMES IN 2016



Leading
REAL ESTATE
COMPANIES
OF THE WORLD

LUXURY
PORTFOLIO
INTERNATIONAL®

OUR AGENTS AVERAGE

10 YEARS OF EXPERIENCE

350+

NETWORK OF TOP PRODUCING AGENTS

OUR AGENTS SELL

7x MORE HOMES

\$2.3B HOME SALES IN 2016
Stats based on Austin Board of REALTORS® home sales

7 Market Leading Offices





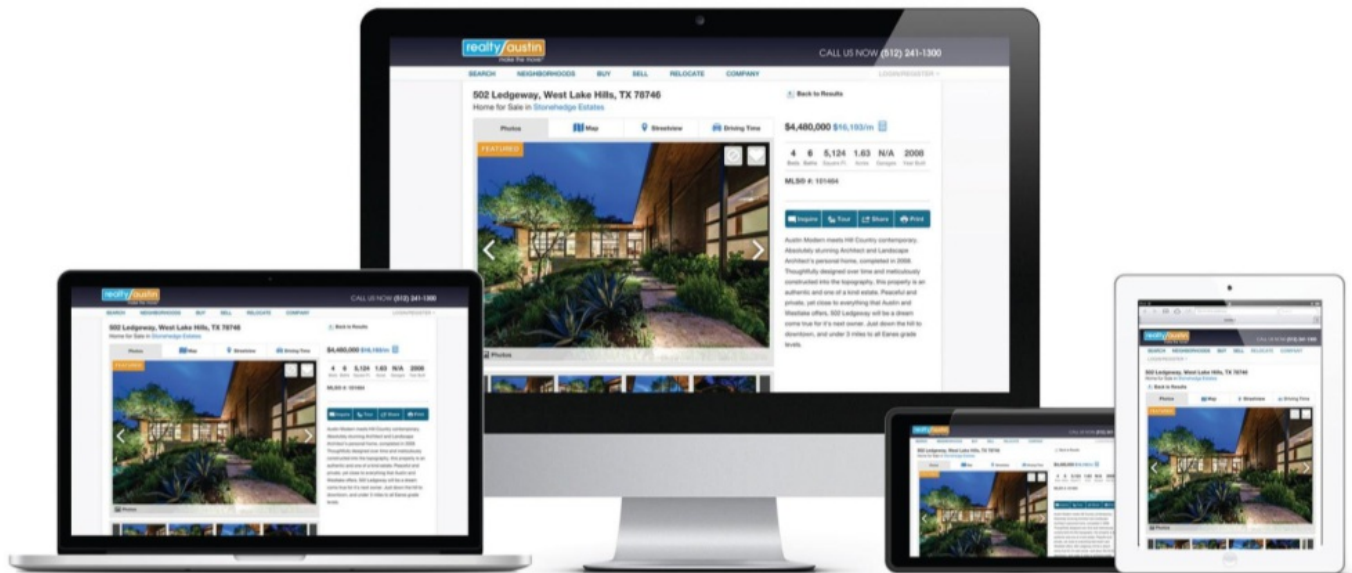
Our agents have volunteered over 9,000 hours, donated over \$600,000 of their commissions and raised over \$100,000 from industry partners to support our community partners.



