

HOMEBUYER'S *guide*



clubhouse

REALTY GROUP

A STEP BY STEP PROCESS TO FINDING THE
HOUSE YOU WILL CALL HOME



Hello!

WE ARE THE RAYS

Howdy from Fort Worth, Texas! We are Lauren and Spencer Ray of Clubhouse Realty Group: an elite team helping clients buy, sell, and invest in real estate in Dallas and Fort Worth. Licensed since 2016, Lauren has led her clients to success and beyond by being a natural communicator, motivator, and negotiator. Having been involved in thousands of transactions over her career, she has built a majorly reputable business that is well known here in the metroplex.

In 2023, Lauren brought her husband, Spencer, from corporate America to join her in real estate and officially launch Clubhouse Realty Group. We continue to grow our team and expand into different markets across North Texas. With partner connections all over the nation, we are prepared for any scenario. First-time home buyers, U.S. Military clients, relocations to D/FW, deaths, divorces, investments, burn-out properties... we've done it all. We are here to be a resource and leader for you in this process.

We are here for you. Let's work together and make this a win-win now and for years to come. Our team would be honored to represent you in your property purchase.

Lauren and Spencer

Google Reviews

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REALTY GROUP

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YOUR DREAM REAL ESTATE TEAM

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Dallas/Fort Worth and Surrounding Areas



MEET OUR *team*

Lauren Hilliard Ray

FOUNDER AND TEAM LEADER



Since 2016, my passion is helping clients navigate the complex and ever-changing world of real estate. With years of experience in the industry, I have built a reputation for delivering exceptional service and achieving outstanding results for my clients. I am the Vice Chair for the Women's Impact Network, leading a team of over 2,000 members across the country, that focuses on leadership and business development.



Spencer Ray

MANAGING PARTNER AND LEAD AGENT

As a skilled negotiator, I am dedicated to securing the best possible outcomes for my clients. Whether you are buying or selling a property, I work tirelessly to ensure that you get the best possible value for your investment. I have built a large client base and successful reputation by holding my clients to the highest level of service.

MEET OUR *team*



Julie Mastropaolo

CONTRACT COORDINATOR

Julie is an integral part of our team and success. From start to finish Julie is here to lead and be a compliance officer for all of our documents, timelines, and communication. She operates at such a high level that working with her as on our team will feel like a breeze. Julie is also the owner of Cornerstone Closings, a highly sought-after real estate transaction business.

Rachel Pitogo

EXECUTIVE ASSISTANT

Rachel is an essential part of our team and daily operations. She supports leadership by managing schedules, communication, and administrative priorities to keep everything running smoothly. From coordinating tasks to handling details behind the scenes, Rachel operates at a high level that makes working with our team seamless and efficient.



MEET OUR *team*



Eric Hilliard

CLIENT SPECIALIST

Eric is a dedicated Client Specialist who is committed to guiding clients through every step of the home-buying process. With a strong focus on communication, market knowledge, and client advocacy, Eric ensures buyers feel confident, informed, and supported from the first showing to closing. His attention to detail and client-first approach make the buying experience smooth and successful.



Kimberly Edwards

CLIENT SPECIALIST

Before real estate, Kimberly spent 10 years as a teacher, an experience that shaped the patience, communication, and guidance that she brings to every client. She has a natural ability to work through the home buying process at any level, answering questions, and setting expectations. She always operates with the highest commitment as a trusted advocate for her clients and those she works with.



