



LAW OFFICE OF

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INFORMATION FOR HOME OWNERS

Congratulations! You have decided to make your dream of owning a home (or investment property) into a reality. Before you begin, let's look at some important issues that will provide you with the answers and the steps that will make your journey a pleasant and rewarding experience.

- **Choosing the best real estate agent for you**
- **Selecting the most advantageous mortgage lender**

CHOOSING THE BEST REAL ESTATE AGENT FOR YOU

As with any major journey, you need a capable, competent guide to lead you through the steps that ultimately will bring you to your final destination – in this case, your new home.

Choose an agent with whom you feel comfortable. It is in your best interest to choose an agent who is responsive to your needs and the needs of your loved ones; one who compliments your personality; and one who is prepared to be with you throughout each step of the home-buying process.

A FEW SIMPLE GUIDELINES FOR FINDING THE “RIGHT” AGENT ARE:

- If you already know the neighborhood in which you would like to live, find an agent that is knowledgeable about that community.
- Seek an experienced agent with a known reputation - many websites offer testimonials; look at agent credentials; and/or awards received.
- Seek someone who is a member of the Board of Realtors®.
- Find someone who is continuing their education - a Certified Residential Specialist (CRS), Certified Residential Broker (CRB), a graduate of the Realtors Institute (GRI) or an Accredited Buyer's Representative (ABR) - this shows the realtor is interested in the business long-term and is willing to invest in their career.
- Seek referrals from your family and/or friends.
- Interview multiple agents before you make your final decision.

Side note: If you call on a single classified advertisement in a newspaper, an ad in a home selling magazines or a listing on the Internet, you most likely are calling the listing agent.

Keep in mind, home buyers - you - need to search for a realtor the same way that home sellers do. There are two “sides” to every sale. The seller’s side is represented by the **listing agent**. The buyer’s side is represented by the **selling agent**. The selling agent also is referred to as the buyer’s agent. Usually, real estate commissions are paid by the seller. For this reason, the selling agent, although representing the buyer, has certain duties to the seller. If you, as the homebuyer, want to have a real estate agent represent only your interests, you will need to hire and pay commission to your own real estate agent. These real estate agents are generally referred to as buyer’s agents and require you sign a buyer’s agency agreement.

SELECTING THE MOST ADVANTAGEOUS MORTGAGE LENDER

With your realtor chosen, you now have another resource to assist you with process of securing a mortgage lender, if you haven’t done so already. Rest assured, your real estate agent can often help you understand and choose the type of lender that best fits your financial needs.

Each lender is different, so be sure to choose one that will work with you and your specific circumstances. Whether you are shopping for lenders offering the best deals or looking to establish a long-term relationship with a mortgage lender who can provide you with customized financing according to your long-term goals, seek the services of reputable mortgage lenders that work for reputable lending institutions. Check with several lending institutions, and if you find a great deal but are unsure about the lender or mortgage broker, use one or more reporting services.

Again, remember, your realtor should be able to provide a great deal of assistance in finding just the right lender. The following directory also will help you locate a lender right for you.