

YOUR NEXT HOME



HOME BUYERS GUIDE

2024-25



Let's get in touch



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come2dallas.com



Your Next HOME PLAN



Buying a home can be stressful yet exciting. Before you start looking at homes (the fun part), it's important to decide what you want as a homeowner and create a plan accordingly.

Where do You Start?

Choosing a REALTOR® to represent you is a critical first step to buying a home. The right agent can save you time, money, disappointment and frustration.

You should choose a REALTOR® you can communicate with and one you have confidence in their professional experience and ability. Plus, you always know who's got your back!

- First Things First:**
1. Choose a REALTOR®
 2. Prequalify for Mortgage
 3. Your Next Home Plan
 4. Property Search
 5. Contract
 6. Due Diligence
 7. Close

Buyer Representation - We've Got Your Back!

What is **BUYER AGENCY**



Buyer Agency, also known as Buyer Representation, is a relationship where a REALTOR® puts the buyer's interests first. Their primary duty is to act in the best interest of the buyer, rather than the seller.

Buyer Agency is created with a written agreement between the Buyer and REALTOR®.

Do not assume Buyer Agency. A simple written Agreement that clearly outlines the terms and responsibilities of all parties must be in place before the Realtor® can show property.

In Texas, the REALTOR® must represent someone. If not the buyer, they represent the seller.

Once an agreement is in place, a REALTOR® can show property and provide you with information and advice to help you make buying decisions.

This includes current market conditions, financing options, and negotiating issues.

Remember, the market changes quickly. Strategies that worked in one negotiation may not be appropriate in another.

A professional can help you meet your goals.

Buying a home is a sensitive, emotionally-charged process. Be sure to consider the services you need when selecting a REALTOR® to represent you. A professional can help you meet your goals.

We've Got Your Back!



Agency RESPONSIBILITIES

Buyer's Agents protect the interests of their clients. Your REALTOR® can submit offers, negotiate on your behalf, navigate complex transactions, identify mortgage programs, and talk to you about other professionals you may need during a real estate purchase.

- Advocate and negotiate on your behalf. We put your interest first. Always.
- Expert guidance and advice throughout the process - financing, inspections, closing. We help you navigate the challenges.
- Show available property - new construction as well as pre-owned homes.
- Customized property alerts - you're notified when new listings hit the market.
- Market Insights with full market research, trends, data and disclosures.
- Write & present contract offers, counters and amendments.
- Lightning Communication - we never keep you in the dark!
- Professional Network - tap into our network of trusted professionals.
- Time-saving - offload time-consuming tasks - we handle the details.
- Continued Support and assistance - even after you close.

Dedicated to Your Success.

Who the heck is

NORTH POINT REALTY

...and Why Should You Care?

If you're like most people, your home is one of the largest financial commitments you will ever make.

That's why it's important to carefully choose who will represent your interests—whether you're buying or selling—when it's time to make a move.



We've been in your shoes...

...working our way through life in corporate America and having less-than-satisfactory real estate experiences with each move!

So, when we started North Point in 2002, our focus was not only on how to treat our clients, but also on how NOT to treat them.



We practice a 'do unto others' philosophy.

We're passionate about our business and have the work ethic, creative marketing, technical resources, and support systems to quickly pursue new solutions for our clients as the market evolves. And evolves. And evolves!

We can't control all the moving parts of a transaction, but we can - and will - give you the professional support you need to make informed real estate decisions. Choose North Point as your trusted partner in real estate."

-Norma Wall, Broker/Owner

North Point Agents are Pros

We advocate for our clients and always put their interests first. We go the extra mile to ensure they receive the absolute best service and constant, truthful communication.

We live here. We Work Here. We know this market.

We've been around for 20+ years and have lived through massive changes in the area. You can count on us to stay up to speed on the neighborhood dynamics, local traditions and rules of engagement when it's time to negotiate a deal.

North Point Realty - your trusted partner in real estate.

