



HOME *Buyer* GUIDE

Tim Yee

REAL ESTATE AGENT

RE/MAX GOLD



I AM Tim Yee

YOUR LOCAL REAL ESTATE EXPERT

Nice to "meet" you!

As a RE/MAX® agent, I'm dedicated to helping my clients find the home of their dreams. Whether you are buying or selling a home or just curious about the local market, I would love to offer my support and services. I know the local community — both as an agent and a neighbor — and can help guide you through the nuances of our local market. With access to top listings, a worldwide network, exceptional marketing strategies and cutting-edge technology, I work hard to make your real estate experience memorable and enjoyable.

I look forward to the opportunity to work with you. Please don't hesitate to contact me today!

LET'S CONNECT

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🌐 WWW.TimsHomeTour.com

f [FACEBOOK.COM](https://www.facebook.com/timyee)

📷 [INSTAGRAM.COM](https://www.instagram.com/timyee)

🐦 [TWITTER.COM](https://twitter.com/timyee)

in [LINKEDINLINK.COM](https://www.linkedin.com/in/timyee)

📺 [YOUTUBE.COM](https://www.youtube.com/timyee)

📌 [PINTEREST.COM](https://www.pinterest.com/timyee)



ABOUT *us*

Meet THE TEAM



Tim Yee

BROKER ASSOCIATE DRE#01957500

When you meet Tim Yee, you can feel his solid commitment to delivering extraordinary service as savvy negotiators, boasting over 40 years of experience with a solid reputation that maintains a very loyal clientele. Tim and his Team are aligned with some of the best in the business and have assisted hundreds of buyers and sellers.

Tracy Stewart

TRANSACTION COORDINATOR



I've been around Real Estate for over 10 years and have been working directly with real estate for the last few years. Hard-Working, Detailed, Proactive

Professional

PHOTOGRAPHER



Scott Smith Productions is committed to having an entire team working with you to deliver exceptional results

Meet THE TEAM



HOME GUIDE

Jennifer Davis

We pride ourselves on providing superior customer service and creating satisfied customers. We work hard to satisfy the mortgage needs and exceed the expectations of our customers.



Orange Coast Title

Maria Tran TITLE REP



Maria Tran experience not only spans to title insurance but the mortgage and real estate industry as well. Maria understands how important it is get your deal closed quickly and efficiently which is why she, along with OCT can close your toughest transactions. Service is at the heart of her business, she's an essential part of your team!



Orange Coast Escrow

Maria Tran ESCROW OFFICER



Maria is consistently up to date with technology, keeping Orange Coast Title on the cutting edge of the industry. As Escrow Officer, overseeing all operations of all of Orange Coast's current locations he maintains Orange Coasts reputation throughout Northern California and beyond.



Gold Insurance

PHIL IRWIN



Our agency is built on the principle of serving all of your insurance needs. Whether it's helping you find the right coverage for your unique insurance needs, assisting you in the claims process or renewing your policy to keep up with the changes in your life or business, we're always working with your best interests in mind.

A modern living room interior. In the foreground, a white sofa is adorned with several patterned and solid-colored pillows. Behind it, a built-in window seat with a cushion and more pillows is positioned in front of a large, arched, black-framed window that looks out onto greenery. To the left, a white brick fireplace has a dark mantel with a framed artwork, a potted plant, and two lanterns. A small vase with branches sits on the floor next to the fireplace. The room features exposed wooden beams on the ceiling and a wooden floor. A large potted plant is visible on the right side.

the PROCESS

THE HOME BUYING

process

STEP 1

GET PRE-APPROVED

- Meet with a lender
- Prepare your credit
- Set a budget



STEP 2

MEET WITH YOUR AGENT

- Discuss budget
- **Research area neighborhoods**
- **Set wants & needs**



STEP 3

FIND YOUR HOME

- Tour homes
- **Adjust criteria if necessary**



STEP 4

MAKE AN OFFER

- Research comps in the area
- **Work with your realtor to set up the best offer**
- **Negotiations may occur**



STEP 5

OFFER SIGNED

- All negotiations are finished
- **Both parties have signed contract**



STEP 6

INSPECTIONS

- Professional inspects the property
- **Discovers issues that may need to be worked into the purchase agreement**
- **Negotiate repairs**



STEP 7

APPRAISAL

- Professional ensures the property is worth the loan and purchase price you agreed to pay



STEP 8

TITLE COMMITMENT

- The title company will send you a **title insurance policy** for the property after closing



