

# Home BUYER'S GUIDE

HELPING YOU ACHIEVE YOUR REAL ESTATE GOALS

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NEW JERSEY REALTOR® ASSOCIATE



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#BATTLESELLSTHESHORE

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*Let's Connect*



@BattleRealEstate

*Buying a home  
shouldn't be a  
Battle.*

## Are you ready for your next chapter?

### My Objective for Our Journey Together

By the conclusion of our time together, my aim is for you to have a comprehensive understanding of the entire transaction, enabling you to clearly articulate to family and friends how we achieved success.

### A Comprehensive Guide for Home Buyers

This guide serves as a resource not only for first-time home buyers but also for those who have previously purchased a property and are interested in transitioning.

I want to clarify that the insights provided here reflect what TYPICALLY happens in a residential sale. Each transaction is unique, influenced by factors such as timelines, sale terms, and financing arrangements all of which ultimately lead to us getting you the keys!

The most valuable advice I can offer to all buyers is to approach the search with intention. This way, our team can concentrate our efforts on properties that truly meet your needs.

I wish you the best of luck in your home search. It is an honor to me and my team to have been chosen by you to assist you in obtaining the keys to your new home.

*Anthony Battle*

# Benefits

## OF WORKING WITH ME

### *Local Market Expertise*

As a realtor, it's important to know your market. Market trends fluctuate all the time, and it's imperative to have knowledge on how to accurately seize the advantages of the market.

### *Personalized Service*

Anthony prides himself on delivering personalized services for each client, understanding that no two real estate transactions are identical. By taking the time to truly listen to his clients' unique needs and preferences, Anthony tailors his approach to ensure a seamless and customized experience. He leverages his deep industry knowledge and vast network to provide tailored solutions.

### *Negotiation Skills*

A realtor with creative negotiation skills is a significant asset. Creative negotiators can identify unique opportunities, mitigate potential conflicts, and find common ground between parties, ensuring transactions proceed smoothly.

### *Comprehensive Support]*

As a dedicated realtor, he offers a seamless home-buying or selling experience, collaborating with experienced mortgage advisors and lawyers to handle all financial and legal aspects. His professionalism and expert network help clients navigate the real estate landscape confidently, making him a trusted partner in achieving property goals.

### *Access to Premium Listings*

Having offices in Clark, Red Bank, and Toms River gives Anthony the advantage of being well-versed in various markets. With a transaction history that covers all of New Jersey, Anthony is the go-to expert in any county.



### *Trusted Network*

Anthony, a realtor and the founder of Battle Connects, LLC, developed a platform that brings together individuals from diverse businesses and backgrounds. This initiative has established him as a community leader, fostering collaboration with trusted partners to achieve outstanding results.

### *Commitment to Your Satisfaction*

As a service provider, Anthony's primary objective is to streamline transactions. He guarantees that every client, no matter their familiarity with real estate, departs with a thorough understanding and ample support from him and his team.



# Anthony's *commitment* to you

## DEDICATED SERVICE



From the day you place your trust in us as your selected Realtor®, we pledge to you to provide the quality of service that you deserve. You will receive the highest standards of professional and personal service from our team.

## HANDLING HARD CONVERSATIONS



When repairs or changes in price need to be made (whether a buyer or a seller), we will be your guide through that process. We handle negotiating repairs, scheduling needed inspections and/or repairs, and any hard conversations so you don't have to.

## ON YOUR SIDE



A Realtor® will represent your best interests, you are my #1 priority. With a pulse on the local market and a sound understanding of how various amenities affect the value of a home, we will make sure we calculate all benefits, and decide the price accordingly.

