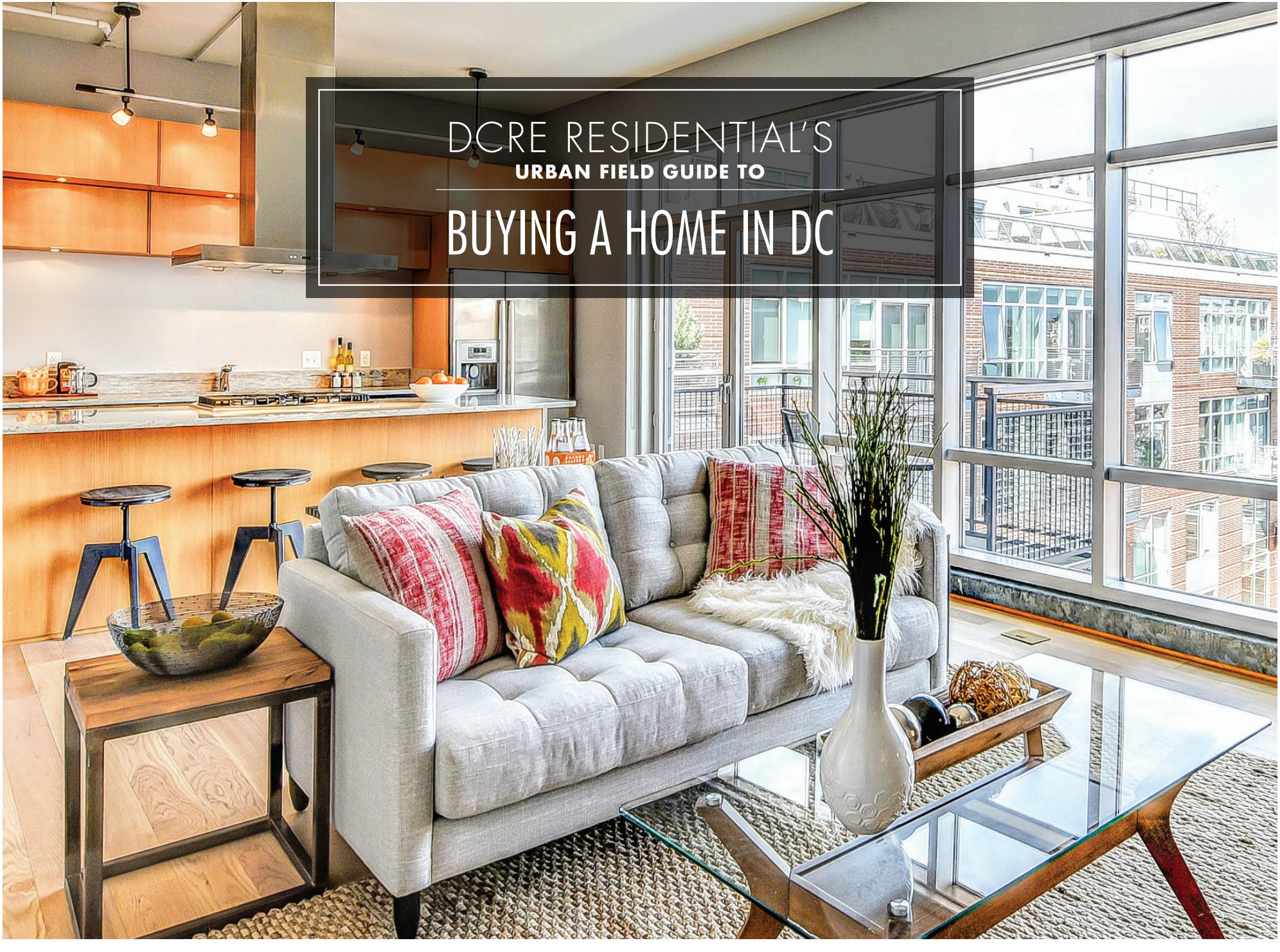

DCRE RESIDENTIAL'S
URBAN FIELD GUIDE TO
BUYING A HOME IN DC

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Tianni Craig Realtor® **808.233.9911** **tianni@dcreresidential.com**

1405 RHODE ISLAND AVENUE, NW WASHINGTON, DC 20005 o 202.299.1100 f 202.747.7513 DCRERESIDENTIAL.COM

FIND AN *agent*

As a Buyer's Agent, we work for you, not the Seller. It is our job to find the perfect home for you, negotiate the best deal and guide you step-by-step through the entire process of purchasing your home.

