

The Complete Buyer's **Guide to Finding Home**



Presented By:

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Hello!

Thank you for allowing my team the opportunity to help you find your next home! It is with extensive market knowledge, localized vendor partners, proven technology solutions, and varied resources, that I am able to provide personalized customer service to each and every client.

Buying a home is a big financial investment and one of the most exciting life events you experience but it can come with its own challenges. But fear not as from start to finish, I constantly consult with you to develop, tweak, and adjust the strategic plan accordingly. And together, we determine your goals for homeownership and use them as a foundation for finding your dream home.

Through each and every step of the process from contract to close, I provide you all of your options so you feel confident and informed during each phase of the transaction. More importantly, longer afterward in maintaining your home moving forward. Many of our clients become family, and we hope that you know how dedicated to our team is to making this process as smooth as possible for you. We also know that good service speaks volumes and so my team looks forward to the opportunity to earn the referrals of those who mean the most, your friends and family!

I look forward to taking this journey with you!

Sincerely,

**Liz Bruch | REALTOR®, ePro,
C2EX, MRP, ABR, & AHWD**



Originally from Baltimore, Maryland, I moved to the St. Louis area in 2014 and have been enjoying #lifeinthelou ever since! From the restaurants, local events, parks and recreation, to the diverse neighborhoods, sporting activities, and historical landmarks, I embrace all that St. Louis has to offer. With a background in education, public relations, marketing, digital advertising, TV, and radio, I utilize my varied expertise to bring the best value to my clients. In fact, I pride myself on being the go-to resource for my clients, in assisting them with all of their real estate needs and well beyond! In an effort to create a positive home buying or selling experience, I provide timely and consistent communication, stellar negotiation skills, a wealth of expertise, and a strong understanding of current and local housing market trends. In my spare time, I enjoy playing golf, cheering on the Baltimore Ravens/Orioles, and spending time with my husband Zachary, our son Wesley, and our Chihuahua, Pebbles.

I find true happiness in helping clients accomplish their real estate goals and realize their dreams of homeownership. Whether you're buying, selling, or looking to invest, allow me to help you and the ones that mean the most, "BuywithBruch!"

Accolades, Certifications, Positions of Leadership, & Designations:

2024 St. Louis Realtors Association Board of Directors 2024-Present

2023 Missouri Women's Council of Realtors Member of the Year Award Recipient

2023 Top 3 Realtors in St. Louis A-List Finalist for St. Louis Magazine Reader's Choice Awards

2022 Young Professionals Network Rock Star Award Recipient

2022 Missouri Realtors Winter Business Conference Speaker- Tiktok & Social Media

Accolades, Certifications, Positions of Leadership, & Designations Continued:

2022 Real Estate Collaborative Breakfast on Social Media for Business Speaker
2022 RealtHER Summit Speaker- How to Use Facebook for Business and Building Community
2022 Top 3 Realtors in St. Louis A-List Finalist for St. Louis Magazine Reader's Choice Awards
Top 25 Realtors on Social Media in Missouri 2021
At Home With Diversity (AHWD) Certified | ePro Certified | C2EX Certified | Accredited Buyer's
Representative Designated (ABR) | Military Relocation Professional (MRP)
SLAR Young Professionals Network (YPN) Advisory Board Committee Member 2022-Present
Missouri Realtor's Association State Director 2021-Present

Specialties:

Proficient with and experience in:
VA Homebuyers & Military Relocation
Relocation
First-time Home Buyers
Investment Property
Vacation Homes or 2nd Residences
Multi-Family & Single Family Residences
Condominiums, Apartments, and Villas
Townhouses
New Construction

Proud Member Of:

Veteran's Association of Real Estate
Professionals (VAREP)
St. Louis Association of Realtors
Missouri Realtor's Association
National Association of Realtors
Women's Council of Realtors: Both the National
& St. Louis Chapters
Southern Gateway Association of Realtors

My Unique Value Add

- Being a former transplant to St. Louis myself, I am well-equipped at assisting those unfamiliar with the area.
- I provide extensive knowledge on varied loan products, neighborhoods, and have a vast clientele in varied areas of Missouri allowing my knowledge-base to be exceptionally large with regard to nuances in each municipality.
- I know contracts and forms inside out and backwards.
- I know real estate legalities as it pertains to each individual transaction and the state-required criteria.
- A background in mass communications, public relations, TV and radio, as well as experience in print and digital advertising as well as social media.
- Influencer status on various social platforms.
- An unwavering commitment to client success.
- Certifications and Designations beyond the average agent that allow me to better serve my clients.
- I am a family-oriented person and Mom of one human and one fur baby, and well...enough said!
- Great at juggling multiple balls in the air with a propensity for being able to at the same time, provide customized and personal service.
- Stellar under pressure and been known to make magical things happen in very short amounts of time!