OUR SERVICES

- **Tailored Home Search Strategy:** A custom intake form to perfectly capture your needs and wants, coupled with real-time property alerts from the MLS and access to the real time mls updates
- **Exclusive Property Access:** Early access to off-market, for sale by owner, & "coming soon" listings as well as investment opportunities.
- **Competitive Financing:** Connections to top lenders offering attractive interest rates, grant access, and creeative financing.
- **Home Buying Consultation:** A strategic session aimed at refining your search, setting expectations and maximizing savings.
- **Prompt Showings:** Property viewings scheduled with minimal notice, typically within 24 hours with as little as 2 hour notice.
- **Financial Transparency:** An accurate closing cost estimator provided before making an offer and updated once offer is accepted.
- **Efficient Transactions:** Streamlined online contract signing for prompt offer submissions.
- **Inspection Coordination:** Management of comprehensive home inspections and diligent follow-up on necessary repairs.
- **Negotiation Expertise:** Skilled identification of inspection deficiencies, with assertive negotiation for seller repairs or concessions.
- **Post-Repair Follow-Up:** Collection and verification of completed repair documentation from sellers.
- **Appraisal Oversight:** Assistance in ensuring the property meets or exceeds appraisal value and solutions if it does not meet this value.
- **Insurance, Warranty & Utility Services:** Direct access to a curated selection of property insurance brokers and preferred home warranty vendors. we also offer a complimentary utility consierge for transfer of services.
- **Closing Preparation:** Coordination of a final walkthrough before closing and meticulous review of all closing documents for accuracy.
- **Closing Day Support:** Ensure a seamless transaction.
- **After Closing Support:** Filing Homestead Exemption, change of address, warranty inspections, and more!



FINANCES

Buying a home is one of the biggest financial decisions most people will make in their lives. It's a significant investment, and it's essential to have a solid understanding of your financial situation before beginning your search.

Whether you're a first-time homebuyer or a seasoned investor, there are several key factors to consider when it comes to finances in real estate.



Credit score



Other expenses



Documents you will need



Down payment

PRE *Approval*



To get pre-approved for a mortgage, you'll need to provide your lender with financial information such as your income, employment history, credit score, and debt-to-income ratio. Your lender will use this information to determine how much you can afford to borrow and the interest rate for which you qualify.

It's important to note that getting pre-approved does not guarantee that you will be approved for a mortgage loan. Your lender will still need to verify the information you provide and go through the full underwriting process before issuing a final loan approval.

- TAX RETURNS
- W-2 FORMS
- PAY STUBS
- BANK STATEMENTS
- LIST OF MONTHLY DEBT



SELECTING A LENDER

Choosing the right lender is a pivotal step that can significantly impact your financial future. Here's why it's crucial to shop around for lenders, and how to do it without a hitch:

- Competitive Rates:
  - The interest rate on your mortgage is a paramount factor that will affect your monthly payments and the overall cost of your home over time.
  - Different lenders offer varying interest rates. Even a small difference in the rate can translate to substantial savings over the life of the loan.
- Closing Expediency:
  - The speed at which a lender can close is crucial, especially in a competitive market where sellers favor quick closes.
  - In a normal purchasing situation, we typically can expect a 35 day closing period.
- Credit Score Concerns:
  - A common apprehension among buyers is the potential negative impact on their credit score when shopping around for lenders.
  - However, credit bureaus recognize the importance of rate shopping and consolidate multiple inquiries into a single 'hit' if done within a 30-day period, thus minimizing the impact on your credit score.









SELECTING A LENDER PT 2

- Loan Options and Terms:
  - Lenders offer a variety of loan products with different terms and conditions.
  - Assessing the loan types, down payment requirements, and other terms from multiple lenders allows you to find a match that aligns with your financial situation and long-term goals.
- Transparency and Hidden Fees:
  - Some lenders may have hidden fees or terms that are not favorable to you.
  - Comprehensive reviews and comparisons among lenders will unveil the full picture, ensuring there are no unpleasant surprises down the line.
- Local Market Knowledge:
  - Lenders with a robust understanding of the local market can provide invaluable insights and potentially better service.
  - Their familiarity with local regulations and market conditions can be a significant advantage.

Taking the time to explore and compare different lenders is a prudent step that can lead to a more favorable mortgage deal, a smoother transaction, and a better home buying experience. Your financial well-being is a key aspect of finding your dream home, and a suitable lender is a cornerstone of that endeavor.







UPFRONT *Expenses*

Earnest Money

USUALLY 1% OF CONTRACT PRICE



This fee will be applied to your closing costs at closing. This deposit is considered a "good faith deposit" and officially puts us into contract.



