
STANLEY  MARTIN



ABCs

of First-Time Home Buying

For first-time home buyers, understanding your options and recognizing what's important to you is the place to start. We know that's easier said than done with all the details and decisions to make - but Stanley Martin is here for you!

To help you collect your thoughts, we've created the **ABCs of First-Time Home Buying** with you in mind. In this helpful guide, we've summarized the most important things you need to know so you'll feel ready to make your next move.

TOPICS INCLUDE:

- Knowing what you can afford
- Simple tips on the home buying process
- Choose and compare the Top 5 "It" Factors
- Glossary of Real Estate terms

Read on to discover how easy Stanley Martin makes it to buy a

NEW HOME



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Apply the Fundamentals



WHAT YOU CAN AFFORD

It's important to estimate the costs associated with buying a new home. Some are monthly and others are just one time, but there may be some that you

aren't expecting at all. See our list for the major costs associated with buying a new home. This is a good place to start when looking to see what you can afford.

MAJOR COSTS TO CONSIDER

Mortgage Payments: The most predictable cost associated with buying a home. This monthly payment depends on the cost of your home, what type of loan you have, what interest rate is locked in, and what your down payment is. You can calculate it roughly using our mortgage partner's free tool located here: www.fhmtg.com/Mortgage-Loan-Calculators.

You can start by getting pre-approval or pre-qualified, this way you don't waste time searching for homes out of your price range. This also makes sure you don't sell yourself short!

Closing Costs: The fees associated with the home buying transaction that are paid to the mortgage lender. These are generally between 2%-5% of the home purchase price.

Down Payment: A lump sum from 3.5%-20% of the home's purchase price. The more you pay upfront, the less your monthly mortgage will cost.

Property Tax: Levied for municipal projects or expenses, this tax charged by local governments can rise based on the home's assessed value, often due to market conditions.

Insurance: Homeowner's insurance can vary by state or region. Often times, you can keep your costs lower if you bundle homeowner's insurance with your auto or life insurance policies.

HOA Fees: A Homeowners' Association fee pays for operating and maintaining your neighborhood and amenities. If you're buying in a planned community you'll have this payment on top of your mortgage.

Utilities: Electric, gas, water, trash to name the basics. Utility costs depend on the size of the home, your preferences and how energy-efficient it is. Plus, depending on your community, some of these costs may be included in an HOA fee.



Financials can be tricky, but they don't have to be scary. A mortgage lender will get the nitty gritty set up for you and check your credit. Your mortgage lender will walk you through the process and you'll

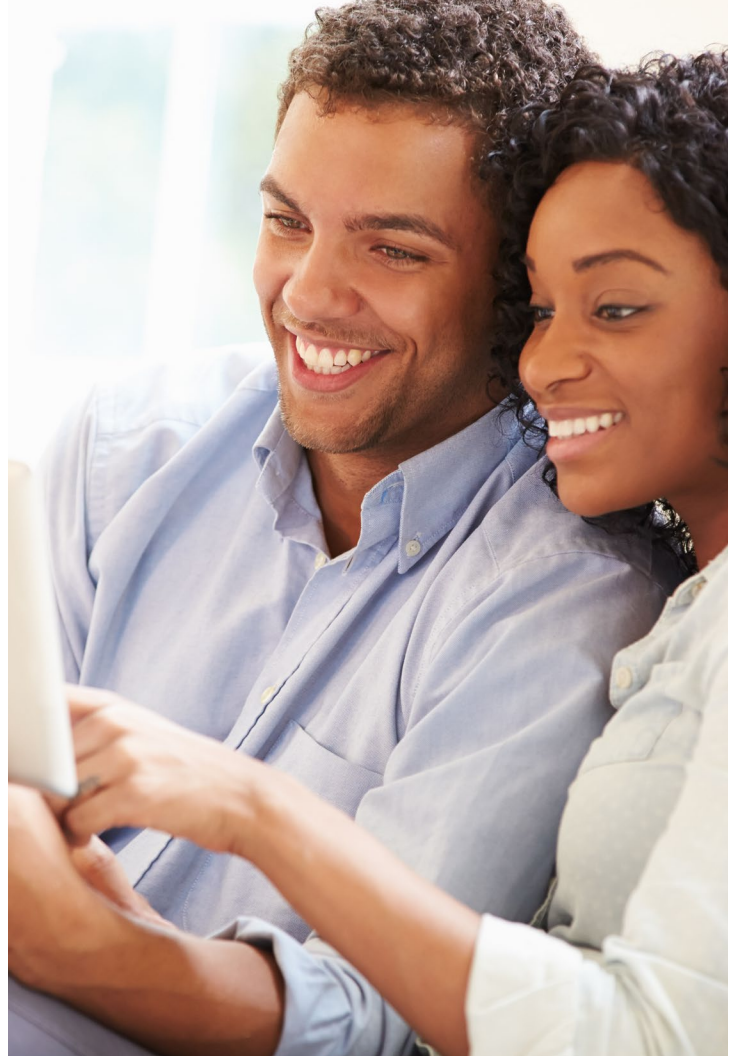
come out knowing what you can afford, how to lock a rate in and complete the loan process. Builders like Stanley Martin have mortgage partners willing to help you.