My Commitments To You

I know you have a lot of options available to you when it comes to real estate agents, but I am thrilled to be able to have the opportunity to work with you! Below is my commitment to you, some of the services I provide, and how I assist you during the home search and buying process. If there is anything I can do to make this amazingly exciting, but sometimes stressful, process go more smoothly, do let me know!

- Customize and tailor home searches with client portal access (One Home/Website).
- Consistently network with agents locally and nationally to gain access to any and all available inventory that meeting your criteria.
- Schedule, research, and facilitate property tours/showings for homes of potential interest.
- Provide contacts for reputable vendors including but not limited to: lenders, title companies, home warranties, homeowners insurance, and inspections.
- Guide you through the offer submission process, competitive offers, and negotiation of terms and contingencies.
- Draft all necessary paperwork: sale contracts, amendments, addendums, agency representation, offer letters, title and survey forms, compliance forms, and required MO Broker Disclosure forms.
- Review all paperwork with you to ensure confidence and understanding.
- Connect and build rapport with listing agents to provide timely updates on your offer or inspections.
- Inform you on all of your options for Inspections, expectations for Inspection Day, and the process thereafter.
- Ensure all stipulated contractual obligations are met and any deadlines maintained.
- Follow up with lenders, home warranty reps, and title companies regularly to ensure a smooth transaction and on-time closing.
- Schedule and perform the final walkthrough with you.
- Coordinate with you, title, and lender to schedule closing appointment details.
- Review and explain survey and title commitment details.
- Provide you with the keys, garage door openers, warranties, manuals, etc. once the sale is closed and funded.
- Give you private access to my Facebook Group: NewToTheLouSTL to stay informed about local happenings, events, sales, new hotspots, and more.
- Offer FREE utility connection services to help you set up your utilities prior to closing.
- Provide electronic and paper-based timelines to track dates and contingency deadlines.
- Respond promptly and consistently to emails, calls, and texts to meet your family's needs.
- Inform you of all of your available options at each step of the process to ensure you're feeling informed to make confident decisions.
- Offer guidance on maintaining your home moving forward.
- Check in on you regularly, remaining available long after the sale.
- Provide ongoing support and resources for homeownership challenges or questions.
- Advise on property management and rental potential for investment properties.
- Help you remain calm and collected during a heightened and often emotional home buying process.
- Be an honest, reputable, and professional REALTOR® you can trust wholeheartedly to have your best interests at the forefront of every step of this process.



The Benefits of Homeownership

Whether you're looking for more space, relocating from another state, getting married, or looking to invest, there are many advantages to homeownership. But, whether personal or practical reasons have led you to this moment, there are some really important benefits that homeownership can provide.

Equity:

When you purchase a home, your monthly mortgage payments serve as a type of scheduled savings plan. Over time you gradually accumulate what lenders call "equity," or an ownership interest in the property allowing you to borrow against it, or convert it into liquid funds when you sell it.

Stable Housing Costs:

You are no longer at the mercy of a landlord. Renters pay rent to the landlord for the life of their lease and on the terms in which the landlord stipulates. There are sometimes yearly payment increases, requirements in the lease for pets, customization of the property itself, common areas, etc. Furthermore, you're really paying the landlords mortgage with your rent allowing that person to earn equity while your funds aren't working to your advantage at all. Mortgage payments remain unchanged throughout the entire life of the loan. In fact, because of inflation, over the years you pay the same amount but with devalued dollars. So, what might seem like a substantial payment now, can quickly become very affordable when the cost of living increases over time!

Increased Value:

Historically, houses typically increase in value, or "appreciate" over time. It's not unusual to find a home that sold for \$150,000, fifteen years ago to be valued way higher today. This increased value is as good as money in the bank to a homeowner when it comes time to sell.

