



Mokha Real Estate

# BUYER'S GUIDE

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# FINDING YOUR PERFECT PROPERTY

GUIDING YOU TO YOUR IDEAL HOME WITH EXPERTISE YOU CAN TRUST



FINDING YOUR DREAM HOME AT THE RIGHT PRICE.



85% OF OUR BUYERS SECURED GREAT DEALS IN COMPETITIVE MARKETS.



70% OF BUYERS CLOSED ON THEIR HOMES FASTER THAN EXPECTED.



NEED A COMMERCIAL SPACE? WE'LL HELP YOU FIND THE PERFECT ONE.



BUYING A BUSINESS? WE'LL CONNECT YOU WITH THE BEST OPPORTUNITIES.



LOOKING FOR FARMLAND? WE KNOW WHERE TO FIND THE BEST DEALS.

# MOKHA REAL ESTATE BUYERS'S GUIDE

Whether you're a first-time homebuyer or an experienced property owner, purchasing a home is a significant life decision and a major investment. The process of navigating the market, making offers, and negotiating contracts can be overwhelming. Having a real estate agent to guide you and represent your interests can make all the difference.

At **Mokha Real Estate**, our agents are dedicated to helping buyers find their perfect home and secure the best possible deal. We recognize that each buyer is unique, and we utilize every resource available to ensure our clients feel confident and well-informed throughout their homebuying journey.

# WHAT YOU SHOULD KNOW BEFORE YOU PURCHASE A HOME



01

## UNDERSTAND YOUR FINANCES

Start by reviewing your credit report. You should know exactly where you stand as lenders and loan programs have minimum requirements that must be met. Correct any errors and make all debt payments on time.

02

## DETERMINE HOW MUCH YOU CAN AFFORD

Create a realistic budget to help you track and control your spending. If you manage your budget, you'll spend less than you make, allowing you to save for your home purchase.

Save plenty and save early. Be prepared for a 3 - 3.5% down payment for first time home buyers.

03

## MEET THE TEAM

Mokha Real Estate agents will dedicate their time and experience to helping you get into your new home. We go above and beyond to ensure our clients are receiving exactly what they are looking for.

04

## START HOUSE HUNTING

Discuss with your agent your specific needs and wants in a home. Do you require a spacious and open floor plan? Would you love a large backyard to entertain? Ensure you are shopping for a place that will meet your needs and your lifestyle. When home hunting, consider ease of access, traffic noise, play areas, schools, and public transportation.

## 05 GET A PRE-APPROVAL

A pre-approval letter allows you to house hunt with greater confidence and demonstrates to a seller you're a serious buyer. One of the many perks of **Mokha Real Estate** is that we have an **in-house lender to help you though the entire financing process.**

## 06 MAKE AN OFFER

Decide on your offer price and contingencies, Submit the offer, negotiate, and finalize the contract. **Mokha Real Estate** will provide technical guidance and will do the legal work for you.

## 07 SCHEDULE INSPECTIONS & COMPLETE DUE DILLIGENCE

A home inspection is not required but is highly recommended as it protects you from underlying issues with the home you can't detect. If there are major issues noted in the report, you can renegotiate the offer.

## 08 GET AN APPRAISAL

An appraisal is required by your lender. If the value comes in at or above the offer price, you're in good shape. If it comes in lower, you'll have to either make up the difference or renegotiate the offer price.

## 09 CLOSE THE DEAL

It is time to officially sign the documents to close on your new home. You are now a homeowner!



# GET MORE WITH MOKHA



## GET A PRE-APPROVAL

Mokha Real Estate is here to help guide you every step of the way. Our in house lender and marketing team we work tirelessly to ensure you get results no matter which stage of life you're in. We strive to empower our clients with expertise, market intelligence, community, and integrity.



## MORE AVAILABILITY

We are family owned and locally operated. We're truly your "home team". Our broker, agents, lenders, and strategists are here and available to you whenever you need their assistance.



## MORE CUSTOMER SATISFACTION

We outperformed our competition due to our excellent customer service. Mokha Real Estate provides unbeatable service and care for our clients.

## THE FINANCIAL CHECKLIST

### CLOSING COSTS

Closing fees include items such as an attorney's fee, survey fees, and document preparation fees.

### DOWN PAYMENT

This is the money you'll pay at closing. It's the difference between your mortgage amount and the purchase price of your home.

### EARNEST MONEY

This is an upfront deposit that gets applied to your down payment or closing costs.

### INSURANCE

Depending on your loan program and down payment amount, you may pay mortgage insurance. Homeowner's insurance is also required.

# HOME BUYING TIMELINE & PROCESS

## Meet with a Real Estate Professional

Begin by consulting with a realtor to discuss your budget, preferences, and goals.

## Search for homes

Begin viewing homes that meet your criteria. We'll explore both on-market and off-market options, both online and in person, using a process of elimination to ensure we find the property that suits you best. This way, we won't overlook any opportunities or risk overpaying.

