



BUYING  
**SELLING**  
**INVESTING**

*Buying or Selling a home can become a rollercoaster of emotions. Use this guide to make sure you are strapped in and ready for the next curve.*



📍 Serving Greater Hillsborough,  
Pinellas, Pasco, & Polk Counties

☎ 813-708-5873

OUR BUSINESS PHILOSOPHY IS AS STRAIGHT FORWARD AS THE SERVICE WE OFFER. WE PUT HONESTY AND INTEGRITY BEFORE PROFIT.



## HONESTY

An honest transaction makes for a smooth transaction. Our team provides honest opinions, in-depth research and market insight to give you confidence and peace of mind.



## INTEGRITY

We hold ourselves to a very high moral standard. Because of this, you will feel at ease that you are constantly being dealt with fairly and ethically by our team.



## EXPERTISE

In addition to our years of experience, we make it a priority to be up to date with the latest changes regarding real estate laws, technology, education, and lending programs.

**VISIT US AT:**

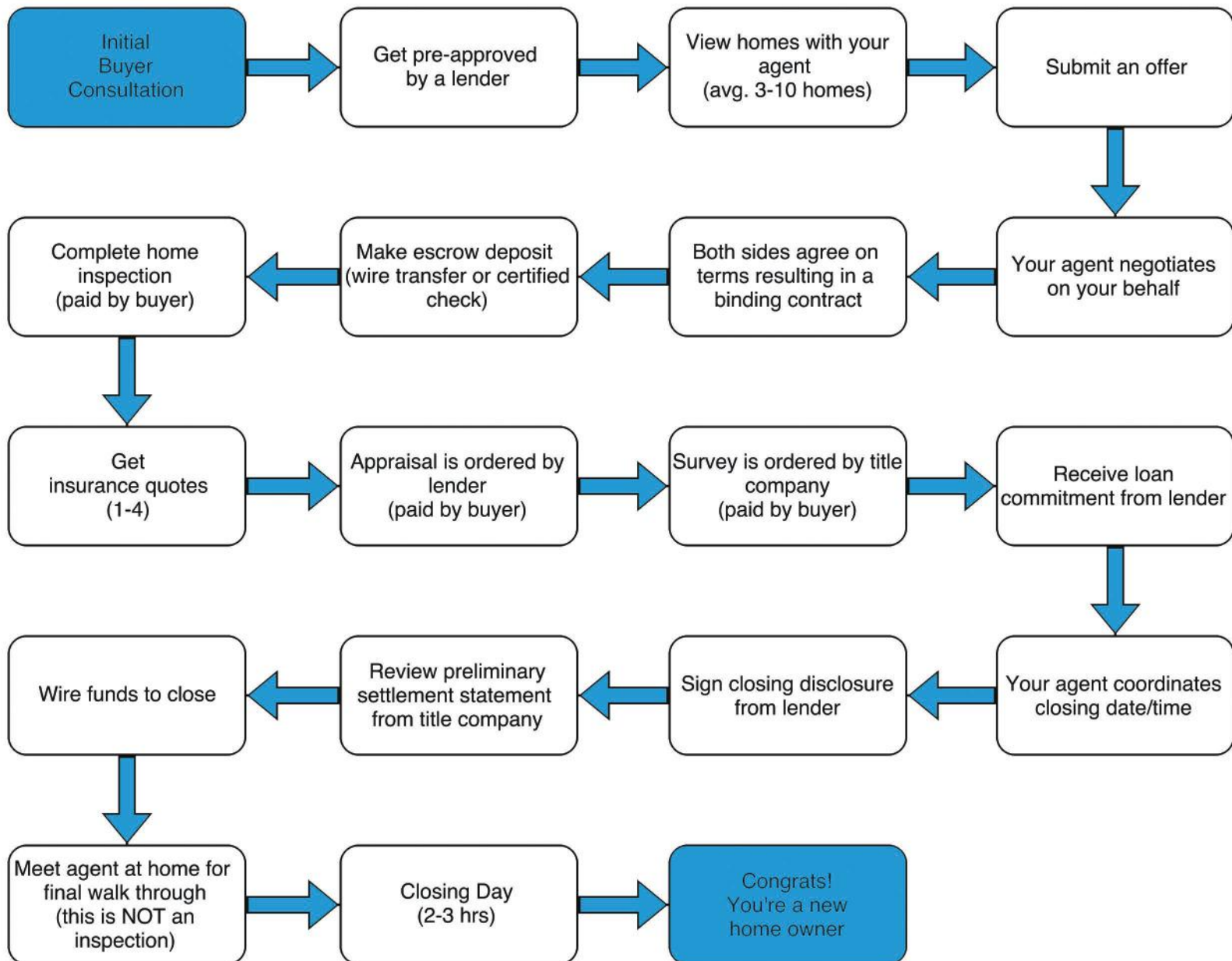
[WWW.THEMUSGRAVEGROUP.COM](http://WWW.THEMUSGRAVEGROUP.COM)



