



Your Guide to **BUYING A HOME**



KRISTA LORENZO, REALTOR  **COLDWELL BANKER** 1630 Washington Rd, Pittsburgh, PA 15241

krista.lorenzo@pittsburghmoves.com | CELL: 412-956-6563 | OFFICE: 412-833-5405 | www.kristalorenzo.com | LICENSE: RS223900L

MY PLEDGE TO YOU:

As your Realtor®, it is my job to understand your needs and respond to them promptly, professionally, and with the utmost of integrity. I pledge to provide you with the most up to date real estate advice, while taking the time to talk it through with you so you can easily understand all of the many processes moving simultaneously during a transaction in an industry that is ever changing.

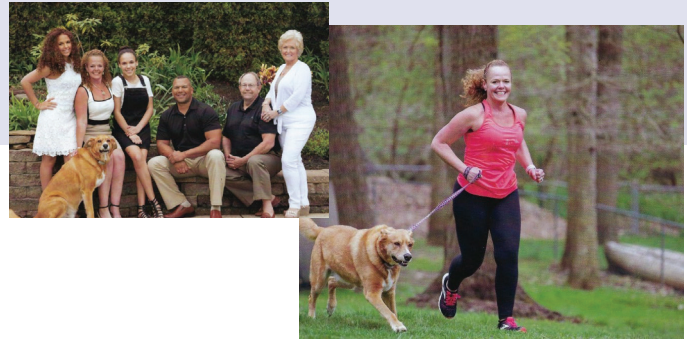


The building blocks of our relationships in being a Realtor® are based on integrity and trust. With this journey through real estate constantly changing, the value and service that I will provide flows before, after, and especially during the transaction; making sure that your changing needs are always addressed and satisfied.

My commitment is to provide you with exemplary, personalized services that exceed your expectations. I am here to listen, hear, and truly understand your needs. Taking the time to meet up in person is very important to me, however, I understand that with today's tight schedules, we may be communicating in many different avenues, whichever is most convenient for you, works for me!

A LITTLE ABOUT ME: *Going the Extra Mile for You!*

- Real estate has been a part of my life since I was a little girl growing up in Pittsburgh and my dad got involved with investment properties. It was something we did as a family. I went on to study Business and Architecture at the University of Pittsburgh and earn my MBA at Robert Morris University. I love Pittsburgh and raising my family in this beautiful city!
- Throughout my life, college, and career, real estate has always been a special part of me. I have more than 25 years experience in the Real Estate Industry and have been with Coldwell Banker since 1999.
- I live a very passionate life! I love to get out of my comfort zone, to grow, to challenge and stretch myself. Health and fitness are a vital part of helping us reach our goals. I love to run, workout, dance, and do yoga.
- I want to use my life to inspire, motivate, encourage, and help others. We were made to be in community with others and are on this journey together.