#1 AUSTIN

HOME SEARCH

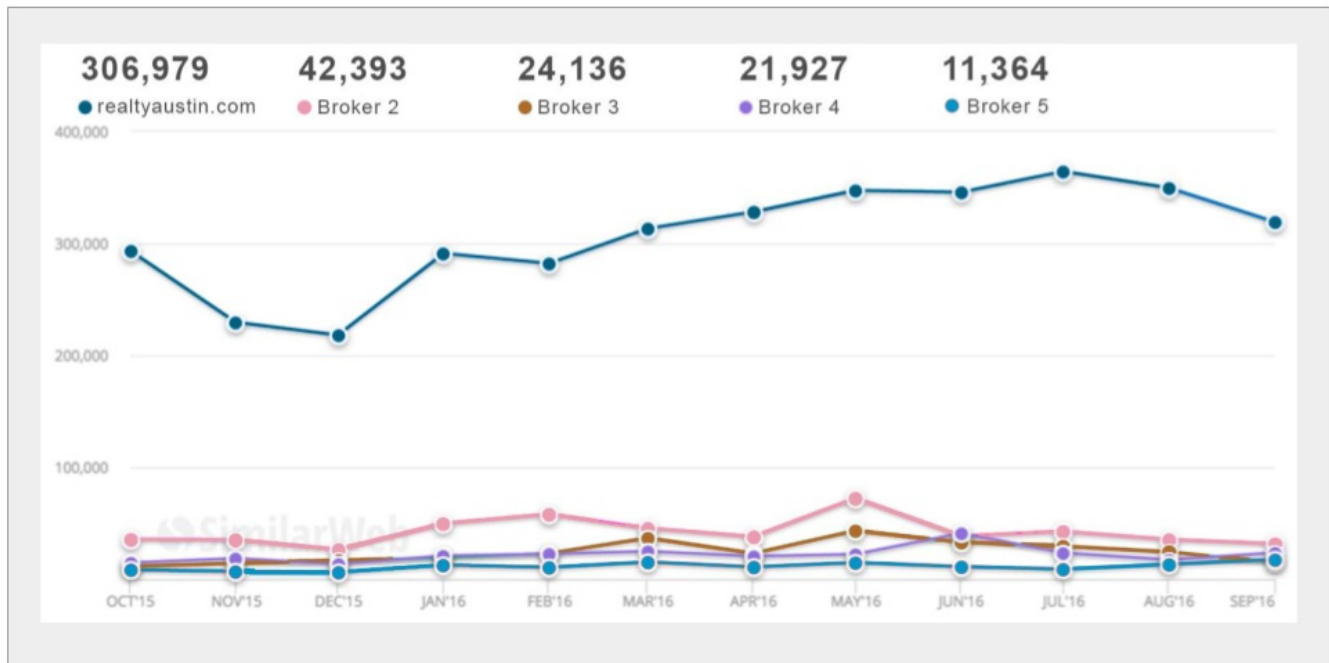
WEBSITE



- ✓ Over 300,000 website visits every month
- ✓ Over 1.5 million listing views per month
- ✓ Used by potential buyers in over 200 countries

Serious buyers are searching on **realtyaustin.com**

Website Traffic Monthly Visits - Comparison of Top 5 Austin Brokerages



Our Listings are also featured on popular websites.



Knowledge, experience, professionalism

There are four ways in which you can be represented by a REALTOR® during the purchase of a home. Unfortunately, some buyers often choose the worst form of representation because they are not aware that an agent can represent their interests exclusively and negotiate solely on their behalf. My goal is to be your Exclusive Buyer's Agent and to assist you in making well-educated and informed decisions throughout the home buying process.

The Agent Represents the Seller

When you work directly with the seller's listing agent without a buyer's agent representing you, the seller's agent represents the seller. The seller's agent's fiduciary duty is exclusively to the seller. In this scenario, a buyer should not tell the seller's agent any information he does not want the seller to know because the seller's agent must disclose to the seller any important information that affects the home sale. This is also important to remember if you ever meet the listing agent at an Open House.

The Agent Represents the Buyer

When you hire me to represent your interests, my fiduciary duty is exclusively to you. As your Exclusive Buyer's agent, I must put your interests as a buyer first and foremost and must provide you with any important information I have that affects your home purchase. This is the best possible scenario as both parties (buyer and seller) are represented exclusively.

The Agent Acts as an Intermediary

Although rare, an Intermediary Relationship occurs when one Broker/Company represents both parties in a transaction and assigns individual agents to represent each party exclusively. Each party of the transaction will acknowledge this relationship in writing. If the home you buy is listed with another Realty Austin agent, then I will be assigned to represent you in an intermediary capacity. The other Realty Austin agent will represent the seller. I will still have exclusive fiduciary duty to you and cannot disclose any of your information to the seller or the seller's agent.

Subagent—No Buyer Representation Agreement

If an agent shows you homes without having you sign a Buyer Representation Agreement, by law they are acting as a subagent to the seller and have fiduciary duties to the seller, not you. In this scenario, the buyer should not reveal any confidential information to the subagent because that agent must disclose to the seller any material information they know.

