

# *Turning Dreams Into Memories...*



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## BUYERS INFORMATION GUIDE





# Stephen Shapleigh

*Turning Your Dreams Into Your Fondest Memories...*

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**A Successful Real Estate Professional in the Making...** After 20 years in Marketing, Sales and Operations, Stephen Shapleigh had a life changing epiphany: helping people turn their dreams into memories is one of life's greatest joys.

It was time for a new direction. Embarking on a new career as a property manager, meeting challenging tasks like filling a new 205 unit residential building and subsequently managing a high-end residential complex, Stephen relished the opportunity to match people's vision – their dreams if you will – with a comfortable residence well suited to their unique needs and desires. Stephen's skills proved so adept, a transition into Residential Real Estate Sales was all but inevitable.

## Client Services

While Stephen serves a variety of clients, he's attracted to two types in particular: First-Time Home Buyers and Southern California Transplants.

While all home buyers possess a natural excitement, first-time buyers radiate an infectious energy. "I love the anticipation, raw emotion and outright jittery anxiety of home buyers, especially first-time buyers. There's nothing more gratifying than basking in a first-time buyer's pure elation when they close on their first home," Stephen says with genuine awe.

A Midwestern expatriate, having migrated to Southern California many moons ago, Stephen feels a kinship with and duty to new arrivals. The Los Angeles sprawl can be intimidating and even hostel to the uninitiated. Stephen prides himself on connecting transplants with neighborhoods offering a community feel that harmonize with their attitudes and sensibilities.

## Mastering The Tools of the Trade

"My mother has been a realtor for 40+ years, giving me an inside view of the business and the value of surrounding yourself with right professional associates and tools necessary to achieve success," Stephen says of his affiliation with Keller Williams (one of the nation's leading Residential Real Estate Brokerages). With the top-notch professional resources and all the tools of the trade at his disposal, Stephen leaves no opportunity untapped and weathers each storm with strength and grace, guaranteeing clients a smooth and satisfying transaction from start to finish.

With integrity, expertise, professional support and the determined drive to turn your Dreams into Memories, Stephen is primed and ready to make your dreams of owning a new home a reality!

# BUY

# RENT

**\$500,000 Loan**

**\$2,552 Mortgage Payment**

**\$500 Property Tax**

**\$100 Insurance**

**Total payment: \$3,152P**

## Income

**\$100,000**

**\$12,000 Deductions**

**\$36,642 Mortgage & Tax Deductions**

**Taxable Income: \$51,376**

**State Tax (6%): \$3,082**

**Federal Tax (15%): \$7,244**

**Total Tax: \$10,326**

**Renter's Tax: \$28,138**

**Homeowner's Tax: \$10,326**

**Difference: \$17,812**

**(a monthly tax savings of \$1,484)**

**\$1,800 Rent**

## Income

**\$100,000**

**\$12,000 Deductions**

**Taxable Income: \$88,000**

**State Tax (9.3%): \$8,184**

**Federal Tax (25%): \$19,954**

**Total Tax: \$10,326**

**House Payments \$3,152**

**Tax Savings: \$1,484**

**Equivalent Rent: \$1,668**

# Buying a Home Guide to Getting Started

## Buying a Home Step-by-Step

Let's say one morning you wake up and realize that, yes, buying a home is the right thing to do for yourself. You're tired of throwing away money on rent and figure that it's time to get into a home of your own. But you have reservations.

After all, if it's your first time, you've got questions. You might be a little nervous that you'll mess up, and it's normal to feel that way. You are probably spending hundreds of thousands of dollars and making the most important financial purchase of your life.

You will find that being an informed individual about the home buying process is empowering for you. Lucky for you that you came to the right place. So let's get started buying your first home!

## Consider if Buying a Home is For You

Many people harbor secret fears about buying a home, and some of those fears are justified. Not everybody is cut out to own a home, and if you're one of those people, it's better to find this out now than when you're under contract.