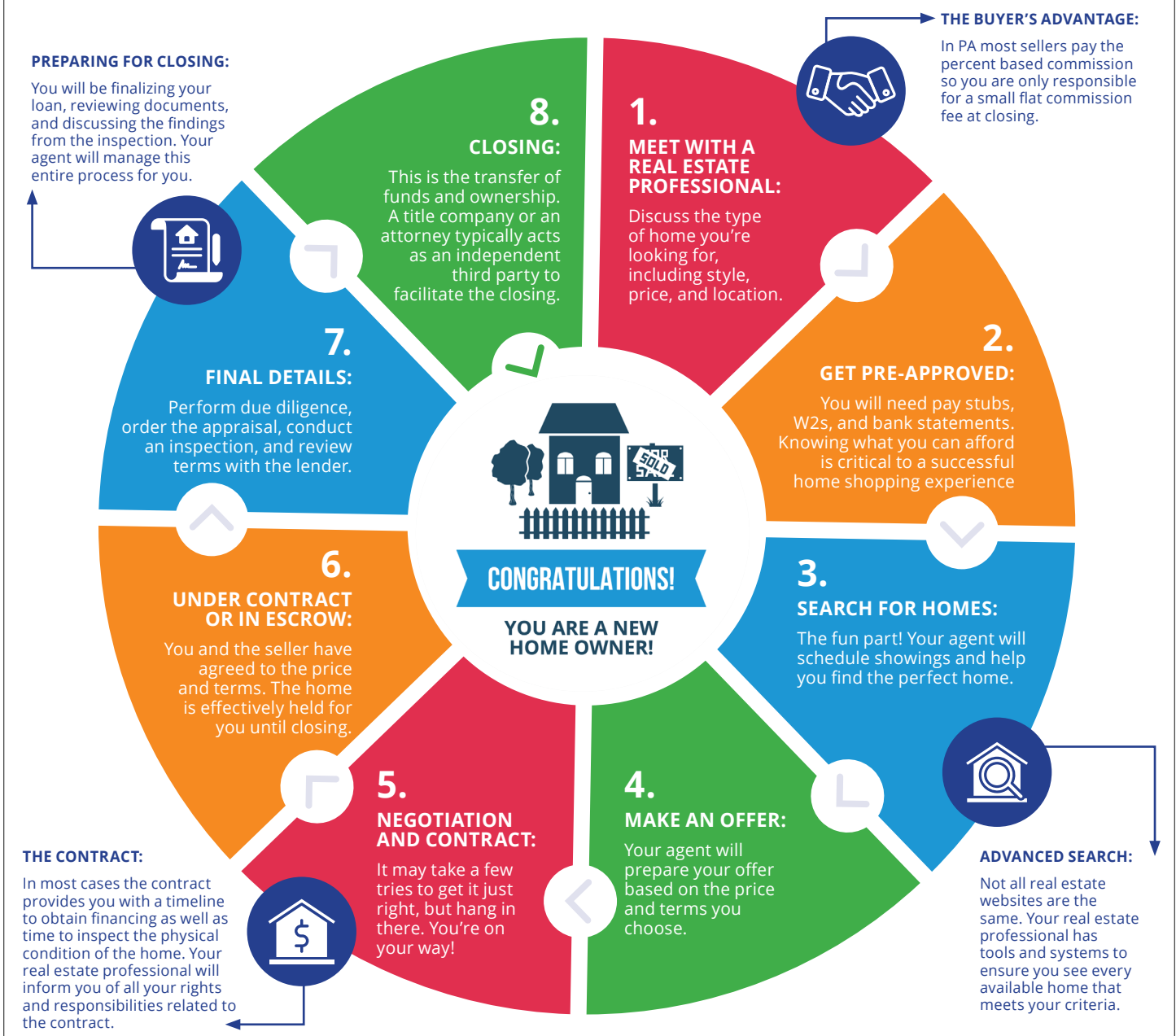


- Our homes are where we start our days, spend time with loved ones, create memories, refuel and rest after a long day. It is one of the biggest financial, and emotional, investments we make in our lifetime. And I get to be a part of that! It is a privilege for me when my clients trust me with something so valuable to them.
- I chose to partner with Coldwell Banker because of the unparalleled marketing tools, global presence, local support system, state of the art technology tools, and MUCH MORE that we offer to our valued clients!
- I am a hard worker and treat every transaction with extreme care and professionalism, keeping my clients informed every step of the way!

REAL ESTATE AGENT VS REALTOR®... *There is a difference!*

- Only Real Estate Agents who are members of the National Association of Realtors® can use the term "Realtor®".
- Realtors® subscribe to a higher code of ethics.
- Realtors® are required to have additional education.
- I am a licensed Realtor® and participate in many additional training sessions to constantly improve and learn from the best in the industry.

THE BUYING TIMELINE *A General Overview*



CHOOSE YOUR REALTOR®

Choose a Realtor that is experienced and will do a great job for you. You will be working very closely together for months so you want to choose someone with experience, knowledge of the market, and great negotiation and people skills.

SIGN BUYERS AGENCY PAPERWORK AND DISCLOSURES

A buyer's agent agreement is a contract between a home buyer and a real estate agent that defines how the two agree to work together.

MORTGAGE PRE APPROVAL

- Your mortgage pre approval will determine your purchasing power. It will help you determine your range of affordability and where you are comfortable with your monthly payments and money needed for closing.
- Finding your correct price range helps us to focus on a payment you are comfortable with and not see homes out of this range which sets you up with unrealistic expectations.
- We also need your pre approval to make an offer. We are in a seller's market with multiple offers per listing, so we need to be ready to move quickly when we find your perfect house.



DETERMINING YOUR SEARCH CRITERIA

and setting up your property search

We will discuss your needs and goals. What are you are looking for and your timing.

- What areas do you prefer? How many bedrooms, bathrooms, and garages would you like? Do you want central air? What are your must haves for your new home?
- What other important information you would like to add?
- When is your ideal moving time frame?
From offer to close is 35 to 60 days. Cash can close in a few weeks. Conventional about 35 days. FHA and VA 40 to 45 days. Once we know what you are looking for I set up your Property Emails. You will get email notifications of new listings that meet your specifications listed by any company in the area the second it hits the market.

DRIVE BYS & PROPERTY TOURS

- If you love it on line, do a drive by. Realtor's put the best images online to give you the best first impression... Sometimes reality can be different from their photos!! Check out the drive time, the neighborhood, the house, the parking...
- Once you drive by and like it...we get to see inside!! We schedule an appointment with the home owner for me to show you the property! We will check out the house and discuss the positive and negative factors that may affect the value, future resale, and if the home fits your needs.