Customer or client

	Buyer Customer	Buyer Client
Needs Assessment	<ul style="list-style-type: none">• Maintain loyalty to seller's needs• Tell seller all that you learn• Focus on the seller's property	<ul style="list-style-type: none">• Pay full attention to the buyer's needs• Buyer can talk freely• Suggest alternative solutions to buyer
Property Selection	<ul style="list-style-type: none">• Get the best offer for the seller• Limit the properties to listed properties only• Lower the level of responsibility to customers• Show properties listed within affordability	<ul style="list-style-type: none">• Find the best property for the buyer• "Leave no stone unturned"• First opportunity to view new listings• All properties are available
Viewing Properties	<ul style="list-style-type: none">• Illegal to educate• Just the facts	<ul style="list-style-type: none">• Educate the buyer• OK to give advice with the facts
Negotiating the Purchase and Sales Agreement	<ul style="list-style-type: none">• Disclose only material facts about property• Negotiate on behalf of seller• Volunteer a CMA for the buyer only if it supports the seller's listing price• Attempt to negotiate approved protective clauses into the purchase agreement to protect seller• Suggest financing alternatives to customer that fits the seller's best interest• Continue services to seller during negotiations• Strengthen seller's negotiating position• Share all information about buyer to seller	<ul style="list-style-type: none">• Educate the buyer• Negotiate on behalf of the buyer• Provide price counseling for the buyers• Suggest approved protective clauses for the purchase agreement to protect buyer• Suggest financing alternatives that may be in buyer's best interests• Continue services to buyer during negotiations and through closing• Strengthen buyer's negotiating position• Share all information about seller to buyer
Follow Through After The Purchase Agreement	<ul style="list-style-type: none">• Attempt to solve problems to the seller's satisfaction	<ul style="list-style-type: none">• Attempt to solve problems to the buyer's satisfaction

Needs, wants, and desires

Find What You Want in a Home

Your REALTOR® evaluates your home buying needs in the first meeting to be better prepared and assist you in your home buying search. Realty Austin agents are proficient in locating the ideal home for their clients, whether it's a resale home in MLS, a For Sale by Owner, Foreclosure or new construction. In almost every situation our fees are pre-negotiated so that the seller is responsible for their commission, not the buyer.

Resale Homes

REALTORS® have access to show you any of the 10,000+ homes listed by any brokerage firm in the Austin area. However, our REALTORS® help focus your search based on factors such as location, schools, features, and other criteria. Our goal is to use our market knowledge to save you time and money.

New Construction

Many buyers are not aware that the representatives at new construction sales centers represent the sole interests of the builder, not the buyer. A common misunderstanding is that the buyer can get a “better deal” if there is not an agent involved. Realty Austin agents deal with local builders and know first hand where they are most negotiable in order to get the best possible price and terms for you. I will also provide a market analysis to show you how much comparable homes sold for in the area so you don't overpay. Finally, my extensive knowledge of builder reputations, floor plans, and lots, as well as schools, neighborhoods, and amenities, will help you choose the right home in the right place.

For Sale by Owner

At any point in time, there are a handful of For Sale by Owner properties on the market. Often, the sellers are upside down and cannot afford to sell at market value. Other times they think so highly of their home that they decide to price it above what their REALTOR® deems feasible. In either case, you need to be very careful, as these homes are usually overpriced. If you happen to drive by a For Sale by Owner and would like to see the property, please call my team so that we can work with the owner to schedule a private showing. In most cases, these owners are still willing to pay a REALTOR® fee, so we can still represent you throughout the transaction to ensure you don't overpay and have the full resources of our team behind you.

Foreclosures and Short Sales

Navigating the sea of distressed properties is not for beginners. The process for buying Foreclosed or Short Sale Homes is vastly different. You need an experienced agent on your side, but most of all you need patience. When banks and government agencies are involved, you cannot dictate the schedule. Before we decide to pursue distressed properties, we should discuss your goals to make sure they are a good fit for you.

If you believe rates are going up... Now is the time to buy!