*We're Obsessed with
doing real estate right!*



Norma Wall

REALTOR®, ABR, CRS, GRI, Broker/Owner

Norma is the leader of a professional group of REALTORS® who focus on single-family residential homes. With over 30 years in the North Dallas area, Norma has the experience to address an ever-changing market.

norma@come2dallas.com | 214-212-6770



Marian Porter

REALTOR®, Broker Associate

Marian is a highly respected figure in residential real estate, having been with North Point for over 20 years. Her exceptional treatment of clients, excellent service and unwavering dedication to doing the right thing have resulted in over 90% of her business is repeat and referral clients.

marian@come2dallas.com | 214-577-7766



Charles Adams

REALTOR®, SFR

Charles brings a wealth of experience in assisting families to acquire the American Dream of homeownership. He specializes in new home construction and has over 30 years of success in the North Texas real estate market. Charles has earned the designation of Short Sale and Foreclosure Resource (SFR) Certification.

cadams4homes@sbcglobal.net | 469-855-3948



Tammy Goodman

REALTOR®, ABR

Tammy has over 20 years of proven success in serving the real estate needs of buyers and sellers in North Texas. She prides herself on honesty, integrity and getting the job done right. Through experience and education, Tammy has earned her Accredited Buyer Representative designation.

tammy@come2dallas.com | 214-202-9164



Sharon Sinnes

REALTOR®

Sharon can relate to your moving experience and takes action to ensure that this important transition will go well for you. "As a former educator, I understand and appreciate the value of being informed and engaged. I'll listen to your needs first and work diligently to meet your goals and exceed your expectation."

sharon@come2dallas.com | 214-886-8377

Our PROCESS



1 Book Your Free 30-Minute Consultation

By phone or in person - Tell us your real estate goals, concerns, timeline. And ask questions - this is just a conversation to see if we're a good fit.



2 Your Personal Next Home Plan

Together we'll create Your Next Home Plan specifically for your needs and current situation. As your Buyer's Representative, we do the heavy lifting - and keep you informed every step of the way.



3 Find the Perfect Match

Together we'll tour properties that align with your plan, including both new construction and pre-owned homes. When you find something you like, we'll provide data to help you assess the market value.

Our customized property alerts will notify you when new listings hit the market.

Your ADVANTAGE

4 Contracting

As your REALTOR® we will write and present contract offers, negotiate on your behalf, and navigate the dozens of details required to bring a complex transaction to a successful close.



5 Due Diligence & Deadlines

Home and Title inspections take place between contract and close. We work closely with the title company and the lender to provide documents; facilitate access for inspections; and to talk to you about other professional services you may need.

Contract deadlines are strictly enforced, so when we harass you to take certain action it's for your own good. Just do it! 😊



6 Close with Confidence

We coordinate your closing with the title company. Once all parties have signed and the lender has funded - you get the keys to your new home.

Move into your home with the assurance that you've made the best real estate decisions.



Your Next HOME PLAN

Before you start looking at homes (the fun part), it's important to determine your budget.

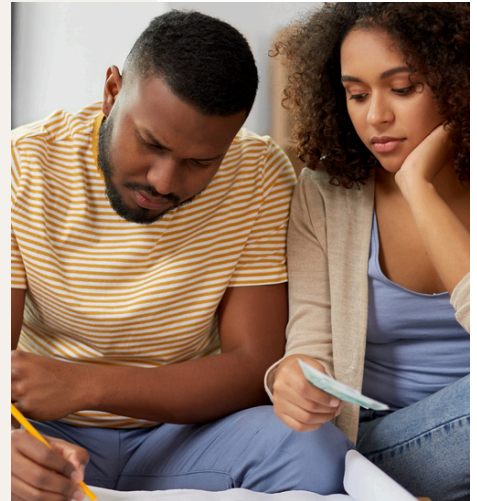
For starters, hash out your feelings about money. This will help you later when you meet with a mortgage pro. Write down your current monthly income, expenses, and any debt you have.

If you have a partner in the purchase, include their income, expenses, and debt as well. Just knowing these numbers will help you determine how much you are comfortable spending on a home.

Think about how much money you're spending now on housing, and how that impacts other areas of your lifestyle.