STEP 9

DOCUMENTS TO LENDER

- Make sure all requested docs are sent to your lender prior to closing



STEP 10

CLOSING

- Final walk-through
- **Sign closing documents**
- **Receive your keys**

10 TO BUYING A HOME *steps*

1

FIND THE RIGHT AGENT

2

PREPARE FINANCES

3

GET PRE-APPROVED

4

START HOME SHOPPING

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MAKE AN OFFER

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NEGOTIATE FINAL OFFER

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SCHEDULE THE MOVE

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CLOSING DAY



FINDING THE RIGHT *agent*

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A buyer agent's fiduciary responsibility is to represent the buyer and to ensure that they are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone working for YOUR best interests when buying a home.



GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! I look at dozens of homes every week, and I can help you identify potential problems within a home.

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBORHOOD EXPERT

I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I work tirelessly to make sure buying a home is a fun and stress-free process.

AFFORDABILITY

The seller typically pays the commission for both the seller's agent and the buyer's agent.

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for a new credit card or car loan until you have been approved
- Avoid making big purchases until you have been approved
- If possible, avoid job changes until you have been approved

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

- A Down Payment is typically between 3.5% & 20% of the purchase price
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.
- Closing Costs for the buyer run between 2% & 5% of the loan amount
- A Home Inspection costs \$300 to \$500



Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports etc.) to be reviewed & verified by the lender.

GET *qualified*

TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
VA LOAN	620	NO DOWN PAYMENT
USDA LOAN	620	NO DOWN PAYMENT
FHA LOAN	580+	3.5%
203K LOAN	500-579	10%
CONVENTIONAL 97	640	3.5%
CONVENTIONAL LOAN	620	3%
	640	5-20%



INCOME QUALIFICATIONS

QUALIFYING INCOME

W-2 Income/Salary
Income from part-time jobs
Income from a second Job
Overtime & Bonuses
Seasonal jobs
Self-employed Income
Alimony & child support (Documentation required)

NON-QUALIFYING INCOME

Income from the lottery
Gambling
Unemployment pay
Single bonuses
Non-occupying co-signer income
Unverifiable income
Income from rental properties

documents

NEEDED

W2'S FROM THE PAST 2 YEARS
3 MONTHS WORTH OF PAY-STUBS
BANK STATEMENTS (PAST 3 MONTHS)
PREVIOUS 2 YEARS OF TAX RETURNS
LIST OF YOUR DEBTS & ASSETS
DIVORCE DECREE
ADDITIONAL INCOME DOCUMENTS

TYPES OF LOANS

WHO	QUALIFIES	Down	DOWN UPFRONT	MONTHLY MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
VA Department of Veteran Affairs	Veterans Personnel with honorable discharge Reservists & National Guard Surviving Spouses	NONE	NONE	NONE	580
USDA Department of Agriculture	Someone who is buying a home in a USDA -designated rural area.	NONE	2% of the loan amount. Can be rolled into loan amount.	REQUIRED	640
FHA Federal Housing Administration	Anyone who meets the minimum credit and income levels.	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
203K Federal Housing Administration	Anyone who plans to purchase a fixer-upper or needs to renovate their home and meets credit & income requirements	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
CONVENTIONAL 97	Depending on the program, available first time home buyers (a buyer who hasn't owned in the last three years) can put 3% down with a Conventional 97 program.	Varies from 3%-20% of purchase price	NONE	REQUIRED	620
SELECT SMART PLUS	Anyone who meets lenders credit, income & debt level requirements	Varies from 3% -20%, but typically ranges from 5-20%	NONE	REQUIRED	620

A minimalist home shopping advertisement. The background is a light gray wall. In the upper left, a white ceramic plate is hanging from a dark cord. In the lower left, a large, dark green leaf is prominently displayed, with a smaller leaf visible below it. In the upper right corner, a small, dark green plant is partially visible. The text "HOME SHOPPING" is centered in a white, serif font.

HOME SHOPPING



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start HOME SHOPPING

START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based on recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.



tip

We will make sure to check every little detail of each house

- Test the plumbing
- Test the electrical system
- Open and close the windows & doors to make sure they work properly

Evaluate the neighborhood and surrounding areas

- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks

A modern bedroom interior featuring a large bed with a tufted headboard and a matching tufted ottoman. The bed is dressed in light-colored bedding and several pillows. A modern chandelier with multiple arms and exposed bulbs hangs above the bed. The room has dark walls, a large window with sheer curtains, and a patterned rug. Two small, fluffy ottomans on thin legs are in the foreground.

