



BUYER READINESS CHECKLIST

"Buy Smart. Buy Prepared. Buy With Confidence."

BEFORE YOU START SHOPPING

Clarify Your Goals

- ☐ Why do I want to buy now?
- ☐ How long do I plan to stay in the home?
- ☐ Is this a starter home, forever home, or investment property?
- ☐ What monthly payment feels comfortable?
- ☐ What lifestyle factors matter most?
- ☐ What are my non-negotiables vs. nice-to-haves?

Consultant Pro-Tip: *Buying based solely on emotion can lead to expensive mistakes. Focus on both lifestyle fit and long-term value.*





FINANCIAL PREPARATION

Review Your Finances

- ☐ Check your credit score
- ☐ Review debt-to-income ratio
- ☐ Avoid major purchases before buying
- ☐ Build emergency savings
- ☐ Save for:
 - down payment
 - closing costs
 - moving expenses
 - initial repairs or furnishings

Gather Important Documents

- ☐ Recent pay stubs
- ☐ Last 2 years of tax returns
- ☐ Bank statements
- ☐ W-2s / 1099s
- ☐ Proof of additional income
- ☐ Identification documents





GET PRE-APPROVED

Financing Readiness

☐ Interview at least 2–3 lenders

☐ Compare:

- interest rates
- loan programs
- fees
- down payment requirements
- ☐ Obtain a pre-approval letter
- ☐ Understand estimated monthly costs:
 - principal
 - interest
 - taxes
 - insurance
 - HOA dues

Consultant Pro-Tip: *Your approval amount and your comfort level are not always the same number.*





BUILD YOUR HOME SEARCH STRATEGY

Define Your Priorities

- ☐ Preferred cities/neighborhoods
- ☐ Commute considerations
- ☐ School preferences
- ☐ Home size needs
- ☐ Yard / outdoor space
- ☐ Future family or aging-in-place needs
- ☐ Remote work requirements
- ☐ Parking/storage needs

Think Long-Term

- ☐ Will this home still work for me in 5–10 years?
- ☐ Does the neighborhood support future resale value?
- ☐ Is the property likely to require major repairs soon?





UNDERSTAND THE TRUE COST OF OWNERSHIP

Budget Beyond the Mortgage

- ☐ Utilities
- ☐ Maintenance
- ☐ Landscaping
- ☐ HOA dues
- ☐ Insurance costs
- ☐ Property taxes
- ☐ Repairs and replacement reserves

Suggested Home Reserve Savings

Experts often recommend setting aside 1–3% of the home’s value annually for maintenance and repairs.





INSURANCE & PROPERTY RESEARCH

Due Diligence

☐ Obtain insurance quotes EARLY

☐ Review:

- flood zones
- wildfire risk
- insurance availability
- permit history
- HOA financials (if applicable)

Consultant Pro-Tip: *In California's changing insurance market, insurability matters just as much as affordability.*





DURING THE HOME SEARCH

Evaluate Carefully

- ☐ Compare multiple properties
- ☐ Review disclosures thoroughly
- ☐ Attend inspections
- ☐ Ask questions
- ☐ Consider future resale value
- ☐ Avoid rushing due to pressure or fear

Red Flags to Watch For

- ☐ Water damage
- ☐ Foundation concerns
- ☐ Aging roof/HVAC
- ☐ Poor floorplans
- ☐ Excessive deferred maintenance
- ☐ High HOA litigation or special assessments





CHOOSE THE RIGHT REAL ESTATE CONSULTANT

Your Consultant Should:

- ☐ Listen carefully
- ☐ Educate—not pressure
- ☐ Explain the process clearly
- ☐ Help identify risks
- ☐ Advocate for your interests
- ☐ Communicate consistently
- ☐ Support long-term decision-making

Interview More Than One Agent

Find someone knowledgeable, responsive, trustworthy, and aligned with your goals.





FINAL THOUGHT

Homeownership is more than a transaction — *it's a long-term financial and lifestyle decision.*

The right preparation today can help reduce stress, avoid costly mistakes, and build confidence throughout the process.

TLG REALTY SALES & MANAGEMENT

Ready to Begin Your Homeownership Journey?

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"Strategic Guidance for Smarter Homeownership."