Tax Benefits:

Homeowners may be eligible for tax deductions on mortgage interest payments and property taxes, which can reduce their overall tax liability. More importantly, interest paid on a mortgage can typically be tax deductible. This can save you a fair amount yearly in federal taxes.

Personalization:

Homeownership allows you to personalize your living space to your liking and to meet the needs of you and your family. You can decorate, renovate, and make changes as you see fit, without needing permission from a landlord. Furthermore, home should feel like a place to call your own. When you own a home, you have all the freedom in the world to make it feel special.

Community:

Owning a home can help you to become more connected to those in your community. You may become more invested in local events and activities, and you may develop stronger relationships with your neighbors. You also have a more vested interest in the schools, parks, maintenance, and the rules/regulations of your neighborhood.

Legacy:

Owning a home can be a way to build a legacy for future generations. Your home can be passed down to your children or grandchildren, providing them with a stable living situation and potentially helping them build their own wealth. Building generational wealth can allow your offspring to have opportunities in the future that they might not otherwise have.

01 Get Connected

Connect with a licensed REALTOR® who is knowledgeable about the neighborhoods you're considering, who can help guide you in your home search, provide local market insight, and support you in obtaining your goals for homeownership.

02 Pre-Qualification vs. Pre-Approval

Before beginning your home search, the first step is to get connected with a lender to get considered for a home loan. A pre-qualification is an informal "you might qualify for," or a very preliminary determination by a lender or mortgage broker. A pre-approval though is a more formal determination in writing, subject to collecting all needed documentation, on a specified loan amount. Once pre-approved you'll receive a letter that gives you more strength behind any offer to purchase. If you're paying cash, you will need to provide a proof of funds which can be a bank statement, stocks, 401K showing liquid funds for the purchase amount are readily available. I can connect you with local lender partners who based on your income, employment, and credit history, can help determine how much "house" you can afford. This dictates the concrete budget for your home purchase and in some cases, the home itself for various loan products.

03 Tour Property

Now that you have determined your budget, it's time to focus on your ideal location, essential features, family requirements, amenities, and prospective timeline. You'll explore homes, attend open houses, and I will regularly send you homes that may be of interest or worth a look. You can also send me properties of interest as well. I'll then set up exclusive alerts to notify you immediately when a property meeting these specific line items becomes available, to ensure you're the first to know!

04 Preparing & Submitting an Offer

Once you decide on a home you like, you'll submit an offer to purchase. In that offer you'll spell out the sales price offered, various terms and conditions, as well as any required contingencies. An offer package usually includes:

- Your Preapproval or Proof of Funds
- A Cover Letter
- A Seller's Disclosure
- Lead-Based Paint Disclosure
- The Sale Contract (Residential Sale or Special Sale when applicable)
- Any pertinent riders to the offer as required

Note- The seller may respond with a counteroffer in price and/or their acceptable terms, respond with an acceptance of your offer with the terms presented, or reject your offer either in writing or by letting the offer deadline expire. You can then accept, reject, or counter back until all parties come to an agreement. Always remember though, there will be other negotiations to be had during the course of a home purchase transaction so make sure you're utilizing these circumstances wisely and that this is the "proverbial sword you want to fall on."

05 Opening Escrow

Once the offer is accepted, escrow is officially open and the clock begins for the contingencies as agreed to in your contract. You'll need to submit your "Earnest Money (EM), which is a good faith deposit that you fully intend to go through the transactional process to closing and in return, the sellers take their home off the market. Earnest Money is held in "escrow" with the title company. This money is returned to you pursuant on the terms in your Sale Contract. These circumstances include:

- Financing Contingencies- You fail to obtain a mortgage
- Inspections- You walk away during your Due Diligence Period
- Appraisal Contingencies
- Title Contingencies