Having a partner by your side should make the process so much easier. But it can also be a stumbling block if you have a difference of opinion on important matters, or if one of you has bad credit.

Buying a home is a big decision, so take your time and make sure you're both comfortable with the process and the home you choose.



Prioritize & Compromise with Your Partner

You and your partner probably aren't strangers to compromise. Both should separately write a list of priorities for your next house, including

- Location
- Size & room count - bedrooms & baths
- Amount of renovation, if any

Then, you should list your needs and wants in order of importance.

When comparing your list with your partner's, be prepared to sacrifice some of the lower items on your list so that you can both fulfill your most important needs.

*Roadmap to
Your Next Home*

Your Next Home ROADMAP



CONSIDERATIONS:

HOME FEATURES

Layout and Floor Plan, Size and Space, Room Count
Kitchen Features, Outdoor Living
Aesthetics and Style, Comfort and Livability
Safety and Security, Smart Home Features
Storage, Parking, Additional Rooms and Features

LOCATION

Proximity to Work, Schools, Shopping, Parks
Neighborhood and Community, Safety and Amenities
Accessible Healthcare and Transportation
Property Values, Market Trends, Lifestyle and Convenience

MONEY

Budget and Affordability, Monthly Expenses
Mortgage Options, Credit Score, Cash to Close
Taxes and Insurance, Emergency Fund
Lifestyle and Long-Term Financial Goals

TIMING

Timing is crucial when buying your next home, especially if you need to sell your current property before you buy the next one. Talk to a Realtor® before you take action.

Oh, here's one you can talk to!


Norma Wall
Broker/Owner

214-212-6770
norma@come2dallas.com

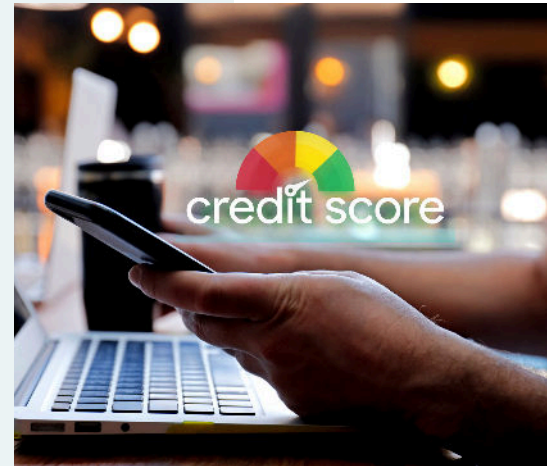
Your MONEY

Getting prequalified for a mortgage is a key step in the home-buying process.

Your credit score and history are key factors in whether or not you'll be approved for a home loan and at what interest rate.

Most buyers need a credit score of at least 620 to buy a house, but a higher score will earn you a better interest rate.

Taking control of your credit score today will set you up for the best mortgage terms tomorrow. Keep yourself informed and work on improving your credit scores, if needed.



Types of Mortgage Loans

There are many types of mortgage loans, each with its own advantages depending on the borrower's financial situation and goals. It's important for you to assess long-term plans, financial stability, and market conditions when choosing the right mortgage.



Plan for Your Current and Future Needs

In addition to the purchase price of the home, you need to plan for future expenses such as maintenance and repairs, property taxes, and insurance. Do not to rely solely on your mortgage pre-approval, use your common sense.

- How much money are you comfortable putting toward a mortgage each month without feeling financially strained?
- Are you expecting any major financial changes in the next few years?

It's best to have some flexibility in your budget as you adjust to life in your next home.

Mortgage Tip

DO NOT buy anything or allow optional credit checks from anyone before closing on your home - this could affect your credit score. The lender will check your credit immediately before closing to be sure you still qualify for the loan!

Mortgage KEYWORDS

Getting prequalified for a mortgage is a key step in the homebuying process.

The lender can give you an idea of how much you can borrow based on your financials, how much you'll need to bring to the table at closing, and your approximate monthly payment. If these numbers align with your budget, you're good to go.



Having a basic understanding of certain keywords will help you communicate with a mortgage lender.

