

COLDWELL BANKER COMMERCIAL
LEGACY GROUP

BUYER'S CONSULTATION

ELISE STEIN
AFFIALTE BROKER, REALTOR®





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ABOUT ELISE STEIN

Nashville native, Elise Stein, was born and raised Nashville In the Greater Nashville area. Whether Elise is selling condominiums or luxury homes in Nashville, this selling real estate agent wants to provide clients with the lifestyle they want to live.

Graduating from Middle Tennessee State University in 2019 with her Bachelors, Elise earned her degree in public relations and marketing giving her a unique perspective on how to market homes and meet client's needs.

From Elise's vast experience and knowledge of Nashville she knows all of the trendy local spots and places to be in the city to accommodate the lifestyle you want to live whether you are buying or selling your home. With Elise's can-do attitude and her knowledge of Nashville, she is quickly becoming an industry titan.

TESTIMONIALS



**Cherea Farmer-Dixon, D.D.S.,
MSPH, FACD, FICD**

**Dean and Professor, School of
Dentistry, Meharry Medical College**

"I would use such words as ethical, professional, dedicated, and hard working to describe Ms. Elise Stein. She takes pride in all that she does: from her look, her communication, her interaction, and her work ethic. Ms. Stein exudes excellence in any projects that she is leading or a part of."



Gerald Davis, D.D.S., MA

**Associate Dean, Academic Affairs, School of
Dentistry, Meharry Medical College**

"Elise is a brilliant professional who is committed to ensuring successful missions wherever she goes. Her poise, and well rounded nature with technology and social media, gives her an edge during a time when such talents are hard to come by. She has character and grace that exudes excellence, which thereby establishes the same for the environment in which she works."



Henry Greer, MS

CEO, Nonprofit

"Elise is amazing! She handles herself with an unmatched authentic professionalism and great attitude. It's important to have ones best interest in mind when dealing with important decisions – So, Elise Stein would be the right one for you."

OUR PARTNERS



Based in Nashville, TN, Steadfast is a full-service mortgage lender serving the entire state of Tennessee with multiple loan programs for various borrower needs. We have a wide array of mortgage loan products, investment tools, helpful articles, and of course quality service and individual attention.

For more information, contact Connie Eddy or Christian Poling at ConnieEddyHomeLoans.com and Christian@steadfastmortgage.com



Rudy Title & Escrow is my preferred title company. They provide a full range of closing and title services to ensure a smooth and seamless experience for our clients. Conveniently located at 2012 21st Avenue South, Rudy Title & Escrow is a trusted resource for all of your title needs and have our confidence that they can get your sale closed.

For more information on services and team members, visit rudytile.com.

BUYER'S PROCESS

Trust the Process

01

PREPARE

- Get **pre-approval** letter from Lender
- Decide what/where/when you want to buy

02

SEARCH

- Narrow your search over internet/email
- View narrowed properties in person

03

OFFER

- Write offer on TAR
- Purchase & Sale Agreement
- Negotiate to reach a contract

04

INSPECT

- Hire Home Inspector to examine property
- Negotiate repairs (if needed) with seller

05

CLOSE

- Sign all closing papers
- Deed and title transferred to your name



PRE-APPROVAL

PRE-QUALIFYING WILL HELP YOU BECAUSE...

1

It gives you a payment range so you won't waste time considering homes you cannot afford.

2

A seller may choose to make concessions if they know that your financing is secured. This may make your offer more competitive.

3

You can select the best loan package without being under pressure.

PRE-APPROVAL CONT.

THREE FACTORS THAT AFFECT HOW MUCH YOU CAN AFFORD:

1

The down payment. Most loans **require** a **down payment** of between **3.5% and 5.0%**. If you are able to come up with a 20-25% down payment, you may be eligible to take advantage of additional loan programs and eliminate mortgage insurance (PMI).

2

Your ability to qualify for a mortgage. Most lenders require that your monthly payment range between 25-28% of your gross monthly income. Your mortgage payment to the lender includes the following items:

- Principal on the loan (P)
- Interest on the loan (I)
- Property Taxes (T)
- Homeowner Insurance (I)

3

The closing cost associated with your transaction. You will be required to pay fees for loan processing and other closing costs. These fees must be paid in full at the final settlement, unless you are able to include them in your financing. Typically, total closing costs will range between 2-3% of your mortgage loan.