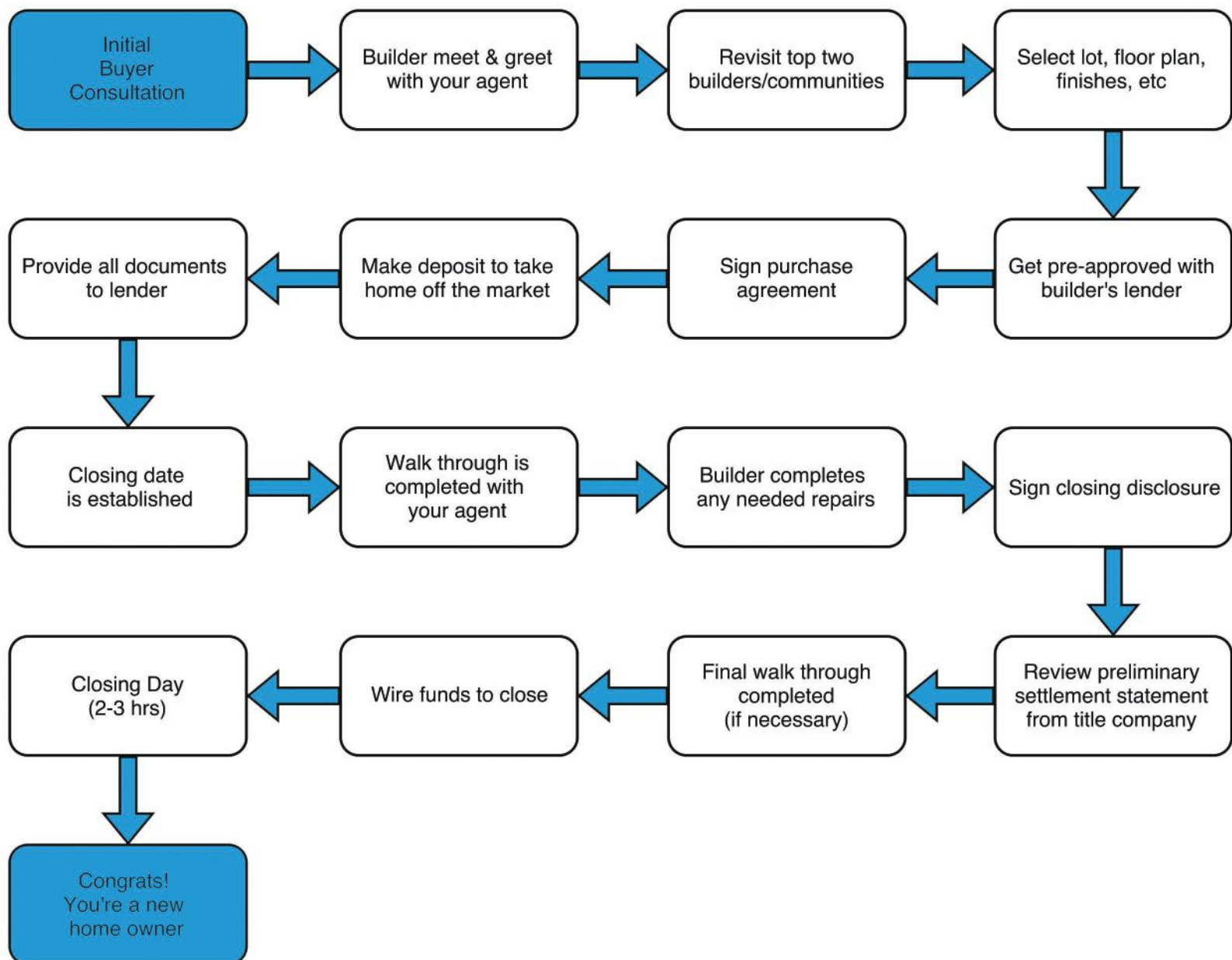
# Types of Representation

<b>Agent Responsibilities</b>	<b>Transaction Broker</b>	<b>Single Agent</b>	<b>No Brokerage Relationship</b>
Dealing Honestly and Fairly	X	X	X
Accounting for all funds	X	X	
Using skill, care, and diligence in the transaction	X	X	
Disclosing all known facts that materially affect the value of the property	X	X	X
Presenting all offers and counteroffers in a timely manner	X	X	
Limited confidentiality	X		
Loyalty		X	
Confidentiality		X	
Full Disclosure		X	
Obedience		X	
Duties of agent must be fully described and disclosed		X	
Accounting for all funds entrusted to the licensee			X

# Buying Pre-Owned



# Buying New Construction



# Home Questionnaire



Finding the perfect home starts with you. Compromises are inherent in the home purchase process, but with your help I'll work to get you as close as I can to your dream home as soon as possible. Please take a minute and help me by answering the following questions. Your feedback will provide information I can use to simplify your property search and save you time. If there are any details that aren't addressed in the questions, feel free to add them.