## Escrow (17 days)

You and the seller have agreed on the price and terms. The home is essentially held for you until closing. Now it's time for you to perform due diligence: conduct inspections, get the appraisal ordered, review disclosures and terms with your agent & lender.

## Closing (1-5 days)

Coordinate with all parties involved to schedule the closing date when ownership is legally transferred.

## Pre-approval

You'll need to provide last 2 years taxes, pay stubs, W-2s, and bank statements. Understanding what you can afford is key to a smooth and successful home buying journey.

## Offer & Negotiation (1-3 days)

Submit an offer based on market value and negotiate price, contingencies, and terms with the seller.

## Mortgage Approval (1-7 days)

The lender completes the underwriting process, verifying your finances and the property to finalize the loan.



# SET YOURSELF UP FOR HOME BUYING SUCCESS

## 1. Don't make any big financial changes before closing

Once you have a signed purchase agreement and you're approved for a home loan, you'll go through the final stages of underwriting.

The last thing you want to do while waiting for final loan approval is to make major financial changes, such as:

- Purchasing a car
- Significantly increasing your credit card balance
- Opening up new credit cards
- Changing careers
- Applying for new loans or lines of credit

Remember that your down payment isn't the only upfront home buying expense. You'll also have to pay **closing costs**, which typically equal 2-5% of the loan amount (or \$2,000 to \$5,000 for every \$100,000 borrowed).

You should keep track of any large deposits to your bank accounts, too. If you make any deposits into your checking or savings accounts that are not payroll deposits, be prepared to document where they came from.

## 2. Don't max out credit card debt

The extra debt payment amount will offset your income and result in you qualifying for less mortgage financing. It will also lower your credit score, which could increase the cost of your loan. Strive to pay down your credit balances to 30% of your credit limit or less

## 3. Don't assume you need 20% down

Waiting until you have 20 percent down can push your home buying timeline out by years. And the longer you wait to buy, the higher home prices you'll be chasing – which likely means you'll need an even bigger down payment.

Luckily, there are several loan programs available today that require little to no down payment. These include:

- A 0% down VA loan (available to qualified military/veteran borrowers)
- A 0% down USDA loan (available in select rural and suburban areas)
- A 3.5% down FHA loan
- A 5-10% down conventional mortgage

# PREPARING FOR CLOSING ON A HOUSE

You've found your first home and the seller has accepted your purchase offer on it. Congratulations! Now it's time to start preparing for closing day.

What is closing day? That's when you'll finalize the purchase of the home, sign all the necessary documents (including the final paperwork for your loan), and receive the keys to your home.

Closing day is typically scheduled four to eight weeks after your offer is accepted. The sooner you start preparing, the smoother your closing may be. Here are seven actions to take — and guidance on when to take them — to prepare for closing.

## 01 SCHEDULE A HOME INSPECTION

**When:** Immediately after your offer is accepted

Often, the purchase agreement between you and the seller is contingent on a home inspection. You'll want to schedule the home inspection as soon as the offer is accepted so you can make repair agreements with the seller. Use your Realtor for recommendations of two or three home inspectors so you can choose the one who best meets your needs.

## 02 PURCHASE HOMEOWNERS INSURANCE

**When:** Within a few days after your offer is accepted

Most lenders require buyers to have homeowners insurance, and it's a smart way to protect your home and belongings. An insurance agent can help you learn more about the minimum amount of insurance you need for the value of the home you're buying and to meet the lender's requirements. They can talk with you about additional coverage options that will insure your belongings and provide other protections.

# REVIEWS

## LET'S HEAR FROM OUR CLIENTS!

AG

Our experience with Gurleen was nothing short of spectacular. Her expertise shone through when she sold our house after just one open house, a feat that speaks volumes in today's market. But more than her efficiency, it was her constant communication and genuine care that truly impressed us. She kept us updated every step of the way, ensuring a seamless and stress-free process. We wholeheartedly recommend Gurleen to anyone seeking exceptional realtor service.

HS

Overall it was a wonderful experience, Gurleen was available at all times and had answers for whatever questions my family and I had. The whole process of buying a home was so much easier than expect thanks to the help Gurleen and her associates.

AB

Working with Gurleen was an amazing experience! Not only did they have an impressive knowledge of the Turlock market, but they were also incredibly responsive and patient. She went above and beyond by arranging a last-minute viewing, giving us valuable advice on our offer strategy, and even catching a small issue during the final walkthrough that could've been a big headache later. Gurleen truly made the stressful process of buying a home much smoother and more enjoyable. Highly recommend for anyone looking for a home in the area!



# YOUR TRUSTED PARTNER IN EVERY MOVE

**GUIDING YOU EVERY STEP  
OF THE WAY**

Whether you're buying your dream home or selling for the best value, we're here to make the process seamless and stress-free. With our expertise, market knowledge, and dedication, we ensure you receive the best service, guidance, and results. Trust us to be your partner in every step of the journey.



**WE'D LOVE TO HEAR  
FROM YOU!**

E-mail [gurleenkhella@gmail.com](mailto:gurleenkhella@gmail.com) or call **209.277.9008** to speak with  
a Mokha Real Estate agent today.