06 Home Inspections

During this step of the transaction, you'll determine which inspections you would like to perform or not perform. You'll then schedule those or I will schedule those appointments accordingly for you. You have the right to do any inspections you'd like including but not limited to: general building, termite, radon, gas, sewer lateral, etc. Note- Each inspection has an associated cost so be cognizant of which inspections make sense for your home and your family. During your "due diligence" period, is when you'll get to know the overall condition of your new home and learn about the homes systems and structures. It will also help you determine what repairs or credits might be needed (if applicable). There is a specified period of time pursuant on the timeframe in your contract for inspections. Once all inspections are conducted, and all reports have been received and reviewed, you will submit your Inspection Notice. This will dictate one of the following: 1. You're satisfied with findings, contingency is resolved, 2. You're terminating the Sale Contract with earnest money returned to you, or 3. You're requesting satisfaction of the line items listed and/or asking for a monetary credit at closing. This "notice" signifies the start of the Inspection Resolution Period where the buyer and seller will then negotiate (if applicable) to come to an agreement on the mutually agreed upon inspection repairs, credits, or otherwise, etc.

07 Loan & Title Commitment

Loan Commitment

Your lender will order an appraisal from a third party independent appraiser to ensure the amount you paid for your home equates to a fair market value. This phase of the transaction is resolved in the following ways: 1. If the property appraises for the sale price you paid, the contingency is resolved 2. If the property appraises for more than the sale price you paid, (which is more rare, but does happen), the overage becomes equity, you'll have in your home out of the gate, or 3. The property appraises for less than the sales price, depending upon what terms were in the contract, you can: 1. Make up the difference in cash out-of-pocket 2. The parties can renegotiate the sales price or, 3. You can exercise your appraisal contingency (if applicable) and issue what's called a Mutual Release whereby the contract is terminated. Once that phase is then completed, if moving forward, the lender will issue you a Loan Commitment signifying you've secured your financing and that resolves that contingency in the Sale Contract.

Title Commitment

The title commitment contingency in the Sale Contract is a clause that ensures the buyer can review the property's title history in order to convey "clear title," via a Title Commitment to the buyer before proceeding with the home purchase. This commitment letter provides title insurance to the buyer, so if after closing something something should arise, the buyers covered. "Clouds" on title refers to any easements, liens against the property, unresolved legal judgments, back taxes, etc.

08 Final Figures & Final Walkthrough

About 1-3 days prior to closing you'll get final figures down to the penny for all of the closing costs, debits, credits, cash to close, origination fees, title fees, etc. This is called your a "Closing Disclosure (CD)." Earlier on in the process the lender should have provided you a "Loan Estimate" showing you the approximate fees, your interest rate, timeframe for the loan, and various other loan terms. You will also conduct your Final Walkthrough. This is when you get to walk the property and ensure the home is in the same condition in which you wrote your initial offer and to confirm that any requested and mutually agreed upon repairs have been completed. You will be provided with receipts for any work completed; as well as lien waivers for items over the amount of \$500 for your records. Finally, you'll submit a Final Walkthrough Notice satisfied with your walkthrough or with remaining items still needing to be managed. This is not the same as an Inspection Notice. This becomes a working part of the contract automatically and should the line items not be resolved, the buyer would hve the right to seek legal counsel for a case in civil court should they choose to do so.

09 Closing

Day of closing you will schedule your settlement appointment. You'll need to provide state-issued photo ID, a money order, cashiers check, or confirmation of a wire transfer as well for any monies still owed. You'll wet sign all paperwork required for the transaction. Once both parties are closed and funds transfer, we are considered "closed and funded!"

10 Welcome Home! You're a New Homeowner!

You get the keys to your new home along with (if applicable) any warranties, manuals, extra keys, garage openers, etc.



Home Buying Workbook

1 Gathering Financials

Before looking at homes, you need to get your financial house in order! If you don't know your credit score, now's a good time to check it. If you think it doesn't look right, you can request a free credit report from all 3 credit bureaus: Equifax, Experian, and Transunion and inquire about fixing any errors as needed. Below are some costs you want to consider:

Homeownership Expenses	What	How Often
Before You Buy	Credit Report Home Appraisal Inspections	One-time Fee One-time Fee One-time Fee
During the Process	Loan Origination Fees Closing Costs Title Insurance/Search	One-time Fee One-time Fee One-time Fee
After You Buy	Property Taxes Private Mortgage Insurance Homeowner's Insurance Homeowner's Association Dues Utilities (Water, Gas, Sewer, etc.) Maintenance & Repairs Lawn Care/Landscaping	Monthly Monthly Monthly/Annual Monthly/Annual Monthly Ongoing Ongoing