UNDERSTANDING THE PROCESS

It's no secret that building a home of any kind takes a considerable amount of time. After all, no matter what kind of home you buy, it is constructed from the ground up with all of your bells and whistles. Lucky for you, we keep you "in the light" throughout the entire process. We provide all our home buyers with an estimated schedule upfront that covers the timing from when the contract is signed to the final walkthrough. While we aim to set accurate expectations, your build time depends on several factors such as:

- Pre-Construction and County Permits and Inspections
- Weather/Time of Year
- Availability of Crew or Supplies
- Style of Home

You can rest easy knowing our team is working hard for you, and as part of the process you can count on milestone check-ins and being made fully aware of anything that may impact your timeline.



MILESTONE CHECK-INS



CONTRACT PHASE

- Home and lot selection locked in by Purchase Agreement
- Pop Champagne and Celebrate
- Financing/Loan Approvals
- Design Center Appointment



CONSTRUCTION PHASE

- Pre-Construction meeting ●
- Construction begins
- County Inspections
- Quality assurance inspections
- Blower Door Test to determine HERS score results
- Final Inspection



PRE-CLOSING/CLOSING PHASE

- New home orientation
- Final home walk-through
- Settlement/closing





**PURCHASE AGREEMENT
SIGNED**



**AROUND 5-12 MONTHS
FOR CONSTRUCTION TO
BE COMPLETED**

(depending on home size & complexity)



CLOSING



WANT TO MOVE IN QUICKER?

Sometimes you just can't wait or you would rather not go through the building process, Stanley Martin also offers Move-in-Ready homes. Our design experts have chosen the most popular upgrades and finishes for these homes, so you don't have to. Imagine being in your brand new home in just weeks, with the same high quality, livable design that you expect from a Stanley Martin home - without the wait.



Begin your Search



NARROWING IT DOWN

Once you know how much you can afford, you can begin your search. Here's a look at three real estate categories:



SINGLE FAMILY HOME

Detached and built on a single home site in more suburban areas, single family homes come with larger living spaces (and storage spaces) and typically have a garage. With front and backyards, this type of home offers more privacy and freedom. Although, this privacy comes with maintenance that's the homeowner's sole responsibility.



TOWNHOME

Townhomes have multiple floors, with one or two shared walls that connect to adjacent homes, but still have a small private yard or rooftop deck. Found in both urban and suburban areas, they're usually larger than a condo, and smaller than a single family. Offering a fairly more traditional neighborhood experience like a single family home, but with less outdoor maintenance, townhomes fall in the middle.



CONDOMINIUM

Stanley Martin condos are called "2 over 2 units" which means there are two homes, one placed on top of the other. These 2 over 2 condominiums have shared walls, and a ceiling (for the lower unit), which provides a great open main level floorplan. Owners pay condo fees to share maintenance costs with their neighbors, but often have access to amenities like gyms or pools on property.

Depending on your lifestyle, or number of people living with you, your "ideal" home is not a one-size-fits-all scenario. If you still aren't sure, schedule a quick tour of each style to help you decide.



AMENITIES THAT MATTER

Communities can offer tons of amenities for you to enjoy. Organizing your list of preferences will help you weigh your options. Take a minute to jot down your preferences in the list below. Consider who you'll be living with, and what may be important to them. Often this takes a bit of compromise, but that's why talking about it early is important.



