

First Time Home Buyer's Strategic Guide

By "Life Moves
with Lynne"

Buying your first home is exciting, it can also feel overwhelming if you don't know where to start. That's why the most important step is choosing the **Right Agent**.



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RE/MAX Eclipse
REMAX the "most trusted name in Real Estate Worldwide"

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Buyer Representation Is Your Right – Here's How It's Covered

Many buyers are confused by today's real estate changes and mistakenly think they can't have their own agent. Unfortunately, that confusion causes some home buyers to miss out on exclusive representation and the protection it provides them. Let's be clear: in almost all transactions, you can have your own buyer's agent, and in most cases today, it comes at no added cost to you, the buyer.

Transparency Under New Real Estate Rules

New Real estate laws and regulations now simply require that compensation and representation agreements are discussed openly and in writing. This ensures:

- You know exactly how your buyer's agent is compensated.
- You understand your right to have professional representation.
- You can make fully informed decisions before moving forward.

[READ Who Pays My Buyer's Agent](#)



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WHY You Need Your Own Buyer's Agent

When you see a home you like online or drive past a property with a "For Sale" sign, the listing agent you see is hired by the home seller. Their sole job and responsibility is to get the best deal for the seller, **not for you**. If you go directly to that agent, you won't have anyone negotiating strictly in your best interest.

A buyer's agent works exclusively for you. That means you get:

Protection - Someone ensuring your contract terms and timelines protect your rights.

Negotiation power - A pro working to secure the best price and terms for you, not the seller.

Security - An advocate guiding you through inspections, appraisals, and closing with your interests first.

Having your own agent **doesn't cost you** extra, but it gives you peace of mind and professional representation from start to finish.



[Read Buyer's Representation](#)



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Who Pays the Buyer's Agent?

Here's how it typically works:

- When a **seller** lists their home, they negotiate the total commission with their listing agent/brokerage.
- In most transactions, a portion of that compensation is **shared/split** with the buyer's agent who brings the successful buyer.
- That means the buyer's agent's fee is generally covered on the seller's side of the transaction, not added as an extra out-of-pocket cost to you, the home buyer.



Now That We Cleared Up the Confusion

Don't make the biggest investment of your life without your own professional representation and a dedicated agent advocate fighting solely for your best interests through the entire process.

Now You Understand, Get Your Own Agent!

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NO 02

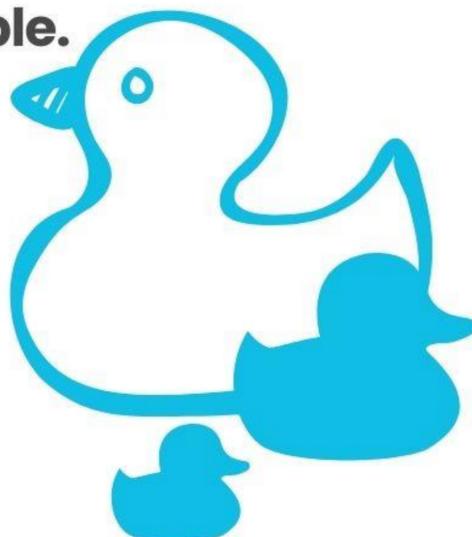
Get Your Ducks in a Row

Before you start house hunting, you'll want to put yourself in the strongest financial position possible.

Check and tweak your credit score. Even small improvements can lower your interest rate and save thousands over the life of your loan.

Pay down revolving debt. Aim to keep credit card balances at or below 30% of available limits. Lenders like to see that you use credit wisely.

Avoid big purchases. Don't open new credit lines, buy a car, or make large financial changes before applying. Stability is key.



NO 03

Get Pre-Approved for a Mortgage

Choosing the Right Lender

Not all lenders are created equal. The lender you choose can make or break your home purchase success.



Pre-qualification shows you're serious. Sellers want to know you're ready to buy – and pre-approval gives you a clear budget.

- An experienced agent connects you with the **right lender**. I work with **trusted lenders who know the market inside and out and have specialized programs for different buyers**.
- Explore your options. Great lenders have an arsenal of tools from first-time buyer grants to down payment assistance programs, to solutions for buyers with low credit scores or even a shorter income history. Most first-time home buyers can get MISHDA which provides buyers with \$10,000 in downpayment assistance. Why not take advantage of every opportunity available to make your first home purchase possible? My contacts and experience ensure my buyers are matched with a lender that fits them and their situation.
- With your loan approval in hand, you now have a clear price point for your home purchase.

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NO 04

Set Your Budget and Your Goals

Just because you're approved for a certain number doesn't mean you should spend it all

- Plan for life changes. If your max approval is \$290K, ask yourself, what if my job changes, or an emergency arises?
- Find your comfort zone. What monthly payment feels realistic without sacrificing other life experiences?
- Control your plan, don't let it control you. A smart buyer stays below their max approval for flexibility.



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NO 05

Prioritize Your Needs vs. Wants

Once your lending and budget are set, we'll create a focused home search strategy.

Must-Haves. What do you absolutely need? (Example: a fenced yard for your dog, a two-car garage for storage, or enough bedrooms for your family.)

Nice-to-Haves. What would be a bonus? (Example: a finished basement, a larger property for privacy, or a neighborhood close to conveniences.)

| NO | Your Needs | Your Wants |
|-----|----------------------|----------------|
| 01. | Location | Pool |
| 02. | 3+ bedrooms | Large backyard |
| 03. | Good school district | Modern kitchen |

Balanced Search. The goal is to find a home that checks all your needs and as many wants as possible, while staying inside your budget.

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NO 06

The Home Search



Your Agent's Role in the Search

As your buyer's agent, I'll have a clear picture of who you are, what you can afford, and the kind of home you want. From there, I'll start matching you with properties that fit.

- You'll receive current listings, upcoming homes, and sometimes even properties not yet on the open market.
- When you see something you love, simply flag it – I'll schedule the showings and we'll view it together.
- Once you find "the one," we'll craft a strong offer and enter negotiations.



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From Offer to Closing

The buying process moves quickly after an accepted offer. Here's what to expect:

1. **Home Inspection.** We schedule it right away. If issues arise, we can negotiate repairs or walk away. I attend your inspection so you're supported.
2. **Appraisal.** Your lender requires this to confirm the home's value. I meet the appraiser at the property to ensure the process goes smoothly.
3. **Final Loan Approval.** The lender's underwriters finalize the loan. Once everything checks out, you'll get the "clear to close."
4. **Title Company.** I recommend you use your own title company for added protection, it provides an extra set of eyes on the transaction looking out for your side.
5. **Closing Day.** You'll sign the final paperwork, the title transfers, and you officially become a homeowner. I will attend with you if not remote.



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Why First-Time Buyers Need a Pro

As a first-time buyer, the process can feel like a lot, but you don't have to do it alone.

I guide you step by step, from loan approval to the first showing right on through the day you get your keys.

I'm present for it all. At critical moments, inspections, appraisal, negotiations, and contracts so you're never left wondering.

I work hard to get you the home you love at the best possible terms, even in a competitive market.

Let's Get you Moving!