Option Money

USUALLY $150-$400

This purchases your inspection period when we will have all of our inspections done, negotiate repairs or a concession, and move forward into pending status. Th eoption period is usually 5-7 days long. We work to have inspections completed within 48 hours leaving room for negotiations.

Home Inspections

USUALLY $500-$2,000+



Home Inspection - $500-$1000 depends on size, age, and location of property. wood destroying inspect report, foundation, roof inspection all included in cost.
Pool Inspection - $200-$300
Well and Septic Inspection - variable, but normally $350-$600 for both
Many other inspections available such as sprinkler, electrical, plumbing, solar, etc



HOUSE HUNTING *Tips*

MAKE SURE TO SET A BUDGET PRIOR TO SEARCHING

Setting a budget prior to searching is crucial for a successful real estate experience. Let us help you find the perfect property within your budget!

PICTURES CAN BE DECEIVING

As they say, "a picture is worth a thousand words."
That's why it's important to work with a knowledgeable and experienced agency who can help you see past the images and truly evaluate a property.

BE REALISTIC WITH YOUR EXPECTATIONS

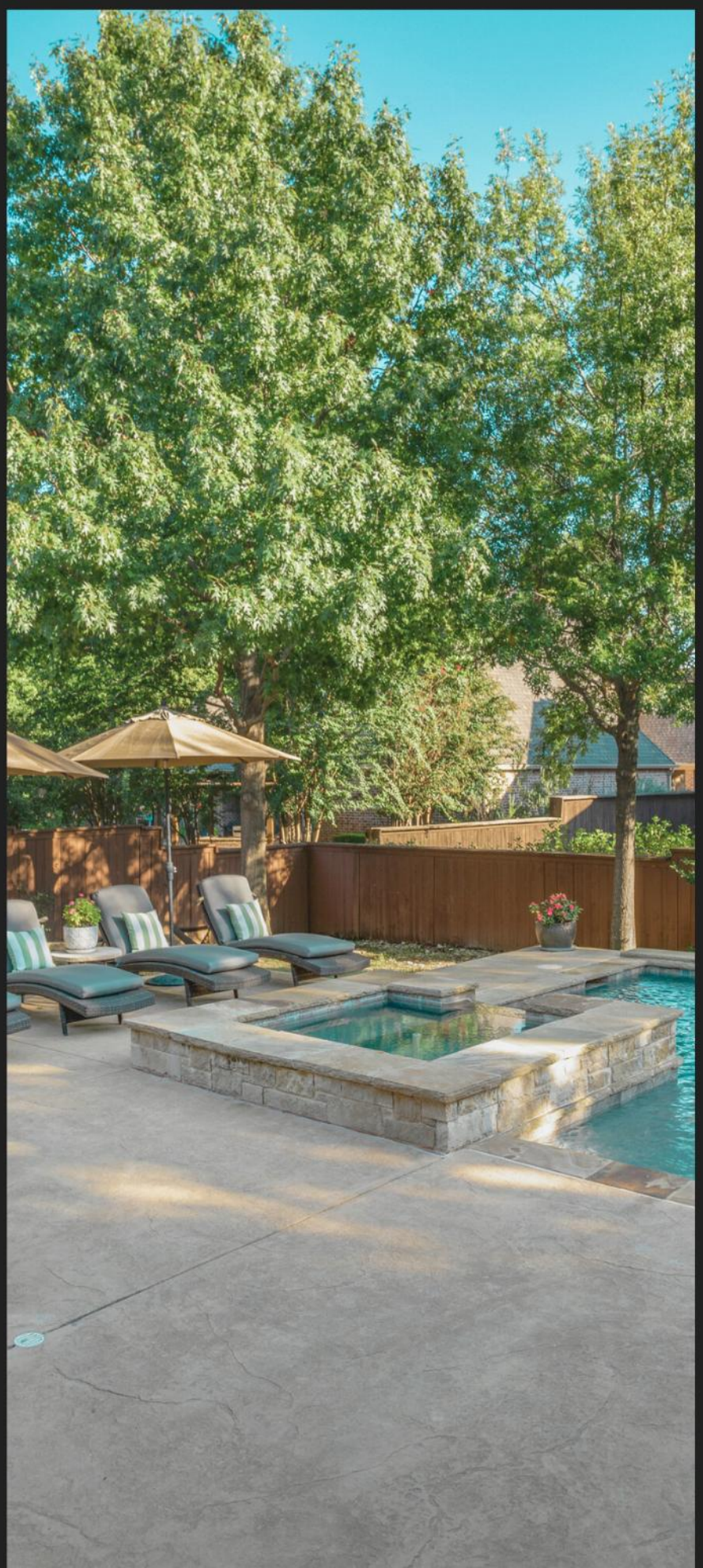
Setting realistic expectations is key to a successful real estate experience. Let us help you navigate the market and find the perfect property that meets both your needs and budget.