Finances

- ☐ Compile any necessary documents, including pay stubs, bank statements, and past tax returns.
- ☐ Determine how much of a monthly payment you are comfortable with. Don't forget to take into account taxes and insurance on top of your base mortgage payment!
- ☐ Think about what you would want to put down for your down payment when the time comes.
- ☐ Research various loan products and determine whether you would qualify for specialized loans like VA, FHA, or USDA home buying programs or first-time home buyer programs or incentives.
- ☐ Request Loan Estimates from 2-3 good lenders (I can provide references) to comparison shop for loans.
- ☐ Submit a loan application with the chosen lender and get a pre-approval letter for your client file sent over to your REALTOR®.

You can also look online for a mortgage calculator as well, but don't forget to account for closing costs, fees for inspections, appraisal, remodeling, or furniture/appliances. Remember, you don't always have to put down 20%. The following are costs to be mindful of during the course of owning a home.

Some Questions To Ask When Interviewing Lenders...

- What is your policy for locking in an interest rate and how long can I lock it in for?
- Are there any prepayment penalties if I decide to pay off my loan early?
- What sets your lending institution apart from other lenders in the market?
- What are the closing costs and other fees associated with the loan? Origination fee for the loan?
- What types of loans do you offer, and which do you recommend for my circumstances?
- What documents will I need to provide to apply for the loan?
- What is your turnaround time for underwriting and approving a loan?
- What is the minimum down payment required for the loan I am considering, and are there any special requirements or restrictions?
- Do you offer any special programs or incentives for first-time homebuyers, veterans, and/or other applicants?

Mortgage Options

While the details of every loan are different, each lender has a variety of mortgage options their company may offer. Here are some of the basics but for more in-depth or specific information, connect with your lender or any your agent recommends.

Mortgage Types

Most mortgages fall into one of two categories: fixed-rate or adjustable-rate loans. Fixed-rate mortgages provide a constant interest rate, monthly principal, and interest payment for the life of the loan. The rate on an adjustable rate mortgage can fluctuate with the economy.

Loan Terms

Loan terms are typically 30-year loans, but there are also 15, and 20-year options available to you.

Ways to Lower Your Rate

You can reduce your interest rate by “paying for points” to lower your monthly payment. One point equates to 1% of your loan amount and can reduce your interest rate by about 0.25%. A better credit score, reducing your DTI (debt-to-income) ratio, and/or increasing your down payment.

VA Loans

The U.S. Department of Veteran Affairs (VA) offers government-backed loans to veterans, active-duty service members, and surviving spouses, among others. There is no down payment required, sometimes more lenient credit requirements than other loan products, and they often do not require mortgage insurance. A Certificate of Eligibility is required from the VA to utilize these benefits. VA also requires an appraisal.

FHA Loans

A government-backed loan via the Federal Housing Administration (FHA) within the Department of Housing and Urban Development (HUD) is an option for: those with a bit of a lower credit score (within reason) or who might require a minimum down payment of 3.5% allowing for less out of pocket down. FHA requires an appraisal and mortgage insurance. These loans are also assumable, meaning that a borrower can transfer their loan to another borrower who meets the FHA's eligibility requirements allowing for that borrower to inherit a better interest rate if it makes sense!

USDA Loans

USDA are loans provided by the U.S. Department of Agriculture. They can only be used in USDA-approved, often more rural areas, for lower to moderate income households. They may require any adults in the home over a certain age requirement, to have credit checks or income verified as there is a specific income limit. There is no down payment required, but they do require borrowers to carry mortgage insurance. A knowledgeable lender with these specific loan types is crucial.

Conventional Loans

Conventional loans are a type of mortgage that is not insured or guaranteed by a government agency, such as the Federal Housing Administration (FHA) or the Department of Veterans Affairs (VA). Instead, conventional loans are backed by private lenders. They typically have a higher down payment amount, which can range from 5% to 20%. If the down payment is less than 20%, private mortgage insurance is required. You also typically need a credit score of at least 620+. These loans allow for a borrower to waive an appraisal. The lender will still complete one, but the contract will not be contingent upon that.