Rates Increasing

Rate	4.5%	→	5.0%	→	5.5%
Constant Payment	\$2,026		\$2,040		\$2,044
AMT Borrowed	\$400k		\$380k		\$360k
Buying Power			Down 5%		Down 10%

Home Prices Increasing

Appreciation	Today	→	6 Months	→	1 Year
Estimate			UP 4%		UP 4%
Future Relative Buying Power	\$400k		\$365k		\$346k
Buying Power			Down 9%		Down 13.5%

The cost of waiting one year could negatively impact your effective buying power... significantly!

Our job is to advise you in each step of the homebuying process.

Hire a REALTOR® to Know Your Options

As experienced REALTORS®, our job is to advise you on all of your options during the home buying process such as financing, market analysis, etc.

Begin Loan Approval Process

Meet with a lender and get pre-approved for a loan to save time during home search and improve negotiating position.

Start Home Search

View homes and select THE ONE. Use our home search worksheet and my team helps you target your search and match your needs to the right house and area.

Make an Offer

Review market conditions and decide to present an aggressive or competitive offer. As your REALTOR®, my team explains and draws up all documentation and ensures terms are in your best interest. The process may go back and forth a few times.

Go Under Contract

After both parties sign the final contract, the buyer writes two checks: an “earnest money check” to the Title Company to open escrow and an “option check” to the seller for an option/discovery period.

Schedule Inspections, Repairs, and Insurance

During the negotiated option period (usually 7-14 days), final details are handled and inspections are performed to ensure the property is right for you. As your REALTOR®, my team helps you negotiate contract details like repairs, choose a home insurance provider, and review Commitment of Title Insurance.

Go to Closing

The buyer wires or brings a certified check for down payment and photo ID to the closing at the Title Company. Once the lender releases funds to the seller, the buyer becomes the new homeowner.

A step-by-step glance



Secure financing



About Financing

Unless you are planning to pay with cash, the most important step before beginning your home search is to get pre-approved by an experienced reputable lender or mortgage broker. Why is this so important?

- It allows you to determine how much your monthly payment will be.
- It helps us to determine what price range to shop within.
- It gives you an estimate of how much money you will need to bring to closing.
- It allows you to select the best loan package without being under pressure.

It helps us to negotiate from a stronger position since sellers will find your offer more attractive knowing that you can secure a mortgage loan. This may help your offer beat the competition in a multiple offer situation!

Lenders vs. mortgage brokers

About Financing

When you are ready to shop for a loan, you can work directly with a lender or with a mortgage broker representing many individual lenders. Direct lenders are lending their own money, have in house programs and make the final decision on your application. Mortgage brokers are intermediaries who represent many lenders and loan programs from which to choose. If you have special financing needs or want to shop the market for the best deal an experienced broker may be able to find the best loan for you.

Along with shopping the source, you'll also have to shop the total cost of the loan including the interest rate fees points (each point is one percent of the amount you borrow), prepayment penalties, the loan term, and a host of other items.

You should get pre-approved for a loan before you shop for a house. Having a pre-approval letter is crucial when you are ready to make an offer.

Whenever possible, you should choose a lender who works locally. Online lenders and out of state lenders are typically high volume shops that aren't going to take a personal interest in making sure your loan goes smoothly. On the other hand, a local lender who wants to earn your repeated business and your referrals is going to take care of you.

Choose your lender very carefully because you are relying on them to close your loan on time. You could lose your dream home if they make a mistake.

Strengthen your negotiating position.



TIP: Some lenders may issue a pre-qualification letter which is not an actual approval for a loan. These are commonly not accepted by sellers.

Pre-Approval

Many sellers do not accept offers from buyers who are not pre-approved.

Pre-Approval needs to be done before going under contract for your home purchase.

Most lenders require you to furnish documents (tax returns, check stubs, etc.) to pre-approve your loan.

Know Before You Owe

The Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 (Dodd-Frank Act) established [The Consumer Financial Protection Bureau \(CFPB\)](#). The mortgage initiative is designed to help consumers understand their loan options, shop for the mortgage that's best for them, and avoid costly surprises at the closing table.

TILA-RESPA Integrated Disclosure [TRID]

The CFPB simplified and consolidated the required loan disclosures into two documents. The documents Buyers see at the time of application/pre-approval and at closing mirror each other. This allows for easier comparison and better ability to notice changes made during the closing process.