TOP 10 THINGS TO AVOID WHEN APPLYING FOR A LOAN

01

CHANGING JOBS, BECOMING SELF-EMPLOYED OR QUITTING YOUR JOB

02

BUYING A NEW CAR, BOAT, OR OTHER HIGH-DOLLAR PURCHASE

03

USING CHARGE CARDS EXCESSIVELY OR LETTING YOUR ACCOUNT FALL BEHIND, OR MAKING ANY UNUSUAL DEBT PAYMENTS

04

SPENDING MONEY YOU HAVE SET ASIDE FOR CLOSING

05

OMITTING DEBTS OR LIABILITES FROM YOUR LOAN APPLICATION

TOP 10 THINGS TO AVOID WHEN APPLYING FOR A LOAN CONT.

06

BUYING FURNITURE

07

ORIGINATING ANY
INQUIRES INTO YOUR
CREDIT

08

MAKING NON-PAYROLL
DEPOSITS WITHOUT
FIRST CHECHING WITH
YOUR LOAN OFFICER

09

CHANGING BANK ACCOUNTS

10

CO-SIGNING A LOAN
FOR ANYONE

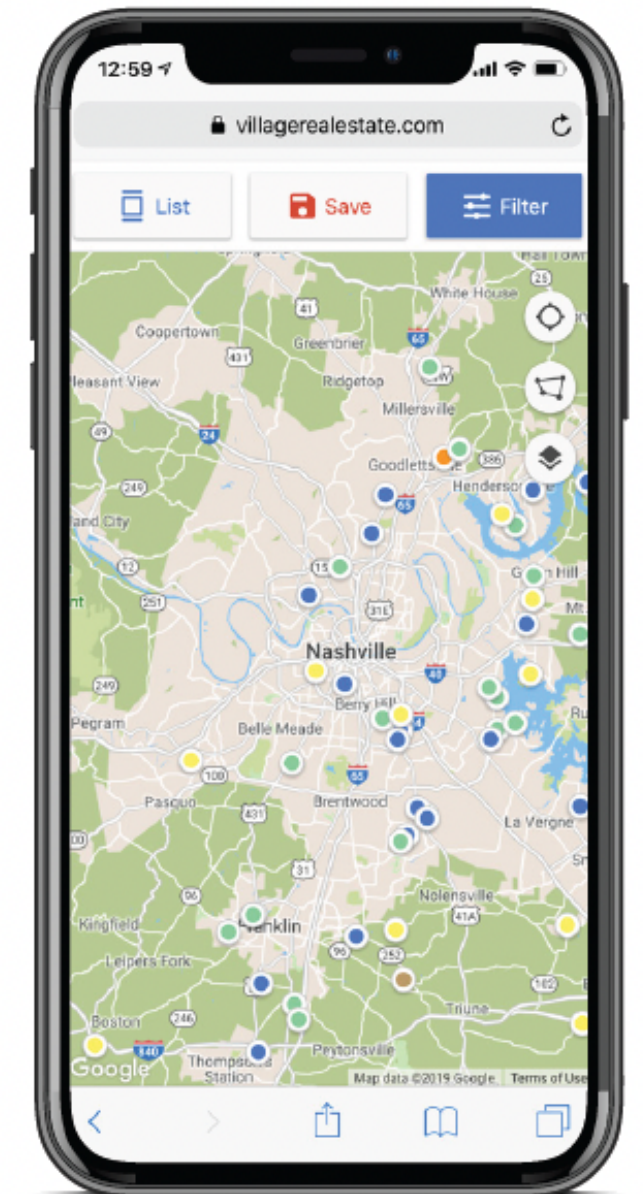
RECOMMENDATIONS

WHAT I RECOMMEND:

