

## Realtor Scripts for Buyers

### Why get pre qualified script

One of the first steps of the home buying process is to find the price range of your new dream home.

The process starts with contacting a lender so that they can help you select the best program to benefit your needs and to see what price and payment amount you would qualify for.

Please contact the below who can help you with getting a pre approval letter:

Kristine Kennedy  
904-421-6969 Office  
[Kkennedy@Watsonmortgagecorp.com](mailto:Kkennedy@Watsonmortgagecorp.com)  
ApplywithKristine.com

Kristine is a mortgage consultant at Watson Mortgage and she will be able to assist you with obtaining a pre-approval, all of your financing questions, comparing all of the different loan programs, shopping all of the major lender's rates, and every other step of the purchasing process.

Her website is loaded with lots of content about the mortgage process. You can enter your personal information on her secure online website or you can give her a call and give her your personal information whichever is more convenient for you. She has been with Watson Mortgage for 14 years and has access to all of the major lenders to ensure that you receive the best product for your needs and the best deal since she can shop your loan for you with over 30 different lenders.

There are many loan programs available ranging in down payment, costs, and monthly payments. We want to make sure that we look at homes that fit your monthly budget that you are comfortable paying.

I know your time is valuable and we want to ensure we spend time wisely looking at homes in your price range. I don't want you to fall in love with something that you decide doesn't fit your monthly budget. We need to make sure we have enough money to enjoy your lifestyle after you purchase your new home.

## Set expectations for money needed to purchase a home

I just wanted to take a moment to break down the upfront fees that you will need when we find your dream home.

The first check you will need will be for the binder check which varies from \$500 to \$1000.

The second check you will need will be for the appraisal which varies from \$450 to \$550.

The third check you will need will be for the inspections which varies from \$450 to \$750 depending on the house condition and the needed inspections such as the home inspection, termite, 4 point, well, and septic inspections.

## Now that we have an executed contract

I would like to take this time to review some of the information relating to this contract so we can insure a successful closing on time. Please review the process below:

- 1) Your Binder check is due asap made out to Watson Realty Corp so please drop a check off at my office.

\*\*\*The check can be a personal check, a cashier's check, or a money order. NO CASH and NO CREDIT CARDS may be accepted\*\*\*

- 2) Contact your lender because your loan application is due within 5 days.

\*\*\*Please instruct your lender to order appraisal within 3 days of application\*\*\*

- 3) Contact your insurance agent to obtain a quote for a homeowner's insurance policy. You will give them basic information about the home and they will handle the rest.

\*\*\*Ask the insurance agent if the home is in a flood zone and if so, what is the cost of the flood insurance.\*\*\*

\*\*\*Ask the insurance agent if due to the age of the home if any additional inspections are required besides the standard home inspection such as a 4 point inspection, wind mitigation.\*\*\*

4) Contact your inspector and schedule the inspections because we have a short 10 day time window. The deadline to submit to the seller a written repair request is within 10 days so you will need the inspections completed before the 7<sup>th</sup> day..

\*\*\*You will receive a copy of your report within 1 day and have your inspector copy me on the report so we can review it together\*\*\*

\*\*\* The home inspection report is for your information only. Please DO NOT forward your inspection to your lender nor the insurance company!\*\*\*

5) Your lender will be ordering the appraisal for your home and sending you a copy.

\*\*\*Please send me a copy of the appraisal for my records.\*\*\*

6) A week before closing, you should begin to contact your utility companies to put accounts in your name for the electric, water, phone, and cable.

7) The current law states that you must receive your closing disclosure at least 3 days before we can close. We recommend that you contact your lender 5 days before closing to confirm that your loan is on track to be able to close on time.

You will receive your closing disclosure from your lender 3 days before closing.

\*\*\*Please forward me a copy of the closing disclosure for my review and please call me with any questions or concerns.\*\*\*

8) I will confirm with the closing agent if you need to get a cashier's check (NO personal checks are allowed) or wire the funds for the amount on the bottom of the page 1 labeled "Cash to Close." on your Closing Disclosure.

\*\*\*Please have the check or wire made out to the labeled "Settlement Agent" which is on the top of page 1.\*\*\*

9) We will schedule a final walk through of the home the day before or the morning of closing to verify that all of the repairs have been completed and that the home is in the same condition as it was in when we wrote the contract.

10) I will give you the details of the date, time, and location of your closing where you sign all of the closing documents.

\*\*\*Please bring a valid ID with you to the closing\*\*\*

11) After you sign the closing documents, they will send the documents over to the lenders closing division where they are reviewed for signing accuracy which can take 15-30 minutes. After they are reviewed by the closing division, a funding

number is issued which gives your closing agent permission to release the funds to the seller.

### Script for the BOND program for CLAY and DUVAL

The hardest hit fund is \$15,000 of bond money which you can use toward your down payment and closing costs. The bond money is a zero interest loan that is forgiven at 20% per year for the first five years as long as it is your primary residence.

You have to meet the below requirement to qualify for the \$15,000:

- 1) You have to be buying a home in Duval or Clay county
- 2) You have to have a 640 credit score
- 3) You cannot have owned a home in the last 3 years
- 4) The income limits are as follows:

\*\*\*For a conventional loan, the family income limit is \$90,860.\*\*\*

\*\*\*For a FHA / VA loan the limit for 1 or 2 people \$69,176, and for 3 or more people \$79,552\*\*\*

If your family income is over these amounts, then you will not qualify for the BOND money.

- 5) All adults living in the home must take a homebuyers class. Each location offering the class has different costs varying from \$50 to \$100 and varying schedules of dates, times, and locations. The lists of classes is at the below link: link [http://www.watsonmortgagecorp.com/kristine\\_kennedy/HomebuyerClass.pdf](http://www.watsonmortgagecorp.com/kristine_kennedy/HomebuyerClass.pdf)

### Scripts for Bond program for St Johns COUNTY

The \$7,500 is bond money which you can use toward your down payment and closing costs. The bond money is a zero interest loan that you payback when you sell the home or in 30 years. It is always paid back, and it is never forgiven.

You have to meet the below requirement to qualify for the \$7500:

- 1) You have to be buying a home in St Johns County

- 2) You have to have a 640 credit score
- 3) You cannot have owned a home in the last 3 years
- 4) The income limits are as follows:

\*\*\*For a conventional loan, the family income limit is (1-2) 74,365 and (3+) \$77,880.\*\*\*

\*\*\*For a FHA / VA loan the limit for 1 or 2 people \$69,176, and for 3 or more people \$75,960.\*\*\*

If your family income is over these amounts, then you will not qualify for the BOND money.

- 5) All adults living in the home must take a homebuyers class. Each location offering the class has different costs varying from \$50 to \$100 and varying schedules of dates, times, and locations. The lists of classes is at the below link:  
link [http://www.watsonmortgagecorp.com/kristine\\_kennedy/HomebuyerClass.pdf](http://www.watsonmortgagecorp.com/kristine_kennedy/HomebuyerClass.pdf)