- **The Loan Estimate**

- Combines and replaces the Good Faith Estimate and the initial Truth-in-Lending (TIL) statement used previously to Oct 2015.
- The form highlights the most important elements of the transaction and allows for easy comparisons among competing lenders.

- **The Closing Disclosure**

- Combines and replaces the HUD-1 Settlement Statement and the final Truth-in-Lending (TIL) statement used previously to Oct 2015.
- The form mirrors the information provided on the Loan Estimate.

Know Before You Owe

- **Think through mortgage choices first**
 - The pre-application time-frame is critical and gives buyers a chance to decide on a loan type and down payment amount before they are focused on a closing date.
 - The more time and effort you invest in learning about home loans and defining what you want and what you're capable of financing before you select a home, the smoother the path from contract to closing will be.
- **Once a property has been identified, apply for Loan Estimates from multiple lenders**
 - The new regulation requires all lenders to use the SAME Loan Estimate form
 - Loan Estimates show rates and loan terms in an easy-to-compare format, customized based on your credit and the details of your request.
- **Make sure you indicate your intent to proceed with the lender**
 - Loan Estimates expire after ten business days. If you do not complete the steps required by the lender to express your intent to proceed, their applications could be closed as incomplete.
 - Until you indicate your intent to proceed, lenders can't charge any fees in connection with a mortgage application, including an application or appraisal fee. The only exception is a reasonable fee for the credit report.
- **Find out who provides the Closing Disclosure**
 - Who will be preparing and providing the Closing Disclosure?
 - When and how can you expect to receive it?
 - How will any last-minute changes are handled?
 - Do they have a required time frame for any change requests?
- **A changed circumstance may mean a revised Loan Estimate or a revised Closing Disclosure**
 - "Three Day Rule" = You must receive the Closing Disclosure at least three business days prior to closing
 - The Title Company and the lender need as much information from the buyer, the seller and the agents about the transaction as far in advance of closing as possible to stay on schedule
 - Required timelines for the Closing Disclosure count Saturdays but DO NOT count Sundays and Federal Holidays

Principal, Interest, Taxes and Insurance



Payment Information

The bulk of your monthly mortgage payment goes toward paying off the principal and interest of your loan (P & I). In addition, you will be responsible for paying annual property taxes and homeowner's hazard insurance. If you choose, you can have your taxes and insurance added to your monthly payment and saved in an escrow fund (some loans require this), or you can pay them on an annual basis.

This total payment is referred to as PITI. This amount is placed in an escrow account from which your lender then pays your taxes and insurance bills as they come due.

TIP: When shopping for a loan, it is important to ask the lender if the monthly payment you are being quoted is PI or PITI.

Make an offer.

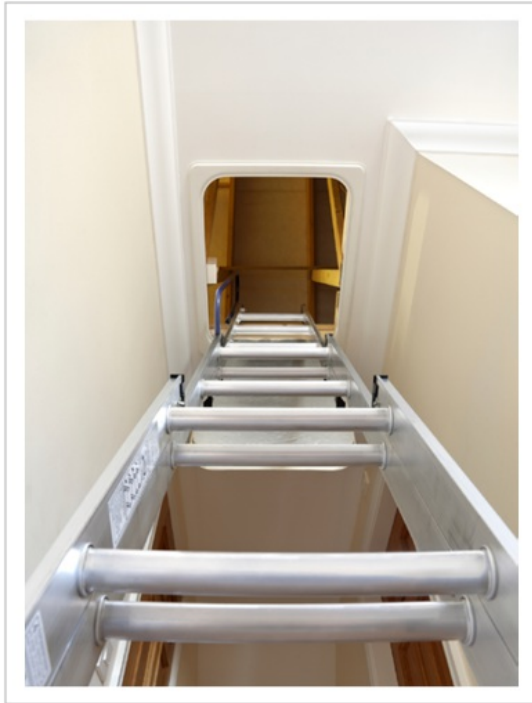
Making the Best Offer

Once you have found the home that meets your needs, it is time to make an offer before another buyer beats you to it.