## SUSTAINED COMMUNICATION

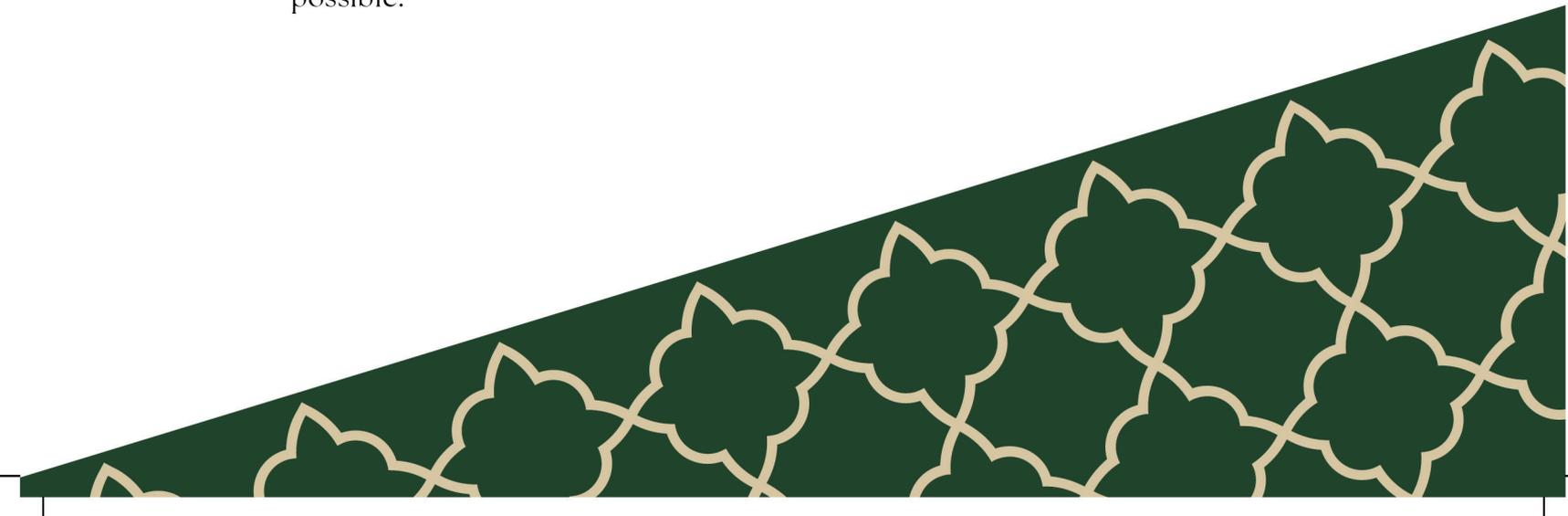


We will discuss with you exactly how our team works and what you can expect. We will communicate regularly and you'll know everything that's going on as soon as we know it.

## PROBLEM SOLVER



We will work hard to protect all of your interests and take on any issues that may arise throughout the process. Hopefully making the process as fun and stress-free as possible.



# DECIDE WHETHER YOU'RE READY TO BUY A HOME

Sure, there's being financially ready to buy a house, but are you emotionally ready? Even if it's just going to be your starter home, you're making a big financial commitment and putting down some roots.

You'll want to think about your other goals for the next few years. Are you buying with a partner, and if yes, are you on the same page when it comes to money? Is there any chance you'd need to relocate for work? Are you thinking of starting a family?

These big-picture questions can add to the pros (or cons) of whether this is the right time to buy a house.

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WONDERING IF YOU SHOULD BUY A HOUSE? LET'S LOOK AT SOME OF THE FACTORS THAT LENDERS AND HOMEOWNERS ALIKE SHOULD CONSIDER.

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## INCOME AND EMPLOYMENT STATUS

Your lender won't just want to see how much money you make. They'll also want to see a work history (usually about 2 years) to make sure your income source is stable and reliable.

Preparing your income is all about pulling the right documentation together to show steady employment. If you're on the payroll, you'll likely just need to provide recent pay stubs and W-2s. On the other hand, you'll need to submit your tax returns and other documents the lender requests if you're self-employed.

Debt-to-income ratio (DTI) is another financial instrument mortgage lenders use to evaluate your loan application. Your DTI helps your lender see how much of your monthly income goes to debt so they can evaluate the amount of mortgage debt you can take on.

DTI is calculated by dividing your monthly debt by your gross monthly income. For example, if your monthly debts (credit card minimum payments, loan payments, etc.) total \$2,000 per month and your gross monthly income is \$6,000, your DTI is  $\$2,000/\$6,000$ , or 33%. Your lender will use the debts shown on your credit report to calculate your DTI.

Depending on the type of loan you're applying for, your lender may also calculate your housing expense ratio, also sometimes referred to as front-end DTI. This is a ratio that looks at your total monthly house payment (principal, interest, taxes and insurance) compared to your monthly income. For example, if you have a \$1,200 house payment and the same \$6,000 monthly income, your housing expense ratio is  $\$1,200/\$6,000$ , or 20%.

It's smart to review your DTI before you apply for a loan. In most cases, you'll need a back-end DTI of 43% or less to qualify for the most mortgage options, although this number varies based on your lender, loan type and other factors.

# Making THE OFFER



## HOW TO MAKE A WINNING OFFER

When structuring a solid offer in New Jersey, start with a clear price that reflects current market value and your financing limits, then include a realistic closing date, favorable contingencies (like a standard home inspection and appraisal), and a clean loan commitment from your lender. This demonstrates seriousness while protecting your interests as the buyer. Crucially, lean on your lender early to confirm that the proposed price, estimated taxes, insurance, and potential HOA fees all align with your long-term budget and debt-to-income targets. A lender-backed pre-approval or conditional approval helps the seller see you as a rock-solid risk, increasing your chances without overextending your financial boundaries.