MORTGAGE APPLICATION

The mortgage application is extensive and contains information including the property being considered for purchase, the borrower's financial situation, as well as employment history.



PUTTING IN AN OFFER

And Negotiating Your Terms

Once you find a home you like, it's time to write up an offer...here comes the paperwork!! We will discuss our negotiation strategies for the property and write up your offer. Our offer will include all the home details, the financing, sales price, closing date, hand money, and home warranty. A Home Warranty can help to reduce your risk of repair costs after purchasing a property.

If your offer is accepted, we collect your hand money... typically about 1% of sales price... that is held in a corporate escrow account until closing. It comes off of your closing costs at closing. Basically it shows your interest and commitment in the property and you only lose it if you walk away. Your offer will most likely be contingent on home inspections and mortgage. You can get your money back if you aren't satisfied after home inspections or if you don't qualify for your mortgage.

HOME INSPECTIONS

- Home Inspections will be scheduled within a few days of your offer being accepted. This is paid by you at the time of inspections. You may choose any home inspector you prefer and I have a network of inspectors I trust and refer.
- Home inspections cost about \$350. After the inspection we will work with the seller to request remedies for serious or safety concerns discovered during the home inspection. Most home inspection reports are over 20 pages and I help you prioritize the real concerns and items we want to ask the seller to fix prior to closing.
- You also will need a pest inspection for about \$75, to make sure there are no wood destroying insects causing damage to the home.
- We also recommend radon inspections for this area. Radon is a colorless, odorless gas that can harm you over time. It costs about \$150 for the 2 day test, and if radon is discovered, we ask the seller to install a radon mitigation system prior to closing.
- Depending on the age of property, we may also recommend camera sewer tests which are about \$175. If anything comes up on the sewer cam test, we ask the seller to repair prior to closing.
- All these inspections are paid by you at time of inspections... so you want to be serious about a home to invest \$700-\$800 out of pocket in inspections.



THE CLOSING & BEYOND

- All the way to the Closing Table, I will be diligently working to make sure everything is coming together as seamlessly as possible!
- Coldwell Banker Concierge Services are available to you even after closing!
- After Closing, I would be honored to keep in touch through email, social media, US mail, whichever communication outlet is best for you!
- Referrals to your family and friends are the highest compliments I can receive, I truly appreciate your trust and confidence in me by your referral.

Renting vs. Buying

Short-term Flexibility
Zero Maintenance Work
Less "Up-front" Cash
Landlord Restrictions
No Tax Advantages
You're paying for the housing
whether you own or rent

Build Equity
Tax Breaks
Stable Housing Payments
Improved Sense of Family Stability
Emotional Benefits
Feeling Part of a Community

WHAT YOU PAY IN RENT COULD BE EQUITY IN YOUR OWN HOME

"When I saw how much this totaled over time and how much of his mortgage I had been paying, it really made me upset with myself for throwing the better part of my salary into someone else's homeownership."

Try it yourself:

1. Write down how much you spend /spent on monthly rent? _____
2. How long on average do/did you rent? _____
3. Lookup your monthly rent, then go to the yearly row

Money spent on rent has no tax benefit, can't be recouped, you're paying off someone else's home, and for a few bucks more or less you can own your own!