FIND A GOOD REALTOR

Finding a good realtor can make all the difference in your real estate journey. You want someone that works full time, has the experience, knowledge, and expertise to get you to the finish line and beyond.



SCHEDULING *Showings*



1) **In-Person Tours**:

- Traditionally cherished, in-person tours allow you to physically explore and feel the ambiance of a home.
- You'll experience firsthand the size of the bedrooms, the aroma of the spaces, observe the modern updates, and other features that pique your interest.

2) **Virtual Tours**:

- Note: The quality of virtual tours can vary, but rest assured our virtual tours go beyond the superficial.
- Instead of merely stating “this is a guest bedroom”, we provide a detailed narrative on the space – illustrating how it accommodates different bed sizes, if there's room for extra furniture, the extent of closet space, the volume of your kitchen storage, and much more.
- Our meticulous virtual tours have proven instrumental for many clients in making informed decisions, often serving as the deciding factor on whether to place an offer, especially when an in-person visit isn’t possible.

MAKING AN *Offer*

01

KNOW YOUR BUDGET

02

MAKE A STRONG BUT FAIR OFFER

03

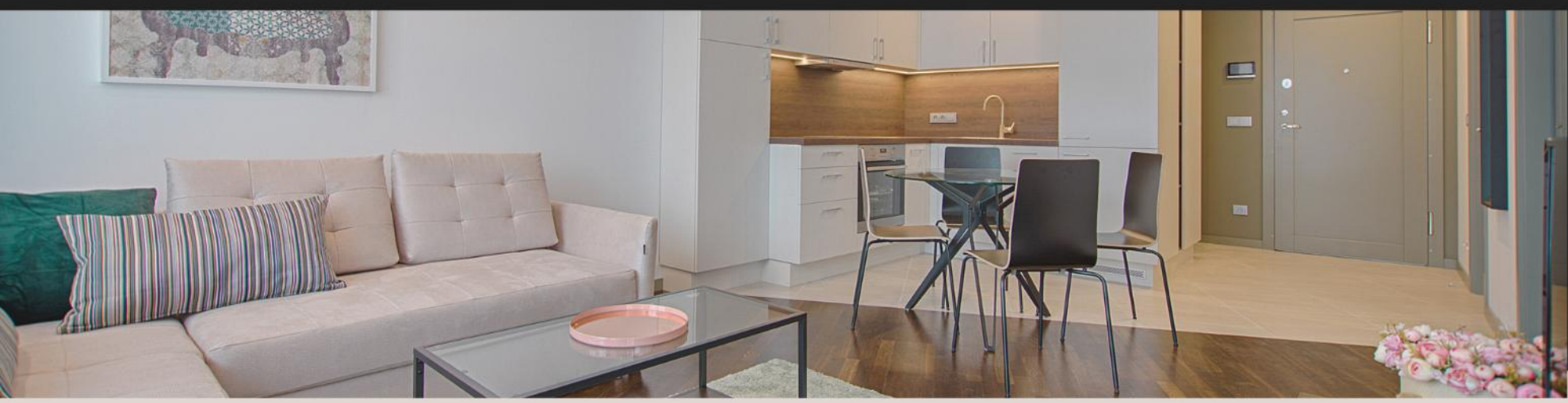
BE READY TO MOVE FAST

04

BE A FLEXIBLE NEGOTIATOR

05

LEAN ON US



"Make an offer, make it count - Your dream home is waiting to be found!"