### Key Tips for Making an Offer

- Confirm your budget with your lender before deciding on a price.
- Include a strong pre-approval to show you're a serious buyer.
- Base your offer on market data and current conditions.
- Keep contingencies reasonable and timelines clear.
- Only submit one offer at a time to stay transparent and fair.

### Offer Price

When a buyer submits an offer, it includes the proposed purchase price and terms the buyer is willing to meet. The seller then has three options they can accept the offer as-is, decline it outright, or take no action, allowing it to expire. In many cases, especially in competitive markets, sellers may receive multiple offers at once. To manage this fairly and encourage strong proposals, they often set an offer deadline by which all interested buyers must submit their best terms. After the deadline, the seller reviews the offers collectively and chooses the one that best meets their financial and timing goals.

# THE HOME *Buying* PROCESS

## 1 TALK TO A LENDER AND GET PRE-APPROVED

To successfully buy a home, provide pay stubs, W-2s, and bank statements. Understanding your affordability is crucial, and pre-approval gives a clear view of your buying power.

## 2 SEARCH FOR HOMES

The fun part! I will coordinate showings and guide you toward finding your dream home.

## 3 MAKE AN OFFER

Together, we will develop a compelling proposal that aligns with the price and terms you select.

## 4 OFFER ACCEPTED & PAY EARNEST MONEY

Once we have the contract signed by the seller and complete attorney review, you are "under contract." Very soon after, you send the earnest money to either the attorney or title insurance company.

## 5 DO A HOME INSPECTION

Hire a home inspector to identify issues with the house. After reviewing the report and consulting an attorney, you can request the seller to make repairs, receive a refund, or potentially cancel the deal if the contract permits.

## 6 COMPLETE YOUR MORTGAGE APPLICATION & LENDER SCHEDULES APPRAISAL.

To officially apply for the loan, your lender will order an appraisal to estimate the home's value. They may also request additional documents, such as updated pay stubs or bank statements.

## 7 TITLE WORK, INSURANCE, UNDERWRITING

A title company conducts a title search, while you select homeowners insurance, and the lender's underwriting team reviews everything. Before "clear to close," you must provide proof of homeowners insurance, any final paperwork requested by the underwriter, and confirmation of how you will deliver closing funds.

## 8 CLOSING DAY

The process involves transferring funds and ownership, with a final walkthrough arranged by your agent before the sale takes place. A title company or attorney usually facilitate the closing.



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# Calculate how much you can afford

Once you decide you're ready to buy a home, it's time to set a budget. A good place to begin is by calculating your DTI ratio. Look at your current debts and income and consider how much money you can reasonably afford to spend each month on a mortgage.

Homeownership comes with several costs you don't need to worry about while renting. You'll need to pay property taxes and maintain some form of homeowners insurance. Factor these expenses into your household budget when you decide how much you can afford on a house.

Mortgage lenders consider DTI an important qualifying factor. The amount of debt you have is considered a very reliable predictor of the risk associated with the approval of any mortgage loan. Therefore, it's important to know your numbers.

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## LET'S LOOK AT HOW DTI IS CALCULATED.

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### Step 1: Add Up All Of Your Monthly Debts

Your debt payments could include:

- Monthly rent or house payments
- Monthly child support payments or alimony
- Student loan payments
- Car payments
- Monthly credit card minimum payments
- Any other debts you might have

You don't need to add in:

- Grocery bills
- Utility bills
- Taxes
- Any other bills that may vary month to month

### Step 2: Divide Your Monthly Debts By Your Monthly Gross Income

Next, do a simple calculation. For example, let's say your debts add up to \$2,000 per month. If your monthly gross income (your before-tax income) is \$6,000 per month, then your DTI ratio is 0.33, or 33%.



# ARE YOU READY FOR THESE CHALLENGES?

## *Common Challenges for Unrepresented Buyers*



### **Market Access:**

How will you ensure you're seeing all available properties, including off-market listings?



### **Problem-Solving:**

What's your plan for handling surprises that often arise during transactions?



### **Property Valuation:**

Can you accurately determine if a property is priced fairly for its condition and location?



### **Time Investment:**

Have you considered the time needed to manage all aspects of your purchase?



### **Negotiation:**

Are you prepared to negotiate not just price, but terms, contingencies, and repairs?



### **Emotional Distance:**

Can you remain objective about potentially the largest investment of your life?



### **Legal Complexities:**

Do you fully understand the contracts and disclosures you'll be signing?



### **Industry Relationships:**

Do you have connections with inspectors, lenders, and other professionals you'll need?



### **Transaction Management:**

Can you effectively coordinate inspections, appraisals, and other crucial steps?



### **Post-Purchase Support:**

What will you do if issues arise after closing?