Options for Down Payment

Your Savings

Buyers often save regularly for a period of time by reducing expenses, dedicating a specified amount to a housing fund, or by getting another job for additional income. Saving money for this purpose is ideal!

Gifted Funds

A parent, friend, or family member can gift you funds. A gift letter via the lender from the person providing the gift must dictate no financial interest in or obligation toward either the person buying or the property itself. This is not a loan and is considered a gift with no strings attached. What you determine with that person gifting you the funds should be for your knowledge only!

Proceeds From the Sale of a Current Home

Using the proceeds from the sale of your current home for the down payment on your new home.

Special Programs

There are some government grant programs (MHDC, first responder programs, nurses/doctors, etc.) at the state or local level that may offer down payment assistance to specific homebuyers. There are particular requirements for this, so ask your lender for more specific information.

Creating a Budget

Purchase Price		
Earnest Money		Typically 1% or more of the purchase price
Loan Origination Fees		0.5%-2% of the loan amount
Your Down Payment		3.5%-20%
Buyer Closing Costs		Estimated to be between 2-5% of the sale price.
Buyer Admin Fee	\$550	
Home Warranty		\$600-\$800 (1 year)
Buyer Inspections & Appraisal		\$250-\$2000 (paid at time of inspection) \$400-600 appraisal
Moving Costs		Varied by distance, how much is being moved, etc.
Estimated Total Funds Needed at Closing		

Other Costs To Consider:

Monthly:

- Utilities: \$100-\$500 per month
- Condominium Association Fees (if applicable): \$200-\$350 per month
- Home Owner's Association Fees (if applicable): varies so check with your REALTOR®
- Lawn Maintenance: \$100-\$500 per month
- Exterior or Interior Home Repairs: \$200-\$500 per month
- Mortgage Insurance: 0.5%-1% of the loan amount
- Other financial obligations specific to your situation:

Yearly:

- Property Taxes
- Renovations or Upgrades
- Yearly Home Maintenance: Snow Removal, Gutter Clean Out, Radon Mitigation System Checks, HVAC Servicing, Extermination, etc.
- Other financial obligations specific to your situation:

2 Finding the Right House

Make a list of all of the things you'll need to have in a house. Some of the following questions may help you determine some of the things on your "needs and wants" list:

What neighborhoods or areas of town are your favorite? What is the proximity to your place of work, family, or activities?

How much space do I need? How many bedrooms or bathrooms are necessary?

What is my preferred budget for buying a house?

Do I want to do projects or would I prefer more turn key and updated?

Do you need a dedicated play room or office space?

What design features or architectural style do you prefer?

What are non-negotiables for you or your family (i.e. basement or a garage)?

Am I planning to expand my family in the next 5 years?

How long do I plan to stay in this home?

Your Home Search

- ☐ Get a head start on compiling your home wish list.
- ☐ Spend time in each of the areas or neighborhoods you're considering to imagine yourself living there and familiarize yourself with amenities nearby.
- ☐ Research which platforms you're going to use to look for homes (OneHome, MLS portal access, Redfin, Zillow, etc.).
- ☐ Find some properties in your desired area and price range that might be for consideration and send over to your agent and/or inquire about properties that were sent to you that may be of interest.
- ☐ Visit open houses with or without your agent, letting anyone know you're working with a REALTOR® and have a member of our team schedule a private showing tour of houses under consideration.
- ☐ Make copies of and use the home buying scorecard on the following page to help you evaluate and track every home you tour.

Some Questions to Consider While Touring Homes

Is there a specified deadline for offer submission?

Why are the owners selling and what would make my offer most attractive to them?

Is the house being sold "as is"?

What personal property would convey with the house?

How long has it been on the market? If for a bit, why?

Is the seller willing to compensate a buyers agent or would I have to ask for concessions to do so?

Is it close to any major highways, intersections, power lines or towers, bodies of water?

What is the potential for future home value appreciation?

Are there any zoning laws or restrictions that could affect your plans for the property?

What are the property taxes?

Is this home accessible for someone in my family or that I know who may need assistance?