Best part of working with a buyer's agent? You don't have to pay for it! Agents are independent contractors who get paid from the Seller's proceeds at closing.

What I'll do for you:

First and foremost, I listen to you

Understand what it is you're looking for

Identify properties that fit your criteria

Help you discover new neighborhoods

Take you on tours of the homes that interest you most

Write the offer when you find your perfect home

Negotiate the contract to get you the best terms possible

Recommend: Home Inspectors, Lenders, Title Companies, Movers, Painters, Contractors

Walk you through the process from contract to closing

Most importantly, act as your advisor & advocate

Contact me! **Tianni Craig**
808.233.9911 or **tianni@dcreresidential.com**

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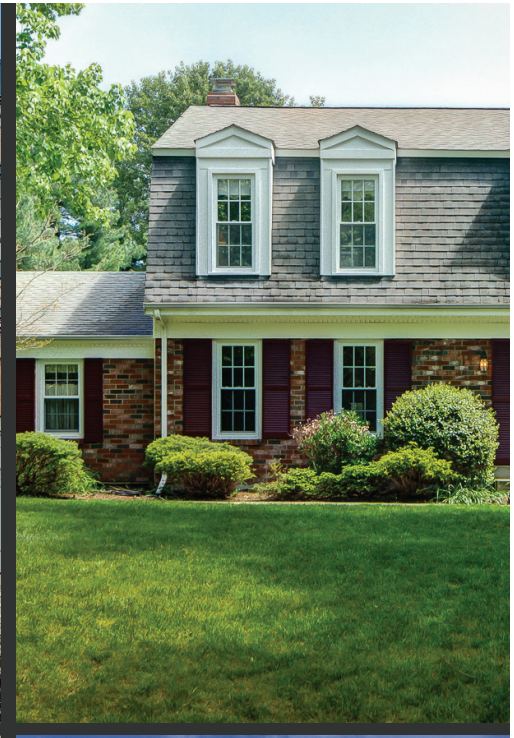


FIND YOUR *style*

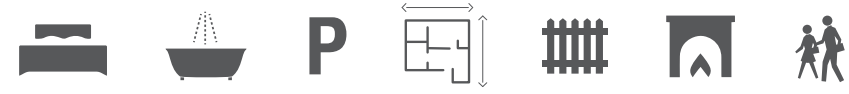
New & Modern?

Old & Charming?

Something In-Between?

What are your ***Must Haves*** versus your ***Really Wants?***

What's on your wish list?



BEDROOMS	**OUTDOOR SPACE**
BATHROOMS	**AMENITIES**
PARKING	**NEIGHBORHOODS**
SIZE	**WALKABILITY**

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FIND A *lender*

Working with a reputable, local lender is huge part of helping to ensure a smooth transaction from contract to closing. The mortgage application isn't nearly as scary as it seems.

Here's a list of things you'll need to get pre-approved:

2 MONTHS BANK STATEMENTS

2 MONTHS FINANCIAL STATEMENTS

LAST 2 PAY STUBS

2 YEARS TAX RETURNS

2 YEARS W2

CREDIT CHECK – LENDER WILL RUN FOR YOU

Your lender will then work with you to determine what loan program is best for you based on how much your can – and want – to spend.

