



TRUE HOME TEAM

TRUE HOME TEAM AT MONUMENT REALTY

BUYERS

Packet

**THE COMPLETE GUIDE
FOR YOUR HOME BUYING PROCESS**

Jason

KAUFMAN



As the Team Leader of the True Home Team at Monument Realty, Jason provides purpose, direction, and motivation to a team of agents and assistants who are all dedicated to making every transaction flow smoothly from start to finish. They strive to create long-term relationships based on trust, support, and the utmost in customer service.

When you're looking for a REALTOR® in the Dallas/Fort Worth area who will use his market knowledge, experience, drive, and determination to turn your real estate goals into reality, look to Jason Kaufman and the True Home Team. You'll soon know why his past clients say they'd never choose anyone else.

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TRUEHOMETEAM.COM



TRUE HOME TEAM



TRUE HOME TEAM



A home is one of the most important investments you can make.

We helped over 200 families in 2021 reduce their stress and increase their confidence with our team guiding them every step of the way. Whether you are buying or selling, the True Home Team at Monument Realty will ensure a seamless transaction.

YOUR DEDICATED TEAM



Along with having an amazing team of supporting agents, we also have dedicated staff members working tirelessly to ensure your success. Meet Patti, your Team Coordinator, and Haley, your Director of Marketing.

The PROCESS

1. SET YOUR HOME BUYING GOALS
2. MEET WITH A REAL ESTATE AGENT
3. GET PRE-APPROVED
4. SHOP FOR YOUR HOME
5. OFFERS & NEGOTIATIONS
6. INSPECTIONS
7. APPRAISAL/FINAL LENDER APPROVAL
8. FINAL WALK THROUGH
9. CLOSING
10. MOVE IN!



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The QUESTIONS

GENERAL QUESTIONS

CITY YOU WOULD LIKE TO PURCHASE IN:

PREFERRED SCHOOL/SCHOOL DISTRICT:

DO YOU HAVE CHILDREN? **Y N**

IF YES, HOW MANY?

DO YOU HAVE PETS? **Y N**

HAVE YOU BOUGHT OR SOLD A HOME IN THE PAST? **Y N**

IF YES, HOW LONG AGO AND WHERE?

DO YOU HAVE A PROPERTY TO SELL? **Y N**

WHEN DO YOU WANT TO PURCHASE BY?

FINANCIAL QUESTIONS

HAVE YOU SPOKEN TO A LENDER? **Y N**

HAVE YOU BEEN PRE-APPROVED? **Y N**

NEW HOME QUESTIONS

WHAT STYLE OF HOME WOULD YOU PREFER?

ARE STAIRS ACCEPTABLE? **Y N**

WHAT SQUARE FOOTAGE DO YOU PREFER?

DO YOU WANT A BASEMENT? **Y N**

OPEN FLOOR PLAN? **Y N**

FORMAL DINING? **Y N**

POOL/SPA? **Y N**

GARAGE? **Y N**

AN OFFICE OR STUDY? **Y N**

PATIO OR DECK? **Y N**

SPRINKLER SYSTEM? **Y N**

OF BEDROOMS?

OF BATHROOMS?

ANY OTHER SPECIFIC FEATURES IMPORTANT TO YOU?



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The CHECKLIST

THE BASICS

PROPERTY ADDRESS: _____

PROPERTY PRICE:

OF BEDROOMS:

HOA FEES:

SQ FT:

OF BATHROOMS:

FIRST IMPRESSION?

THE HOME



EXTERIOR CONDITION

INTERIOR CONDITION

FLOORPLAN

LIVING AREA

DINING AREA

KITCHEN

MASTER BEDROOM

GUEST BEDROOM

OTHER BEDROOM(S)

STUDY

THE DETAILS



INTERIOR PAINT

FIREPLACE

KITCHEN APPLIANCES

LIGHTING

FLOORING

PATIO/BALCONY

POOL/SPA

SPRINKLER SYSTEM

SECURITY SYSTEM

HVAC SYSTEM

THE LOCATION



NEIGHBORHOOD

SCHOOLS/DISTRICT

SECURITY/SAFETY

OVERALL LOCATION

ADDITIONAL NOTES: _____

OVERALL *Rating*

1 2 3 4 5

OFFERS & NEGOTIATIONS

The Factors to Consider

Accepting the highest price offer seems like a logical choice, but there are many factors to consider when a seller reviews an offer, and knowing your options lets you come up with a plan that works best for you.

CASH OFFER

Some sellers accept a lower-priced cash offer over a higher-priced loan offer because there are typically fewer issues that come up, like, for example, a loan falling through. Consider your timeline and finances to evaluate if it is worth submitting a lower offer for a faster closing and often a much simpler process.

CLOSING DATE

Some sellers may be looking to move in as soon as possible, while others may need more time in order to sell their own house. A seller may select an offer based on a timeframe that works best for them, or you might have to be more flexible in order to close the deal.

CLOSING COSTS

Closing costs typically fall under the buyer's list of expenses, but buyers may ask the seller to pay for a portion, or all of this expense, as part of the sale negotiation.

CONTINGENCY CLAUSES

A contingency clause is a qualifying factor that has to be met in order for the buyer to move forward with the sale. Contingency clauses often include details of financing, inspections, and home sales. These terms can be negotiated between the parties. The contingency allows the buyer to back out of the contract without penalty if the terms are not met.

VENDOR LIST

The People We Trust

It can be overwhelming trying to figure out the best companies to trust when moving in this fast-paced market. Here are a few of our highly trusted partners, but don't hesitate to ask me for our full list of vendors.

LENDERS

Cherry Creek Mortgage: Todd Nunnis Team 817.291.1350

Churchill Mortgage: Chris O'Mara Team 469.238.0327

Town Square Mortgage: The Jannasch Group 972.292.7597

TITLE

Lawyers Title: Rachel Shelton Team 972.377.2158

Capital Title: The Good Team 469.831.3518

Providence Title: Clarissa Christman Team 972.596.3335

INSURANCE

Royalty Insurance: Beth & Carlos 972.801.9188

HOME INSPECTORS

Super Inspectors: Randy Loffin or Chuck Schmidtke 940.367.1708

Red Ladder Inspections: Greg Vanderwalt 817.637.8822

343 Inspections: Greg Bontrager 214.800.2001

HOME WARRANTY

America's Preferred Home Warranty: Christina Pierson 214.601.3833

Homeserve: Jamie Flynn 972.965.1885

Monument Realty

IS NOT YOUR TRADITIONAL
REAL ESTATE COMPANY

Top 2% in Volume in North Texas

Industry Leading Brokerage with Top Professional,
Productive and Positive Agents

Cutting-edge real estate technology

The Dallas Morning has ranked us as the #1 company to work for the last 2 years and the People's choice award for the favorite real estate company in DFW.

We are the official real estate company of the Dallas Cowboys, Texas Rangers, and Dak Prescott.



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Director of
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▶ 262

RONDA THURLKILL

DIRECTOR OF
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DEVELOPMENT

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AT
THE STAR

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Social MEDIA

CHECK OUT OUR FEATURED LISTINGS!



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TRUE HOME TEAM AT MONUMENT REALTY

▶ 253

▶ 1210

▶ 285



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BEHIND THE SCENES

REALTY TEAM



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