Other:



Homebuyer's Scorecard

Ratings:	0-Unacceptable	1-Poor	2-Fair	3-Average	4-Good	5-Excellent
Property Address:						
	House 1	House 2	House 3	House 4	House 5	House 6
Neighborhood						
Location						
First Impression						
Price						
Size of Home						
# of Bedrooms						
# of Bathrooms						
Room Sizes						
Utility Room						
Family Room						
Kitchen						
Dining Room						
Flooring						
Backyard						
Landscaping						
Bonus Areas						
Total Score:						
Notes and Overall Thoughts:						

The Complete House Hunting Checklist for Home Buyers

Specs & Community Details

Address:		Distance to:	Great	Good	Fair	Poor	None	Quality of:	Great	Good	Fair	Poor	None
# of Beds/Baths:		Shopping:	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Public Transportation:	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Neighborhood:		Work:	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Entertainment:	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Year Built:		Schools:	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Schools:	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Square Footage:								Parks:	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
School District:													

Exterior Features

Exterior Features	Great	Good	Fair	Poor	None	Systems/Extra Features		Description:
Construction Type	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Sprinkler System	<input type="radio"/> <input type="radio"/>	
Landscaping	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Security System	<input type="radio"/>	
Foundation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Pool	<input type="radio"/>	
Sidewalks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Hot Tub	<input type="radio"/>	
Siding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Pool Cleaning System	<input type="radio"/>	
Porches, Decks, or Patios	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Outdoor Living Space	<input type="radio"/>	
Roofing/Gutters	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Energy Saving Features	<input type="radio"/>	
Lighting	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Home Warranty	<input type="radio"/>	
Garage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Heating	<input type="radio"/>	
Windows/Doors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Cooling	<input type="radio"/>	
Paint	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Water System Type	<input type="radio"/>	
Fencing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>			
Overall Appearance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>			

Interior Features

Systems/Extra Features	Great	Good	Fair	Poor	None	Description:		Description:
Walls/Trim/Ceilings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Kitchen	<input type="radio"/>
Primary Bedroom	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Cabinetry	<input type="radio"/>
Bedroom 2 & Size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Countertops	<input type="radio"/>
Bedroom 3 & Size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Appliances	<input type="radio"/>
Bedroom 4 & Size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Flooring	<input type="radio"/>
Bedroom 5 & Size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Backsplash	<input type="radio"/>
Primary Bathroom	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Pantry	<input type="radio"/>
Bathroom 2 & Size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Size	<input type="radio"/>
Bathroom 3 & Size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Garage	<input type="radio"/>
Bathroom 4 & Size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Fireplace(s)	<input type="radio"/>
Bathroom 5 & Size	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Ceiling Fans	<input type="radio"/>
Storage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		Basement	<input type="radio"/>
Living Room	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>			
Dining Room	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>			
Light Fixtures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>			
Layout	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>			

Notes:

3 Am I Really Ready to Buy?

Determine if you are ready to apply for a mortgage.

To get the best rates and the best results from lender partners, you have to meet certain requirements as it pertains to your home loan. Review what those requirements are and assess how well you might meet those criteria. Your lender will walk you through the types of loan products available to you.

Understand that there are costs to homeownership.

From the one-time fees (inspections/appraisals) and closing costs to the monthly and annual expenses, there are some costs homeowners have to incur that renters may not. Maintenance of your home is something that is important for your future value.

A solid credit score helps.

Lenders will use your credit score to determine whether you would be a good candidate for lending and how much they'll agree to lend based on this information. Find out what the credit bureaus rate you, and what you can do to boost your score. A good lender should also be able to provide resources for credit repair!

Consider your personal goals.

Consider your goals and whether owning a home aligns with them. Owning a home can offer stability, build equity for the future, and provide a sense of pride and accomplishment.

Know what your timeline is.

Homeownership is ideally a long-term commitment for the benefits to make sense. So, it's important to think about whether you are ready to have the responsibility of owning a home for several years (5-8) or more.

Think about your employment circumstances.

Having steady income and employment is critical to your ability to buy a home and more importantly, the longevity of owning your home. Will you be relocating for work? Possibly switching companies in the not so far off future? Have you been laid off? All of these scenarios pose different hurdles or issues when trying to purchase a home.

Financial obligations are part of this process.

You will need cash reserves or money saved to buy a house and go through the process. This includes a down payment, closing costs, the cost of any inspections, an appraisal, or your earnest money deposits. Having some money put away is a good idea to have for future use as well in maintaining your home should something need repairs or updates.