## Describe the perfect home

Circle, check, or write-in your answers below.  
Feel free to select multiple answers or enter ranges

### SINGLE FAMILY / TOWNHOUSE / VILLA / CONDO

Bedrooms: \_\_\_\_\_ Bathrooms: \_\_\_\_\_ Square Feet: \_\_\_\_\_

Garages Spaces: \_\_\_\_\_ Price Range: \_\_\_\_\_

POOL: YES  NO  DOESN'T MATTER

PATIO/DECK: YES  NO  DOESN'T MATTER

STAIRS: YES  NO  DOESN'T MATTER

OFFICE/STUDY: YES  NO  DOESN'T MATTER

HOA: YES  NO  DOESN'T MATTER

FLOOD ZONE: YES  NO  DOESN'T MATTER

UPDATED: YES  NO  DOESN'T MATTER

FORMAL DINING: YES  NO  DOESN'T MATTER

What size lot would you prefer? STANDARD  MEDIUM  LARGE  SPECIFIC ACREAGE \_\_\_\_\_

Are there any other specific features that were not addressed in this questionnaire that you would like to be factored into your property search?

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## General Questions

Where do you want to buy property? \_\_\_\_\_

Do you have children? YES  NO

Is there a specific school you'd prefer to live in/near? \_\_\_\_\_

Do you have pets? YES  NO  What kind, and how many? \_\_\_\_\_

Have you bought or sold a home in the past? YES  NO

Do you need to sell a property before you can purchase another? YES  NO  ON MARKET

Are you currently in a lease? YES  NO  If yes, when does it expire? \_\_\_\_\_

How soon do you want/need to be in a new home? \_\_\_\_\_

## Financing details

Have you arranged financing yet? YES  NO  CASH

Have you been pre-qualified, pre-approved, or otherwise informed as to what your maximum purchase amount is? YES  NO

If yes, what type of loan? FHA  VA  CONVENTIONAL  OTHER  \_\_\_\_\_

If yes, what amount have you been pre-qualified/pre-approved for? \_\_\_\_\_

What type of approval do you have? PREQUALIFICATION  PREAPPROVAL  NOT SURE

What monthly payment range would you feel comfortable with? \_\_\_\_\_

## Contact Information

Full Name(s): \_\_\_\_\_

Mobile Phone: \_\_\_\_\_

Email address: \_\_\_\_\_





## MONEY YOU SHOULD HAVE PREPARED **PRIOR** TO CLOSING:

- 1) **Escrow Deposit (\$1,000+)**: Also known as a “good faith deposit”, this money is generally \$1,000.00 or up to 1% of the purchase price. It is refundable until your inspection period is over; otherwise, this money is credited to your down payment at closing.
  
- 2) **Home Inspection (\$350+)**: A general home inspection will be based off of the size of the home and typically costs around \$350. In addition to this, there are other inspections that may be required by your lender, such as:
  - a) Termite Inspection (+\$70-\$100)
  - b) 4 Point Inspection Report (+\$50-\$75)
  - c) Wind Mitigation Report (+\$50 -\$75)
  - d) Well Inspection & Water Test (+325)
  - e) Water Test (+\$75-\$100)
  - f) Septic Inspection (+\$300)
  
- 3) **Appraisal (\$450-\$550)**: This is a requirement if you are financing the purchase of the home, and it runs about \$450+ depending on your loan type. This validates the price of the house so that you aren't overpaying for your new home
  
- 4) **Survey (\$350+)**: This is also a requirement if you are financing the purchase of the home and it runs about \$350+. If the home is in a flood zone and requires an elevation certificate, the cost may be more. There is always a chance the seller may have a past survey and if he does, he is required to provide it to you.





# Preferred Vendor List

## \$ Mortgage Lender

The Goodwin Mortgage Group | Josh Goodwin | 813-281-4865  
America's Mortgage Professionals | Richard Martino | 813-209-9027

## 📷 Professional Photographer

Febre Frameworks | 813-385-6609  
149 Photo | 407-377-7766

## 🛋 Professional Staging

Lisa Butt | 760-716-0910

## 🏠 Insurance Provider

FL Strategic | Mike & Heather Puffer | 813-777-2728  
Agents Net | Hayes Dunne | 813-481-8647

## 🏠 Residential Appraiser

Champions | Juan Long | 813-484-8185

## 🔑 Real Estate Attorney

Franchi Law | William Franchi | 813-314-7964

## 🚚 Moving Company

College Hunks Moving | 813-213-0443

## 🔧 General Contractor

Mr. Repairs Tampa | Mauricio Casas | 813-243-1111

## 🏠 Property Management

Home River Group Tampa | 866-996-7264  
CTV Property Management | 813-708-5873

## 🔍 Home Inspector

Southern Skies Home Inspections | 813-727-0250  
Rock Solid | 727-408-1088