### Renting vs. Buying

You might decide that renting is better for you than buying, because buying a home has its drawbacks.

### Reasons to Buy

On the other side of the coin, there are many more benefits to buying. Keep these reasons in mind if you start to get cold feet.

### Should You Buy a Home Before Getting Married?

Tips for home buying with a partner or significant other before tying the knot, plus how to handle the financial details of homeownership without plans to ever marry.

## Before Buying a Home, Get Your Finances In Order

Line up your financing, set aside a down payment and study the loan programs available. By doing your homework, you will know exactly how much you can pay and what it will cost you.

### Order a Free Credit Report

Give yourself time to clean up a credit report that contains mistakes. Dispute errors. Try to reduce your monthly debt obligations now by paying down those loan balances.

### Find a Lender

Check out places to get a mortgage and compare rates and fees. Start with your own financial institution, then interview a few mortgage brokers and choose a loan product you completely understand.

### Determine a Down Payment

The more you put down, the lower your monthly mortgage payment. Here are 12 places to find a down payment to work with that person.

## **Consider FHA Loans**

FHA loans carry competitive interest rates, come with minimum down payment requirements and allow sellers to pay some or all of your closing costs.

## **Get a Preapproval Letter**

Showing the seller you are already preapproved for a loan gives you an edge during offer negotiation.

## **Pick a Real Estate Agent to Help With Buying a Home**

With so much information available online, you might wonder why you need an agent at all. But all local markets vary from one another, and a good agent can guide you by giving you information based on experience and market knowledge.

### **Why Hire an Agent?**

An agent with experience can help you to avoid making mistakes such as choosing the wrong home or offering too much.

### **Find a Real Estate Agent**

Start by asking your friends and family member for referrals. Make sure you are comfortable with your agent before committing

### **Follow Protocol for Working with Agents**

# The Home Buying Process

## Consultation

I will help you focus on your wants and needs. We discuss lifestyle choices, home size, location, amenities, and any unique preferences you have.

## Pre-Approval

I will refer you to a mortgage consultant so that you can discuss your purchasing power. Whether you work with your local mortgage lender or with someone we select together, it is important to realize how important this step is, particularly in a "seller's market."

## Selecting an Area

I will provide you area sales data and statistics so you can begin to educate yourself on your choice of area. You will learn what your dollar buys at the top, middle, or bottom of the area, home size, commute, schools, and community data. I encourage you to spend time driving by homes, attending open houses, visiting community functions, etc.

## Home Tours

Once we have defined the area(s), I will preview homes for you as well. I will set you up with automated search profiles through my MLS membership, and then coordinate property tours and showings. I have also provided you with the latest California Association of Realtors Advisory and Disclosure documents related to a home purchase.

## Making an Offer

Once you are pre-approved, chosen an area, and know the current inventory, we need to respond quickly to an acceptable home when it hits the market. You may need to allocate more time to viewing the inside, consider your family and life-style, and then to be ready to write an offer. I will prepare all necessary documents necessary, and then review them with you carefully. I have provided a copy of a standard Purchase Offer. I encourage you to familiarize yourself with it enough to move quickly when the time comes to make an offer on your ideal home.

## Negotiating the Contract

Negotiating is the fine art of letting the other parties believe they have gotten their own way. I will use all the tools of my trade, as well as the aggregate tools of my team at Keller Williams, to help creatively satisfy the needs of all parties while getting you the best possible deal. It takes skill to know the best strategies to employ in the right situations. I have you covered.

## Handling the Escrow Period

I will coordinate all inspections, monitor timeframes, and review all documents and disclosures with you during your contingency period. I will negotiate any request for repairs, review the Title Report, and work with your Mortgage Consultant during this period to ensure a smooth finish. This is when clients tend to lose sleep or begin pulling out their hair...I want to put you in your new home rested and with a full head of hair.

## **Closing with Confidence**

I will assure that you close with the confidence that your interests have been well served and your rights as a new home owner have been protected. When's the housewarming party?