NEGOTIATION

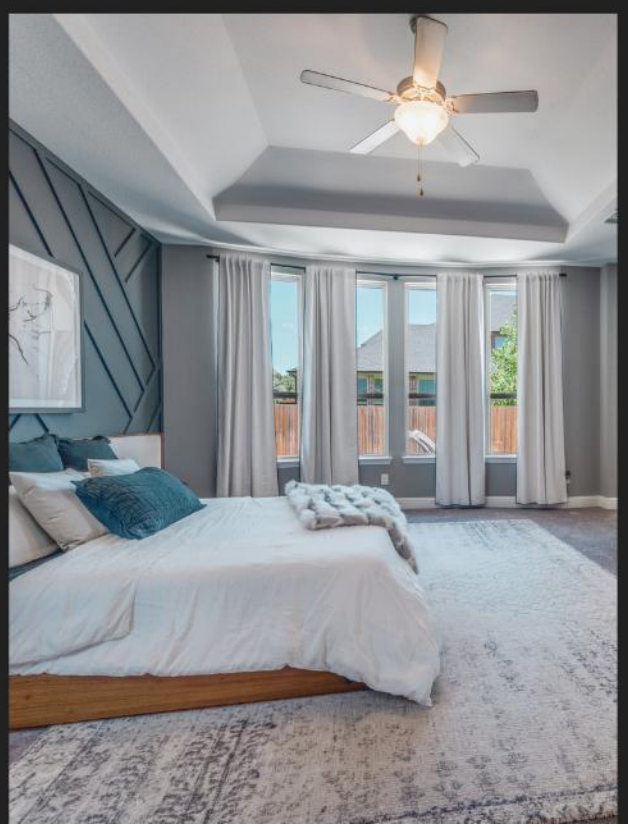
Negotiation is an essential skill in the real estate industry, and it plays a crucial role in every aspect of the home buying and selling process.

Whether you're a buyer, seller, or real estate agent, knowing how to negotiate effectively can make a significant difference in the outcome of the transaction.

At its core, negotiation is the art of coming to a mutually beneficial agreement with the other party.

It involves a give-and-take approach, where both parties make concessions to achieve a common goal. In real estate, negotiation can take place at various stages, from the initial offer to the final closing.

By understanding the market, knowing your limits, being prepared, communicating effectively, being willing to compromise, and working with a skilled real estate agent, you can successfully navigate any negotiation and achieve a favorable outcome.









CONTRACT *Timeline*

DAYS 1-3

Documents, signing, earnest money and option money delivered, buyer information sheets to the title company, all brokerage documents signed for Lauren and Spencer's file

DAYS 1-7

Inspection period. Inspections are completed and we get the reports back. We review the reports, evaluate what we need to present to the seller, negotiate, and either move forward or terminate the transaction.

DAYS 7-21

Appraisal is ordered. Survey is ordered if you need one. More financing documents over to the lender, any addenda and amendments sent to all parties.

DAYS 21-CLOSING

Getting closer! Preparing your financials to have the money for closing. Final walk through at the property 24-48 hours before closing. Meet at the closing location with two forms of ID and ready to sign! Signing usually takes about 45 minutes to 1 hour.



INSPECTION *Period*



OPTION PERIOD

The inspection time period is an essential part of the real estate transaction process, and it can make all the difference in your experience as a buyer. This period allows you to thoroughly evaluate the property and identify any issues or concerns before finalizing the sale. It is your opportunity to ensure that the property is in the condition you expected and to negotiate any necessary repairs or adjustments.

TYPES OF INSPECTIONS

- General Home Inspection - This is the most common type of inspection and covers the major components of the property, such as the roof, foundation, plumbing, electrical systems, and HVAC system. Includes WDI, sprinkler system, and more!

