A University of Hawai‘i Cooperative Extension Service Project

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Course Objectives

• Increase your knowledge about financial planning
• Improve your ability to make informed decisions
Buying a Home?
Presenters

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Realtor Associate  
Better Homes & Gardens Real Estate  
Advantage Realty

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Project Marketing & Leasing Director  
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Learning Objectives

• Become aware of the importance of planning in buying a home
• Learn about the basics of the home buying process
Why Buy a Home?

- Builds equity/wealth
- Mortgage interest is tax deductible
- Take control your future, no renting
- Asset that can be passed down to heirs
Home Buying Process

- Hire your Dream Team (Realtor and Loan Officer)
- Financing
- Home Search
- Offer/Escrow
- Home Sweet Home!
How do I Find a Good Realtor?

- Get referrals or research online
- Interview them to find one you are comfortable with and trust
- How responsive are they?
- Ask about areas of expertise, production level, philosophy
- Ensure they explain the process of buying a home to you
Working with a Realtor

Determine what your “needs” are for your home

- Location (proximity to work, school, beach)
- No. bedroom/baths, size, climate
- Condition (move in ready, fixer upper)
- Other considerations: garage, near bus line, pool, yard, view
Questions to Consider

• What are the market conditions?
  • Is it a Seller’s or Buyer’s market?
• What are mortgage rates like?
• How long do you plan to live there?
What is a Seller’s Market?

Supply and Demand of Properties

- When there is less supply than demand for properties
- Often leads to higher selling prices, increased competition
What is a Buyer’s Market?

Supply and Demand of Properties

- When there is a greater supply than demand for properties
- Often leads to lower selling prices
- Homes can sit on market longer
Financing

- Get recommendations from friends, family, Realtor
- Hire a reputable, experienced lender
- Determine comfortable monthly payments
- Learn about loan programs/rates
- Get preapproved
• Reserve a day to go shopping
• Private showings can be more effective than Open Houses
• Go see properties as soon as possible
At the Showings

- Write down your thoughts
- Identify likes/dislikes
- Review and share thoughts with Realtor after each property
Homework Before the Offer

- Find out Seller’s motivation
- Determine strategy and offer price
- Determine value of property based on “comparables”
The Offer

- Realtor to negotiate price/terms
- Submit Offer aka “Purchase Contract”
  - Possible counter offer
  - Acceptance of offer
  - Open escrow
• Typically about 45 to 60 days
• Inspections (home, termite, etc.)
• Review (disclosure, preliminary title, condo/association documents, survey)
• Work with lender on loan
• Sign
Home Sweet Home

- Get the keys and change the locks
- Introduce yourselves to neighbors
- House warming/blessing
Take Charge of Your Money

- Visit Us
  www.ctahr.hawaii.edu/tcym

- TV channels
  - 354
  - 355
We would like to thank the following groups for their support:

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