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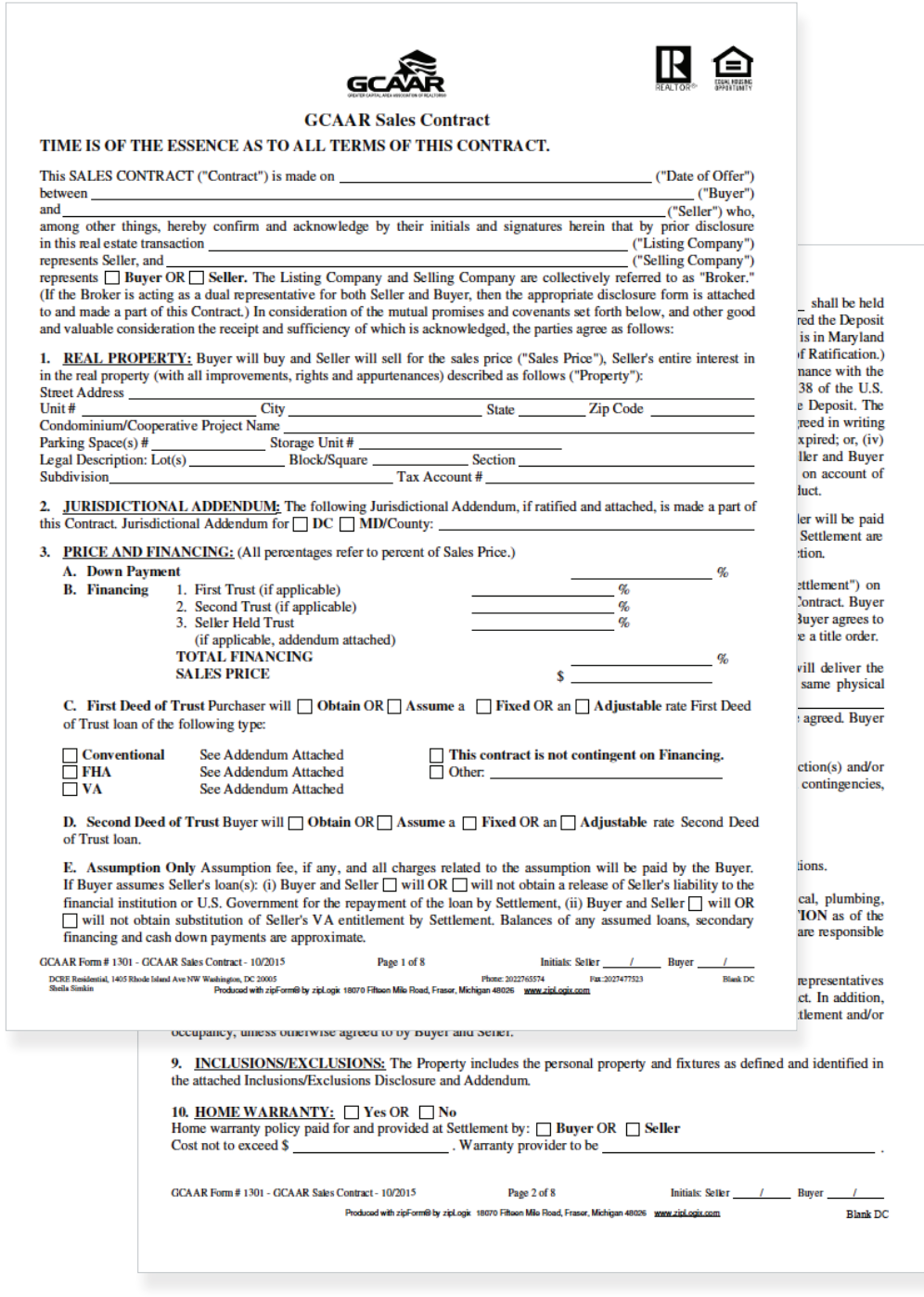

GCAAR Sales Contract

TIME IS OF THE ESSENCE AS TO ALL TERMS OF THIS CONTRACT.

This SALES CONTRACT ("Contract") is made on _____ ("Date of Offer") between _____ ("Buyer") and _____ ("Seller") who, among other things, hereby confirm and acknowledge by their initials and signatures herein that by prior disclosure in this real estate transaction _____ ("Listing Company") represents Seller, and _____ ("Selling Company") represents ☐ **Buyer** OR ☐ **Seller.** The Listing Company and Selling Company are collectively referred to as "Broker." (If the Broker is acting as a dual representative for both Seller and Buyer, then the appropriate disclosure form is attached to and made a part of this Contract.) In consideration of the mutual promises and covenants set forth below, and other good and valuable consideration the receipt and sufficiency of which is acknowledged, the parties agree as follows:

1. REAL PROPERTY: Buyer will buy and Seller will sell for the sales price ("Sales Price"), Seller's entire interest in the real property (with all improvements, rights and appurtenances) described as follows ("Property"):
Street Address _____
Unit # _____ City _____ State _____ Zip Code _____
Condominium/Cooperative Project Name _____
Parking Space(s) # _____ Storage Unit # _____
Legal Description: Lot(s) _____ Block/Square _____ Section _____
Subdivision _____ Tax Account # _____