MAKE AN
offer

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in its present condition. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

•Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer.

Depending on the circumstances, you may have only one chance to make a good impression.

•Put Down a Healthy Earnest Deposit

A large earnest money deposit shows the seller you are serious

•Cash Talks

A transaction that is not dependent on receiving loan approval is more attractive to a seller

•Shorter Inspection Periods

Try shortening the inspection period to 10 days

•Write the Seller a Letter

We will make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with their home.

•Offer to Close Quickly

Many sellers prefer to close within 30 days.

**AFTER YOU SUBMIT AN OFFER****THE SELLER COULD****•ACCEPT THE OFFER****•DECLINE THE OFFER**

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

•COUNTER-OFFER

A counter-offer is when the seller offers you different terms. If this happens, you can:

•ACCEPT THE SELLER'S COUNTER-OFFER**•DECLINE THE SELLER'S COUNTER-OFFER****•COUNTER THE SELLER'S COUNTER-OFFER**

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walkaway.

OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.



RESCUE RICH & Wd





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order AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of their findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be mindful and reasonable on smaller items while being very cautious and vigilant of potentially significant issues.

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negotiate FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

1. Ask for credit for the work that needs to be done.

Likely, the last thing the seller wants to do is repair work.

2. Think “big picture” and don’t sweat the small stuff.

A tile that needs some caulking or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.

3. Keep your poker face.

The listing agent will be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.

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APPRAISAL

ordered

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

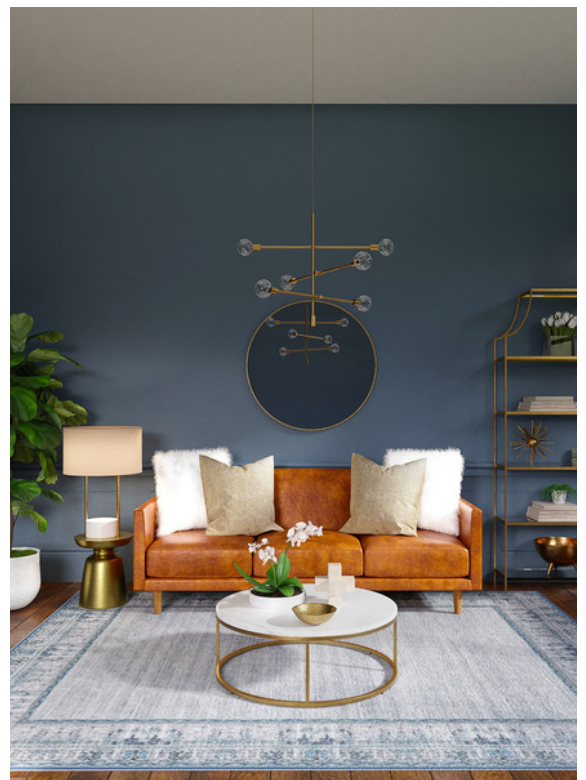
If approved you will receive your final commitment letter that includes the final loan terms & percentage rates.

PROPERTY TITLE SEARCH

This ensures that the seller truly owns the property and that all existing liens, loans or judgments are disclosed.

HOME OWNERS INSURANCE

You'll need insurance for the new home before closing. This will protect against things like fire, storms, and flooding





Scheduling
Your Move
After Signing

scheduling YOUR MOVE

AFTER SIGNING

- Finalize Home Mortgage
- Schedule Home Inspection
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- Get copies of medical records and store them with your other important documents
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies

4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- Buy/find packing materials
- START PACKING

3 WEEKS TO MOVE

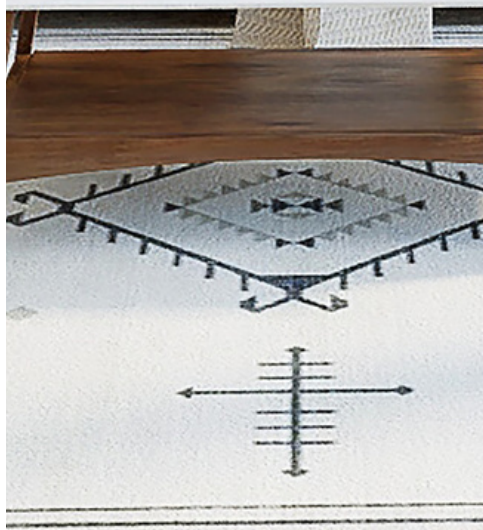
- Arrange appraisal
- Complete title search (Title company will do this)