Annual Percentage Rate (APR): APR includes the base interest rate, points, and other loan fees. This is a way to compare the cost of loans from different lenders because the calculation is standardized.

Closing Costs: Title search, origination fees, discount points, prepay taxes and insurance, real estate transfer taxes, which are fees paid outside of the actual loan, make up closing costs.

Discount Points: A point is 1% of the loan. Borrowers can pay points at closing as a way to buy down the overall interest rate and mortgage payment.

Loan-To-Value (LTV) Ratio: Mortgage lenders divide the amount of the loan by the sales price of the home to come up with a percentage, which is LTV. High LTV, such as 90%, means the borrower contributes a small down payment (ie 10%), while a lower LTV, such as 70%, requires more cash down, but may negate the need for private mortgage insurance.

Mortgage Insurance: protects the lender in the event that the buyer defaults on the loan. When buyers take out a mortgage down payment of less than 20%, they must pay mortgage insurance, a monthly premium that is added to the mortgage.

Principal, Interest, Taxes, and Insurance (PITI): four elements make up a monthly mortgage payment. Principal and Interest go toward repaying the loan, while Taxes and Insurance go into an escrow account to cover those fees when they are due.

Preapproved: is a detailed and formal process where the lender verifies financial information and provides a conditional commitment for a specific loan amount.

Prequalified: is an initial evaluation of a borrower's potential to get a mortgage. It's an estimate of how much you might be able to borrow based on the information you provide to the lender.

Pre-Paid: Some costs, such as taxes, insurance, assessments, and interest, are paid before the first monthly mortgage payment is due.

Qualifying Ratios: the loan amount borrowers may qualify for is based on the ratios of income to expenses, partially determined by the percentage of the borrower's income that goes to pay bills.

Rate Lock: a lender's rate lock guarantees that the interest rate will not change for a set period of time while the purchase of a home is finalized. Rate locks will expire if closing takes longer, but generally for an additional fee the rate can be extended, .

Underwriting: An underwriter analyzes all the documents related to a loan and all the information the borrower has provided to determine if the loan is a good risk.

*All this to get you
closer to your goal.*

CLIENT SATISFACTION

Reviews

Our clients are at the heart of everything we do, and we have the stars to prove it.

Tad and Kristin L



"We trusted Marian so much we bought a house without seeing it in person! It is PERFECT! She also was invaluable when dealing with the bank and is a master at working with other agents. She's been a lifesaver for us!"

Brian R.



"...I picked Tammy to be my parent's broker for their relocation! Her patience and understanding made the process low stress for them on the sale and the purchase of their homes. She truly had my parents' best interests...I recommend Tammy to any buyer or seller who wants a personal touch in their real estate decisions..."

Courtney G.



"As a first-time homebuyer who was relocating from California, I was very lucky to have Marian as my real estate agent. She has a tremendous market and builder knowledge of the Dallas area. Marian is a rare find- she truly cares about her clients and it feels more like a friendship.

John & Cindy S.



"We will never forget how good you were to us! How you looked after all the details; kept us so informed; and advised us well. Charles Adams, you are the best!"

Bryce & Christie R.



"Norma helped us with our first home and she made the process seem easier than it really was. Now we're doing real estate deal #6 - still going strong!"

We ♥ first-time Homebuyers

Your Next Home WORKSHEET

- Location _____
- How far north, south, east or west will you go? _____
- Do you work from home, if not office address? _____
- How far will you travel in minutes? _____
- Other location concerns, such as Schools _____
- 1 or 2 Story _____ Approx Sq Ft _____ #Bedrooms _____ #Baths _____
- Formal dining, formal living or study? _____
- Monthly payment including taxes & insurance? _____
- "Must Have" Upgrades: _____
- "Would be Nice" Upgrades: _____
- Important things about the Lot? (For example no corner) _____
- Timeline? _____

Notes & Questions: _____

Book Your free 30-Minute Consultation

By phone or in person - Tell me your real estate goals, concerns, timeline. And ask questions
This is just a conversation to see if we're a good fit.

214-212-6770 Norma Wall, talk/text