Monthly Rent	1 Year	2 Years	3 Years	4 Years	5 Years	10 Years	15 Years	20 Years	30 Years
\$ 600	\$ 7,200	\$ 14,400	\$ 21,600	\$ 28,800	\$ 36,000	\$ 72,000	\$ 108,000	\$ 144,000	\$ 216,000
\$ 650	\$ 7,800	\$ 15,600	\$ 23,400	\$ 31,200	\$ 39,000	\$ 78,000	\$ 117,000	\$ 156,000	\$ 234,000
\$ 700	\$ 8,400	\$ 16,800	\$ 25,200	\$ 33,600	\$ 42,000	\$ 84,000	\$ 126,000	\$ 168,000	\$ 252,000
\$ 750	\$ 9,000	\$ 18,000	\$ 27,000	\$ 36,000	\$ 45,000	\$ 90,000	\$ 135,000	\$ 180,000	\$ 270,000
\$ 800	\$ 9,600	\$ 19,200	\$ 28,800	\$ 38,400	\$ 48,000	\$ 96,000	\$ 144,000	\$ 192,000	\$ 288,000
\$ 850	\$ 10,200	\$ 20,400	\$ 30,600	\$ 40,800	\$ 51,000	\$ 102,000	\$ 153,000	\$ 204,000	\$ 306,000
\$ 900	\$ 10,800	\$ 21,600	\$ 32,400	\$ 43,200	\$ 54,000	\$ 108,000	\$ 162,000	\$ 216,000	\$ 324,000
\$ 950	\$ 11,400	\$ 22,800	\$ 34,200	\$ 45,600	\$ 57,000	\$ 114,000	\$ 171,000	\$ 228,000	\$ 342,000
\$ 1,000	\$ 12,000	\$ 24,000	\$ 36,000	\$ 48,000	\$ 60,000	\$ 120,000	\$ 180,000	\$ 240,000	\$ 360,000
\$ 1,100	\$ 13,200	\$ 26,400	\$ 39,600	\$ 52,800	\$ 66,000	\$ 132,000	\$ 198,000	\$ 264,000	\$ 396,000
\$ 1,200	\$ 14,400	\$ 28,800	\$ 43,200	\$ 57,600	\$ 72,000	\$ 144,000	\$ 216,000	\$ 288,000	\$ 432,000
\$ 1,300	\$ 15,600	\$ 31,200	\$ 46,800	\$ 62,400	\$ 78,000	\$ 156,000	\$ 234,000	\$ 312,000	\$ 468,000
\$ 1,400	\$ 16,800	\$ 33,600	\$ 50,400	\$ 67,200	\$ 84,000	\$ 168,000	\$ 252,000	\$ 336,000	\$ 504,000
\$ 1,500	\$ 18,000	\$ 36,000	\$ 54,000	\$ 72,000	\$ 90,000	\$ 180,000	\$ 270,000	\$ 360,000	\$ 540,000
\$ 1,600	\$ 19,200	\$ 38,400	\$ 57,600	\$ 76,800	\$ 96,000	\$ 192,000	\$ 288,000	\$ 384,000	\$ 576,000
\$ 1,700	\$ 20,400	\$ 40,800	\$ 61,200	\$ 81,600	\$ 102,000	\$ 204,000	\$ 306,000	\$ 408,000	\$ 612,000
\$ 1,800	\$ 21,600	\$ 43,200	\$ 64,800	\$ 86,400	\$ 108,000	\$ 216,000	\$ 324,000	\$ 432,000	\$ 648,000
\$ 1,900	\$ 22,800	\$ 45,600	\$ 68,400	\$ 91,200	\$ 114,000	\$ 228,000	\$ 342,000	\$ 456,000	\$ 684,000
\$ 2,000	\$ 24,000	\$ 48,000	\$ 72,000	\$ 96,000	\$ 120,000	\$ 240,000	\$ 360,000	\$ 480,000	\$ 720,000
\$ 2,500	\$ 30,000	\$ 60,000	\$ 90,000	\$ 120,000	\$ 150,000	\$ 300,000	\$ 450,000	\$ 600,000	\$ 900,000
\$ 3,000	\$ 36,000	\$ 72,000	\$ 108,000	\$ 144,000	\$ 180,000	\$ 360,000	\$ 540,000	\$ 720,000	\$ 1,080,000

Client Accolades

★ I highly recommend Krista to anyone looking to buy or sell. She is very kind and bubbly, yet she is passionate and works hard to get your home in order quickly to sell, promote it well and get it sold! She doesn't waste any time! She will promote your home in many ways, even during covid, she found creative ways to show and advertise my home!
—Jenna N, Client

★ Krista is very responsive, prepared, and professional. I was impressed with how quickly she came up with comps and any other information we had questions about. We had such a smooth transition between selling our house and buying another. She's an overall great person and agent. I highly recommend her!—Mary B, Client

Krista was excellent in helping us get our house sold! She is professional and friendly and was so helpful in every step of the process. She made everything so easy for us. I would definitely use her again if I ever need real estate services in the future.
—Amber H, Client

Krista went above and beyond all of my expectations. She did an outstanding job and explained everything to me in terms I could understand. She worked hard over a holiday weekend to make sure all my paperwork got completed and told me not give up when it seemed impossible. —Rebecca, Client ★

★ Krista is an excellent agent and a true pro. I would 100% recommend her. She has the expertise and soft skills to work well with a lot of different personalities while being able to balance being a tough negotiator who always keeps her clients' goals paramount. She is extremely responsive, on the ball and just an overall lovely person. —Griffin R, Client

Our family has extensive listing experience with Krista on both the buying and selling sides of the process and also with rental property. Krista is simply impressive! She is the consummate professional. She is honest, extremely knowledgeable about homes and also about the sale and purchase processes, high energy, hardworking, affable, positive, persistent ... I could continue! But I just want to say that I would trust Krista with ANYTHING having to do with real estate and I will never use any other agent! —Kim, Client ★



Looking forward to
working with you to find
your perfect home!



KRISTA LORENZO, REALTOR  **COLDWELL BANKER** 1630 Washington Rd, Pittsburgh, PA 15241

krista.lorenzo@pittsburghmoves.com | CELL: 412-956-6563 | OFFICE: 412-833-5405 | www.kristalorenzo.com | LICENSE: RS223900L