One of the most important reasons to hire an agent is to benefit from their knowledge about the real estate market, and access to data that is critical to making informed decisions during the offer process. REALTORS® research sales in the area in which you want to buy and create a detailed market analysis. This market analysis will show relevant recent sales and to help you determine whether or not a home is priced reasonably. This data will help you determine the amount you should offer, and if necessary, can be presented to the seller's agent to support the basis for your offer.

Our offer will be in writing and accompanied by an earnest money check (typically 1% of the purchase price) to show good faith. If the seller does not accept the initial offer, we will continue negotiating until agreeable terms to both the buyer and seller are reached. When both parties agree on the terms you are officially "under contract" and the contract is executed with the date the last party signs and initials all changes. Your earnest money check will be made out to the title company stated in the contract, and will be immediately cashed by the title company and later applied to your purchase price.

Schedule inspections and amend repairs.



Home Inspection

Upon acceptance of your offer, you will typically want to arrange for an inspection of the property. This needs to be completed during the option period so that if something is discovered during the inspection (that you cannot live with and the seller is not willing to fix), you can cancel the contract and have your Earnest Money refunded.

Your REALTOR® provides you with a list of 2-3 popular home inspectors used in the past, but you are free to choose your own inspector.

The inspection will take 2-4 hours. Your attendance is optional; however we recommend you attend at least the last half-hour when the inspector reviews the findings with you.

Most homes have a long list of minor and cosmetic repairs. Remember, we are mainly looking for major mechanical, safety or structural defects to the property.

Negotiating Repairs with an Amendment

Immediately following the inspection, we will typically complete an amendment to the contract that will include items the inspector discovered that you want repaired by the seller, or a monetary repair allowance in lieu of repairs. Then we will negotiate on your behalf with the seller for the repairs you want completed. Once an agreement on repairs to be completed has been reached, you will typically forfeit your right to terminate the contract.

Discover the structural condition of a home.



Why Hire an Inspector

Buying a home is one of the most significant decisions and one of the biggest investments you will ever make, so you need an unbiased professional's opinion about the physical condition of any property you plan to buy. A home inspection will give you a clear picture of a home's condition, answer any questions you may have, and give you peace of mind.

There are numerous types of inspections. An inspection is meant to evaluate, at minimum, the structural and mechanical condition of a property. It is not the same as an appraisal, which evaluates the market value of a property.

Finding a Qualified Inspector

Referrals from friends or associates

- Referral from a local real estate professional
- Online search for "Home Inspection Services"

What to expect in addition to buying a home

A Break Down of Closing Costs

No matter what home you buy, there will be costs associated with completing the transaction. Charges can include loan origination points, rate buy-down discount points, title insurance, escrow fees, attorney fees, recording fees, appraisal fees, document preparation fees, notary fees, and loan underwriting fees. You may also have to pay “prepaids,” which are advanced payments to build your mortgage escrow account that is used to pay your taxes and insurance.

TIP: Sometimes we can negotiate for the seller to pay some of your closing costs.

What other costs will I incur before closing?

We want to inform you of the costs you will incur during the home buying process. You will write four checks prior to closing. The below costs are an average and will vary with the price, size, and features of your new home.

Option Fee (\$100–\$500)

Payable to seller at acceptance of your offer. This will be applied toward your closing costs. This reserves the right for you to terminate the contract within a certain time period, and receive a refund of your earnest money.

Earnest Money (frequently 1% of sale price of home)

Payable to the title company once we have an accepted contract. This deposit secures your offer and the full amount will be applied toward your closing costs.

Inspection (\$300–\$600)

Payable to the inspector at time of the inspection, which takes place during the option period. It is the buyer’s responsibility to arrange any inspections on the property, but I can work with you to locate reputable inspectors and contractors.

Credit Check and Appraisal (\$400-\$500)

Payable to the lender after the option period expires.

Realty Austin's commitment to delivering superior service includes special benefits for active duty, retired military and wounded warriors.

This program allows service men and women to benefit financially from special rebates when buying or selling a home, including a real estate credit at closing.



U.S. Military on the Move[®] is a free real estate rebate and information program that allows you to earn cash back when you buy or sell a home (in states where allowed by law*).