1 **Realtracs.com**

2 **Realsouts.com**

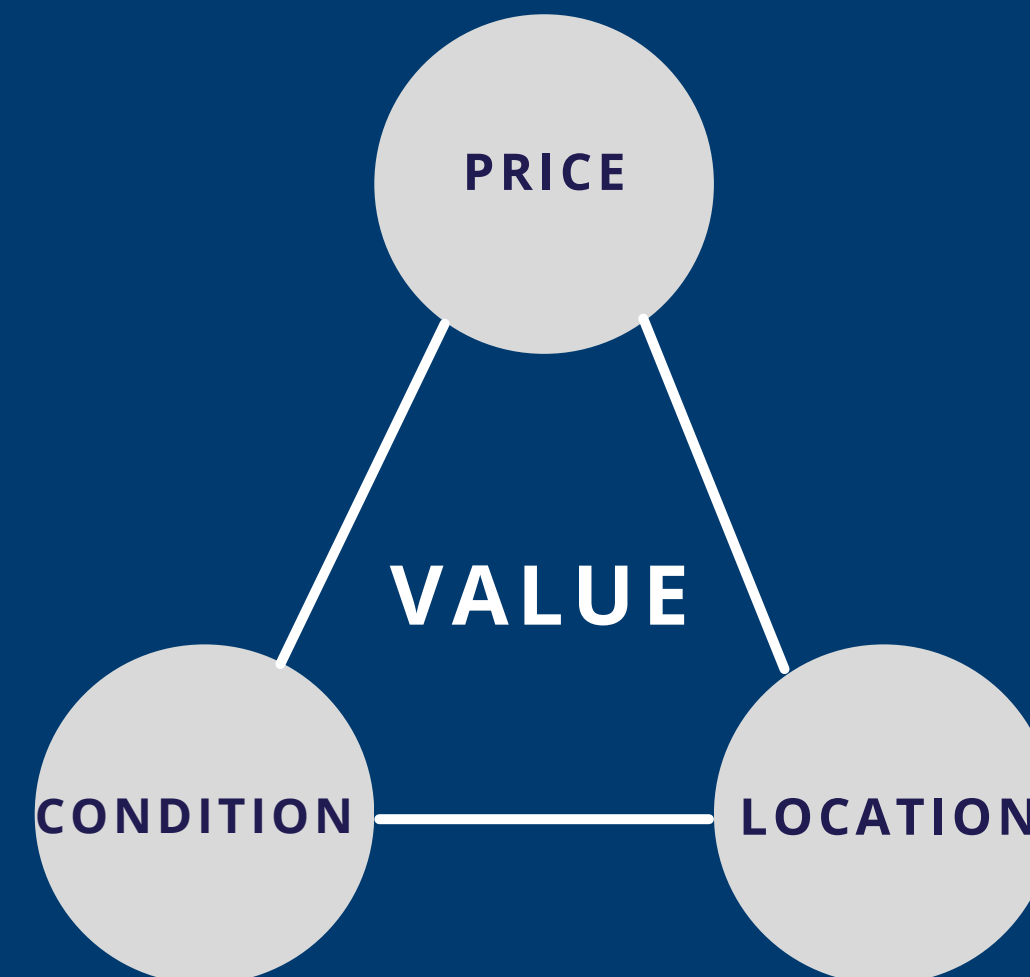
**WHERE TO
SEARCH?**



HOW PROPERTIES ARE PRICED

BUYER'S DETERMINATION OF VALUE

There are three areas primarily affecting value to a buyer: Price, condition, and location. A buyer can't have the best of all three, only the best of two.





MAKING THE OFFER

1

The Offer

To communicate your interest in purchasing a home, we will present the listing agent with a written offer in the form of a TN Association of REALTORS® (TAR) Purchase & Sale Agreement.

2

Negotiating

After we present your offer to the listing agent it will either be accepted, rejected, or the seller will make a counter-offer. This is when we will negotiate the terms of the contract if necessary.

3

The Contract

When the seller accepts an offer it becomes a legal contract (called a Binding Agreement). The Purchase & Sale Agreement constitutes your offer to buy and, once accepted by the seller, becomes a legal contract.

4

Earnest Money

When you write an offer be prepared to pay an earnest money deposit. We deliver a copy of your earnest money check with any potential offer. This is to help guarantee to the homeowner that your intention is to purchase the property. The check will be deposited into an escrow account upon acceptance of offer.



CLOSING ON YOUR HOME

1

The Closing Table

A “closing” is where you and I meet with a representative from the lending institution and a representative from the title company, in order to transfer the property title. Most often in Tennessee this will not include the Seller as we close at separate locations, often on the same day.

2

The Contract

The purchase agreement or contract you signed describes the property, states the purchase price and terms, sets forth the method of payment, and sets the date when the “closing” or actual transfer of the property title and keys will occur.

3

The Financing

If financing the property, your lender will require you to sign a promissory note as evidence that you are personally responsible for repaying the loan. You will also sign a mortgage or deed of trust on the property as security to the lender for the loan. The mortgage or deed of trust gives the lender the right to sell the property if you fail to make the payments.

CLOSING ON YOUR HOME CONT.



4

The Title Insurance

Before you exchange these papers, the property may be surveyed, appraised, or inspected, and the ownership of title will be checked in county and court records. Title Insurance, insurance against loss due to an unknown defect in a title or interest in real estate, is typically paid by the seller.

5

The Closing Costs

At closing, you will be required to pay all fees and closing costs in the form of “guaranteed funds” such as a Cashier’s Check or wire transfer. Your lender or escrow office will notify you of the exact amount.



Are you ready to find your new home and work with me?

By signing the **Exclusive Buyer's Representation Agreement**, it states that you are exclusively my client, and I am your agent. Let's go over this agreement together, and you can take some time to look over it by yourself, or with an attorney if needed.