MUST HAVE | NICE TO HAVE | NOT A PRIORITY

ACCESS TO NIGHTLIFE AND MUSEUMS

BIKE/WALKING TRAILS

COMMUNITY GARDEN

DOG PARK

PARKS AND GREEN SPACE

PLAYGROUNDS

POOL

PROXIMITY TO PUBLIC TRANSPORTATION

QUALITY SCHOOL SYSTEM FOR KIDS

QUICK DRIVE TO DINING/SHOPPING

WALKING DISTANCE TO DINING/SHOPPING

OTHER:

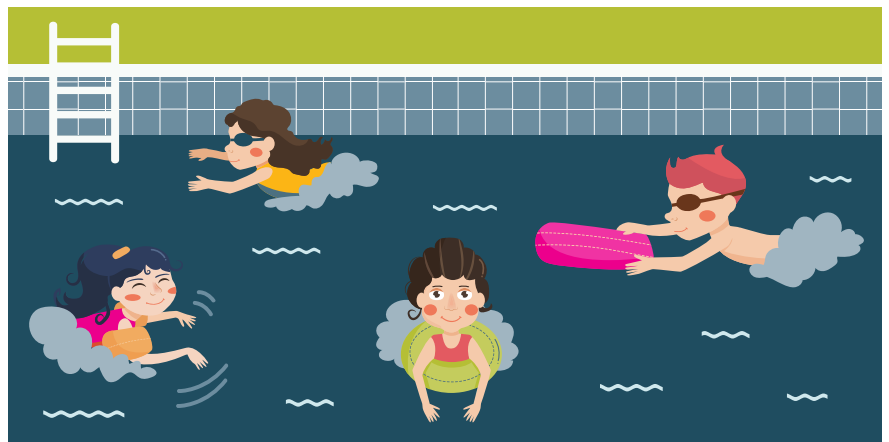
OTHER:

OTHER:

It's possible you'll find a neighborhood that

has it all

but it's also possible you'll find communities with differing combinations of what matters most. This list above will help you compare and choose what's best for your situation.





Compare & Choose



TOP 5 “IT” FACTORS

To each person, certain things are just worth more than others. Make sure you (and those you’ll be living with) carefully consider the value you place on these 5 factors to help find your perfect home.

LIVABILITY WHAT TO COMPARE: *Floorplans*



You have your own style, and a unique set of needs and wants. With a new home, you select the floorplan that suits your family and lifestyle. Do you love to entertain in rooms that easily flow from one to another or do you prefer a cozy space with more private areas? There are so many options and with a little personalized décor, the home becomes exactly the way you envisioned, built for you and only you.

CURB APPEAL WHAT TO COMPARE: *Home Facades*



From neighborhood entrances that provide a sense of arrival, to gorgeous streetscapes featuring well-designed facades and beautiful landscaping, the feeling of home starts at the front door. Select the exterior design, also known as an elevation, ⚡ that matches your taste.

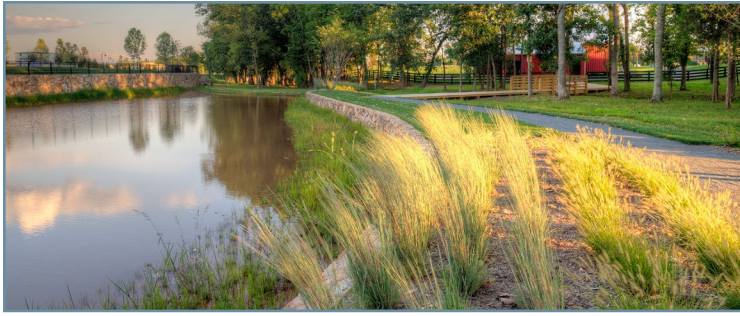
⚡ Refer to Glossary

PERFORMANCE/QUALITY WHAT TO COMPARE: *Green Living Standards*



A Stanley Martin home is built to be environmentally friendly and can save you money every month on utilities. Windows are higher quality, insulation practices are state-of-the-art, and heating and cooling units are more efficient. Our homes are 53%* more energy efficient than resale homes and 39%* more efficient than other new homes.

INVITING NEIGHBORHOODS **WHAT TO COMPARE: *Community Benefits***



We design high-quality, convenient neighborhoods, and we love nothing more than watching each community develop as excited homeowners move into their new homes. You may even find yourself on an early morning nature walk with neighbors who have become friends. Do you love the location? The amenities? The streetscape?

EXTRAORDINARY SERVICE **WHAT TO COMPARE: *Service/Warranty***



Brand new construction means there is a warranty, which assures your appliances, fixtures and utility equipment are protected. New also means top-of-the-line products, materials that are safer and innovative. We also build our homes with the right digital infrastructure, so your home is digital-ready today and tomorrow. Look at reviews and testimonials to make sure your builder gives good customer service.