2. JURISDICTIONAL ADDENDUM: The following Jurisdictional Addendum, if ratified and attached, is made a part of this Contract. Jurisdictional Addendum for ☐ **DC** ☐ **MD/County:** _____

3. PRICE AND FINANCING: (All percentages refer to percent of Sales Price.)

A. Down Payment _____ %

B. Financing
1. First Trust (if applicable) _____ %
2. Second Trust (if applicable) _____ %
3. Seller Held Trust _____ %
(if applicable, addendum attached)

TOTAL FINANCING _____ %
SALES PRICE $ _____

C. First Deed of Trust Purchaser will ☐ **Obtain** OR ☐ **Assume** a ☐ **Fixed** OR an ☐ **Adjustable** rate First Deed of Trust loan of the following type:

☐ **Conventional** See Addendum Attached ☐ **This contract is not contingent on Financing.**
☐ **FHA** See Addendum Attached ☐ Other: _____
☐ **VA** See Addendum Attached

D. Second Deed of Trust Buyer will ☐ **Obtain** OR ☐ **Assume** a ☐ **Fixed** OR an ☐ **Adjustable** rate Second Deed of Trust loan.

E. Assumption Only Assumption fee, if any, and all charges related to the assumption will be paid by the Buyer. If Buyer assumes Seller's loan(s): (i) Buyer and Seller ☐ will OR ☐ will not obtain a release of Seller's liability to the financial institution or U.S. Government for the repayment of the loan by Settlement, (ii) Buyer and Seller ☐ will OR ☐ will not obtain substitution of Seller's VA entitlement by Settlement. Balances of any assumed loans, secondary financing and cash down payments are approximate.

GCAAR Form # 1301 - GCAAR Sales Contract - 10/2015 Page 1 of 8 Initials: Seller ____/____ Buyer ____/____
DCRE Residential, 1405 Rhode Island Ave NW Washington, DC 20005 Phone: 2022765574 Fax: 2027477523 Blank DC
Sheila Simkin
Produced with zipForm® by zipLogix 18070 Fifteen Mile Road, Fraser, Michigan 48026 www.zipLogix.com

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are responsible
representatives
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ttlement and/or

occupancy, unless otherwise agreed to by Buyer and Seller.

9. INCLUSIONS/EXCLUSIONS: The Property includes the personal property and fixtures as defined and identified in the attached Inclusions/Exclusions Disclosure and Addendum.

10. HOME WARRANTY: ☐ **Yes** OR ☐ **No**
Home warranty policy paid for and provided at Settlement by: ☐ **Buyer** OR ☐ **Seller**
Cost not to exceed $ _____. Warranty provider to be _____.

GCAAR Form # 1301 - GCAAR Sales Contract - 10/2015 Page 2 of 8 Initials: Seller ____/____ Buyer ____/____
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MAKE AN *offer*

You've found the perfect place and now it's time to ***Make an Offer!***

DC is a very competitive market so you need an agent who knows the contract and who can help you structure an offer to get accepted with the most favorable terms.

Items we'll discuss:

OFFER PRICE

SETTLEMENT DATE

EARNEST MONEY DEPOSIT

CONTINGENCIES

- **HOME INSPECTION**
- **APPRAISAL**
- **FINANCING**

TITLE COMPANY

ESCALATION CLAUSES

CLOSING COSTS

FINAL *steps*

Congratulations – you got the house! Now what?

We will:

GUIDE YOU STEP-BY-STEP THROUGH THE CONTINGENCIES

SET UP THE CLOSING

BE YOUR POINT OF CONTACT FOR YOUR LENDER & SETTLEMENT COMPANY

TAKE YOU ON A FINAL WALK-THROUGH OF THE PROPERTY

ACCOMPANY YOU TO THE SETTLEMENT

You will:

CHOOSE A MOVING COMPANY

SET UP UTILITIES FOR YOUR NEW HOME

SEND OUT CHANGE OF ADDRESS CARDS

COME TO SETTLEMENT TO SIGN MORTGAGE DOCUMENTS

SIGN THE DEED OF TRUST

GET THE KEYS TO YOUR NEW HOME!

The home buying process can be a daunting one but with the help of an experienced Buyer's Agent to walk you through every step & manage your expectations, you can feel confident that not only do you have a new home you love, but the journey to get it was as painless as possible. Contact me now so we can get started!

Tianni Craig 808.233.9911 or **tianni@dcreresidential.com**

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