- Sewer Inspection - This inspection checks for any issues with the sewer line, such as clogs or damage, which can be costly to repair.

- WDI Inspection - This inspection checks for any signs of termite damage/wood destroying insect infestation, which can be costly to repair if left untreated. If you are using a VA loan, it is mandatory that your lender and the title company get a copy of the report and paid invoice.



NOTICE OF *appraisal options*

An appraisal is a third party professional's opinion of the value of the home you are about to purchase. Your lender will be ordering your appraisal after the option period.

During the appraisal process, one of the following may happen:

Example: Home is listed for $400k. You offer $425k. The home appraises for $415k.

01

STEP 1

The seller agrees with the appraised value and drops the contracted price from $425k to $415k. we move forward to closing.

02

STEP 2

You and the seller agree on a reasonable amount in order to proceed. This means that the seller does not accept the appraisal but is willing to work with you to proceed. they are asking you to bring additional funds to the closing table. (example, instead of the contracted $425k you two agree on $420k. you would need to bring an extra $5k to closing)

03

STEP 3

The seller refuses to drop the price and insists that you pay the full amount of what is contracted. In this situation, if you CAN NOT bring the extra cash to closing, you can break THE contract and get your earnest money deposit back, but you would forfeit your inspection, appraisal, and option fee.





WHAT NOT TO DO DURING THE HOME BUYING *process*

We of course want to help evaluate each property so that you make the right decisions for your financial situation and lifestyle.
Navigating the home buying process can be challenging, but with the right guidance and approach, you can find the perfect property that meets your needs and budget. As a real estate agency, we can provide expert advice and support to help you make informed decisions and avoid common pitfalls along the way. We want to make the home buying process as seamless and stress-free as possible.

Here are a few things to avoid:

- Don't make any major financial decisions - Avoid making any big purchases or taking out new lines of credit during the home buying process, as this can impact your credit score and debt-to-income ratio.

- Don't skip the inspection - Skipping the inspection can be a costly mistake, as it may result in unexpected repairs or issues with the property.

- Don't overlook the neighborhood - Make sure to research the neighborhood thoroughly before making an offer on a property. Consider factors such as crime rates, school districts, and proximity to amenities and transportation.

- Don't rush the process - Take your time and don't feel pressured to make a decision quickly. Make sure to thoroughly evaluate each property and consider all of your options before making an offer.





PRE *Closing*

Pre-closing is the period of time between when you have an accepted offer on a home and when you actually close on the property. There are several important tasks that need to be completed before you can officially take ownership of the home.

01 RESEARCH SECURITY SYSTEMS

Security systems are an essential aspect of home safety and security, providing peace of mind and protection against theft and other intrusions.

02 SWITCH THE UTILITIES OVER

Utilities like electricity, water, and gas, as well as other essential services such as internet, cable or satellite TV, and phone service.

03 TRANSFER ALL YOUR HOME SERVICES

Moving into a new home can be an exciting but also a daunting experience. One of the most important tasks to tackle is transferring all of your home services to your new address.

04 BOOK THE MOVERS

Regardless of whether you are moving to a new home or office, the process can be overwhelming and confusing. Hiring professional movers can take a considerable burden off your shoulders and make your move less challenging.

amazon

NEW HOME MUST HAVES

I have combined years of experience, opinions, necessities, advice, and more which led me to create this list.. a list of absolute must haves for your new home! You can scan the QR code below with your home and it will take you there!



Recommended PARTNERS

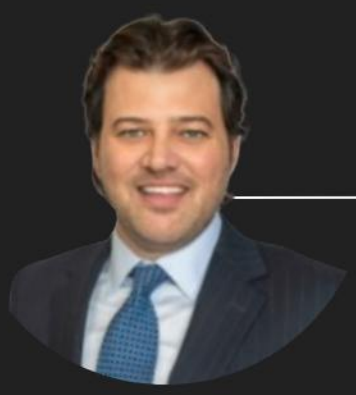
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