BUYERS · QUIZ

Free from Brian Redfern

Are You Ready to Buy?

Six quick questions. Get your readiness score and your next three steps.

BR

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01 Your readiness check

Circle one answer per question, then add up the points in brackets.

1. How's your credit?

Not sure [0] · Rebuilding [1] · Good [2] · Great [3]

2. Down payment saved?

Not yet [0] · Some [1] · About 3–5% [2] · 10%+ [3]

3. Talked to a lender?

No [0] · Planning to [1] · Pre-qualified [2] · Pre-approved [3]

4. When do you want to move?

Just looking [0] · Within a year [1] · 3–6 months [2] · ASAP [3]

5. Monthly budget clear?

No idea [0] · Rough idea [1] · Yes [2] · Yes, with a cushion [3]

6. Know where you want to live?

Not yet [0] · A few ideas [1] · 2–3 areas [2] · One spot [3]

Your total: _____ out of 18

0–7 **Getting started**

Perfect time to plan. Your next steps: a 15-minute lender call to learn your real budget and what to work on, a savings target for the down payment and closing costs, and a look at down payment assistance. It often comes together faster than people expect.

8–13 **Almost there**
You're close. Your next steps: get fully pre-approved (not just pre-qualified), set your monthly number including taxes, insurance and HOA, and tour a few homes to sharpen your must-have list.

14–18 **Ready to go**
You're ready. Your next steps: make sure your pre-approval letter is current, sign a buyer agreement so you can tour, and set up showings. Good homes can go under contract in days, so have your earnest money ready.

02 Your next three steps

1. **Talk to a lender**
   Even a 15-minute call tells you your real budget. Ask for a Loan Estimate so you can compare quotes.
2. **Set your monthly number**
   Payment, property taxes, insurance and HOA, not just the price.
3. **Make a short list of areas**
   Commute, schools you'd like nearby, weekend spots.

03 What lenders look at

- **Credit**
  FHA loans allow 3.5% down with a score of 580 or higher; conventional loans generally need higher scores
- **Down payment**
  As little as 3% for eligible first-time buyers on conventional loans, 3.5% on FHA, and 0% on VA and USDA for eligible buyers
- **Income and debts**
  Your monthly debts, including the new payment, compared with your gross income
- **Cash to close**
  Down payment, closing costs and sometimes a few months of reserves

Want a game plan for your score?

Brian can walk you through it. No pressure, no obligation.

Call or text Brian: 619-403-0390
Book a call: https://redfernhomelife.com/contact
This guide online: https://redfernhomelife.com/guides/ready-to-buy-quiz

Sources

- HUD Single Family Housing Policy Handbook 4000.1 (FHA credit and down payment) (hud.gov)
- Fannie Mae Selling Guide (3% down for eligible first-time buyers)
- U.S. Department of Veterans Affairs (va.gov); USDA Rural Development (rd.usda.gov)
- Consumer Financial Protection Bureau: Loan Estimate (consumerfinance.gov)

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