To be eligible, you must be either active duty, retired military (20 years of service) or a wounded warrior.

When you buy or sell a home through U.S. Military on the Move,[®] you'll receive a cash rebate* based on the actual sales price – not a fixed amount based on a range of values – and you'll receive your rebate at closing!

If you plan to rent a home, we can help! Our members will provide comprehensive information about the area, counseling on local rental practices and will even send information on listings that meet your criteria.

What does this mean to you?

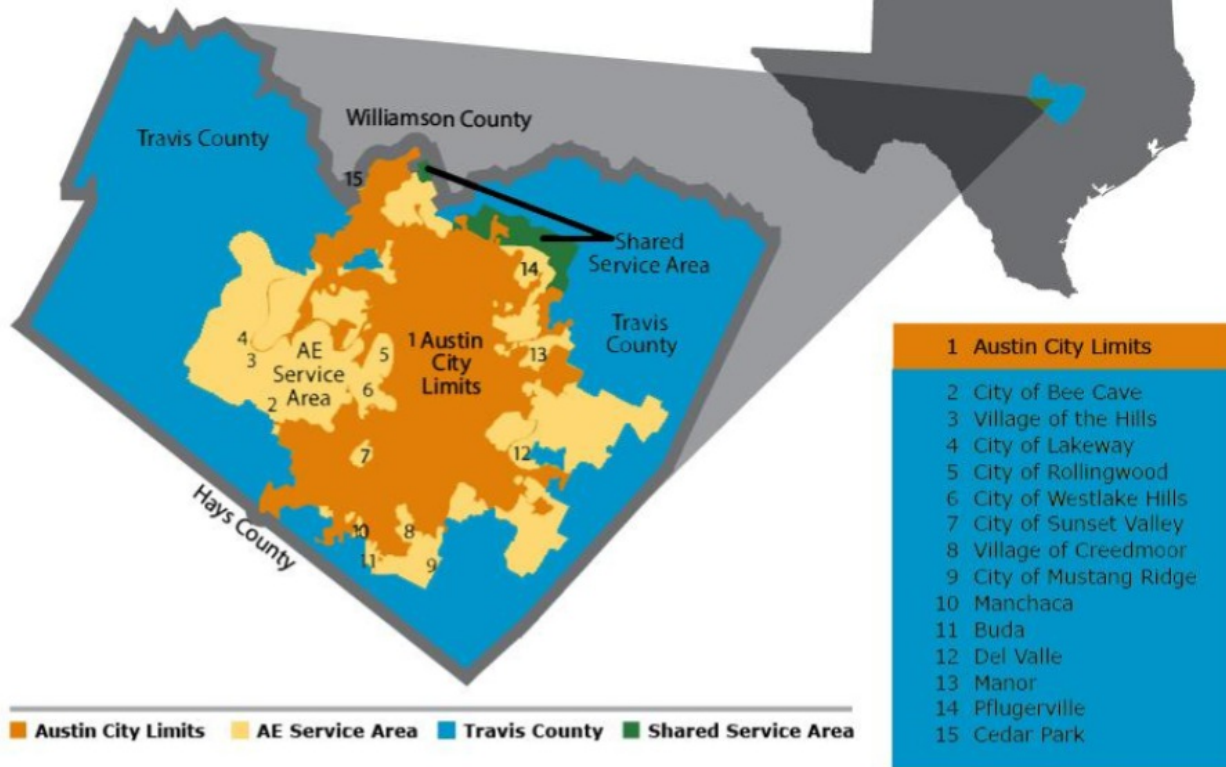
- Quality service from top brokers
- No required mortgage lender – choose any lender!
- No dollar limit on rebates
- Rebate paid at settlement

Sellers of homes that are more than 10 years old and receive utilities from City of Austin are responsible for providing an energy audit to prospective buyers. Once done, the audit is valid for 10 years. This requirement applies to homes within Austin city limits.

For more information, please go to austinenergy.com

AUSTIN ENERGY SERVICE AREA

50% City of Austin • 50% Outside City of Austin



Thank you for your time.

I am passionate about what I do and
I would appreciate the opportunity to work with you.