2 WEEKS TO MOVE

- Secure Home Warranty
- Get quotes for home insurance
- Schedule time for closing
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

1 WEEK TO MOVE

- Obtain certified checks for closing
 - Schedule and attend a final walkthrough
 - Finish packing
 - Clean
 - Pack essentials for a few nights in new home
 - Confirm delivery date with the moving company.
- Write directions to the new home, along with your cell phone number





CLOSING *day*

✓ CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

✓ CLOSING DISCLOSURE

Lenders are required to provide you with a closing disclosure, at least three days before closing. This will show you what your final loan terms and closing costs will be. You will have three days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the loan estimate and the closing disclosure, we must notify your lender and title company immediately.

✓ FINAL WALKTHROUGH

We will do a final walk through the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done. We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans

✓ CLOSING TABLE

Who will be there:

- Your agent
- The seller
- The seller's agent
- A title company representative
- Your loan officer
- Any real estate attorneys involved in the transaction

The closing typically happens at the title company. You will be signing lots of paperwork so get your writing hand warmed up! Some of the papers you will be signing include: the deed of trust, promissory note, and other documents

✓ CLOSING COSTS

Closing costs can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 3% to 4% of the home's sales price. These closing costs can sometimes be shared with the seller.

✓ BRING TO CLOSING

- Government-issued photo ID
- Copy of the sales contract
- Homeowner's insurance certificate
- Proof of funds to cover the remainder of the costs

✓ RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially homeowners!! Time to throw a party and get to know your new neighbors!



The background image is a soft-focus photograph of a bedroom. On the left, a glass vase holds a bouquet of white hydrangeas and green berries. In the foreground, a small jar of candle sits on a wooden surface. The right side of the image is dominated by a white, rumpled bedsheet or pillow. The overall aesthetic is clean, bright, and serene.

Recommended *Resources*

recommended RESOURCES

GENERAL CONTRACTOR

Home Quality Remodeling
(408) 759-5337

TRASH REMOVAL

Junk King San Jose
(408) 909-8165

HOUSE CLEANING

MCS Cleaning Services Inc
(415) 993-3200

MOVING COMPANY

Southbay Moving Systems
(347) 954-2152

ELECTRICIAN

Pacific Coast Home Services
(408) 915-7900

PLUMBING

S5-Star Plumbing
(361) 304-3900

AIR CONDITIONING

Valley Heating, Cooling and Electrical
(408) 909-8259

POOL SERVICE

Coral Pool and Spa
(408) 680-8765

LANDSCAPING

Black Diamond Pavers & Landscape., Inc.
(888) 931-9366



CLIENT
testimonials

REVIEWS



Sold a Single Family Home in 2023 in,
San Jose, CA.

Tim was great, and helped me sell my house during the whole Coronavirus scare. Everything about the sale was in uncharted territory given the circumstances. Tim kept his cool through the whole experience. Her knowledge of the Real Estate Market and all of the processes and procedures came through and really helped the sale. On top of all of that, Tim is really nice and a pleasure to do business with. - Paul

Sold a Single Family Home in 2023 in
Willow Glen, CA.

Tim is one of the best real estate agents in the around! My husband is a family law attorney and Tim was recommended in one of his cases that needed a house sold in the divorce. Tim listed and sold the house quickly. She has since been involved in other house sales in cases our office is handling. Over the years we have gotten to know Tim personally and professionally. He is very professional and knowledgeable in real estate. I would not hesitate to recommend Tim to anyone who is selling or buying a home! You will not be sorry!

Sold a Single Family Home in 2023 in Santa Clara , CA.

If you are searching for a great realtor in any capacity, I highly suggest Tim Yee and his real estate company RE/MAX Gold

Sold a Single Family Home in 2023 in
Silicon Valley

Tim did a great job of helping us develop a sales and promotions plan for our house, and also did a great job guiding us in the preparation for getting the house on the market.

Our house was somewhat unique given the neighborhood and he recognized that we would have to develop a targeted marketing campaign. Tims's team generated the traffic and interest that resulted in our securing a buyer and obtaining a good price for our home. Tim and his team helped us close the sale and get through the entire selling process. We are extremely satisfied with the service we received.

WHAT TO EXPECT

HONESTY & TRANSPARENCY

INTEGRITY

RESPECT

TIMELY & REACHABLE

ACTING IN YOUR BEST INTEREST



HOME

GUIDE

Buyer



we are
GOLD NATION

Tim Yee

REALTY GROUP