CHOOSE WHAT'S IMPORTANT TO YOU

In addition to the values above, here's a list of questions and items to consider.

How many levels do you want your home to have?

Garage size? (1-5 car)

What floor do you want your laundry room on?

What about these features?

MUST HAVE

| NICE TO HAVE

| NOT A PRIORITY

FIREPLACE

FIRST FLOOR OWNER'S SUITE

GOURMET APPLIANCES

GUEST BED/BATH

HOME OFFICE

LARGE YARD

LOWER LEVEL

PATIO OR DECK

OTHER:



Glossary



Breakeven Horizon: The number of years after which buying is more financially advantageous than renting.

Closed: The property is sold and no longer available.

Closing Costs: The fees associated with the home-buying process, such as the brokerage commission and title insurance. Most are paid by the buyer, but the seller may cover some.

Contingency: A provision of an agreement that keeps the agreement from being fully legally binding until a certain condition is met. One example is a buyer's contractual right to obtain a professional home inspection before purchasing the home.

Credit Score: A number assigned to a person using a standardized scale, based on the history of credit or debts, that indicates to lenders the borrower's capacity to repay a loan.

Digital-Ready Home: We build our homes with the right digital infrastructure, so your home is digital-ready today and tomorrow. You can choose from one of our packages or do it yourself later.

Down Payment: The lump sum you'll pay upfront that funds equity in the property and proves to lenders that you're serious. Today, 20% of your purchase price is preferred and often gets you the best rates, but some loans allow down payments as low as 3 percent.

Elevation: Home facade or exterior of your home.

Green Living: An eco-friendly way of living that strives to balance the conservation and preservation of the Earth's natural resources and saves homeowners money. By combining a variety of energy saving (and EnergyStar® rated) features, Stanley Martin promotes **Green Living** for your entire home and the community.





HOA Fees: Run by the community in which you live, Homeowners Association fees pay for the upkeep of common areas and the amenities that are offered.

Home Site: Lot where your home can be built.

Interest: A percentage of the money that you borrowed (principal dollars) that is paid on top of that principal.

Lot Premium: A cost added to the base price of a home, based on the desirability of a particular home site.

Monthly Mortgage Payments: The amount you'll pay to your lender each month. In most cases, a mortgage includes the loan principal plus interest (both amortized over the life of the loan), homeowner's insurance and property taxes.

Pre-Construction Meeting: Meeting between the construction manager and the home buyer to go over blueprints, options, finishes, warranty and timeline.

Principal: After you make a down payment, the rest of the money you owe on your home is called the principal. This is what you will be paying off, monthly, over the lifetime of the mortgage, which can last anywhere from five to 30 years.

Property Taxes: A tax imposed by the government correlated to the value of your property.

Rate Lock: An option to lock in an agreed-upon rate for a certain period, to protect you from short-term fluctuations in the mortgage market.

Under Contract: The seller has an agreed-upon contract with the potential buyer.



Why Others Have Joined the Stanley Martin Family



"The home design was very spacious and the addition of the morning room adds extra lighting."

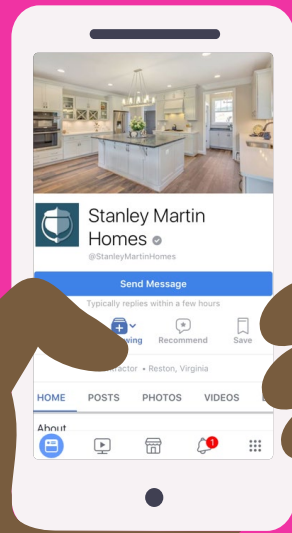


"We love the layout, long term flexibility, lights and the huge closets."



"We love the features, inside and outside, and it fits our lifestyle."

**STAY
CONNECTED**



Now that you have read through our ABCs guide and have a better understanding, head to our social media channels to stay in the know.

Check out our blog to help you through **THE HOME BUYING PROCESS**

We get into the nitty gritty of homeownership but also the **FUN STUFF!**

BLOG TOPICS INCLUDE:

- Decorating ideas
- Yummy recipes to whip up in your new kitchen
- Ways to make new memories with your loved ones



866.851.8191



We can't wait to help you find
the perfect home.

Please reach out to our New Home Consultants
with any questions you might have.

866.851.8191

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