The Big "3"

Which one(s) are you willing to compromise on when the time comes?

- 1. Location**– School district, neighborhood, subdivision, convenience, town, or municipality
- 2. Price**– Closing costs, home warranties, closing dates, money down, increasing or decreasing your budget, list price to sales price ratios, cash vs. financing, exclusions/inclusions
- 3. Expectations**– Condition, age, updates or upgrades, amenities, aesthetics, or the home's style



4 Making an Offer

Now that you've found the home you like, you're ready to make an official offer to purchase. I will provide you with a Comparative Market Analysis (CMA) of comparable homes in the area and they've sold for. Once you've determined what you'd like to offer and the terms of that offer, be sure to understand this might not be final. Rather, this is a starting point for discussions/negotiations. While the idea of "haggling" a bit sounds appealing, remember, there are many elements to a successful transaction and one of which is some compromise and meeting in the middle of what each side sees as the preferable terms. Remember, there will be other negotiations so be thinking about what power you may or may not have later on should you choose to want to negotiate further at that time (inspections, appraisals, delays/timelines, etc.)



Offer Sequence

- An offer is written and once you determine what terms will be included, it gets submitted to the listing agent for presentation to the seller.
- A seller can accept the terms as presented, reject the offer in writing or by letting it expire, or counter your offer with their preferred changes.
- However, if in competition, you may only get one shot to bring your best foot forward, or vice versa. If for example the home has been on the market a while, you might be able to ask for more in the initial offer.
- Once the parties reach an agreement, the date of acceptance becomes the day when all parties (both buyer and seller) have signed. This takes your offer and makes it a fully executed contract.
- The date of acceptance sets in motion the subsequent dates as it pertains to the contract moving forward. You are now considered "under contract," and the real fun begins!!!

Offer Recap

- ☐ Review your Comparative Market Analysis (CMA)
- ☐ Determine what sales price you're comfortable offering and what terms you'd like presented
- ☐ Offer is preparation and review of the offer with Liz Bruch
- ☐ Offer submission

5 Under Contract

- Congrats! Now the real fun begins! You're going to need to submit your earnest money, a good faith deposit placed into an escrow account held by the title company signifying your willingness and intent to proceed through the contractual process to closing. This is your "skin" in the game whereas the seller's "skin" in the game is taking their home off the market once under contract while you work out any required contingencies on the journey to closing.
- From there you'll determine which inspections you'd like performed and schedule as well as conduct those assessments with reports provided.

Phase 1: Inspections

- An inspectors job is to just that...find things. Occasionally, significant issues might arise, but not all of them are deal-breakers. For example, if high radon levels are detected, you could negotiate to have a radon mitigation system installed during the course of the transaction making your home safer for future use and enhancing its resale value. Addressing challenges during the buying process can save you money and energy in the long run.
- Minor things like a GFCI outlet or broken thermal seal, while important are relatively insignificant during the course of an inspection negotiation. More substantial repairs are really the line items up for discussion and are not always reasons to walk away or panic. Especially if repairs or credits can be negotiated to your benefit! These might include: a roof, all new HVAC, new electrical, major sewer or plumbing issues, or substantial structural repairs.
- All inspections have an associated cost and some may not be applicable to your situation. Consult with an inspector as to which you'd like performed.
- There are two parts to inspections: Your Due Diligence Period and a Inspection Resolution Period.
- Attend inspections if at all possible. This is the best opportunity to ask questions, learn about the inner workings of your new home, how to maintain it moving forward, and gain insight into what can be done to overcome any hurdles with an expert!
- Additionally, your due diligence phase is the only time you'll have access to the house until final walkthrough, so make sure you address anything you need to (measurements, appliances, etc.). Furthermore, should you want more information from any contractors pertaining to repairs needed, this is the time to gather those details/estimates.



Phase 2: Appraisals

- Appraisals are an examination of fair market value by an independent, third party appraiser, initiated by the lender. Essentially, an appraisal is the "likely sales price a home would bring if offered in an open, free, and competitive real estate market" and will dictate a more concrete valuation of your new home.
- An appraisal provides the lender with an assurance that the property will sell for at least the amount of money that is being borrowed should a borrower default on their financial obligations. This is the source of security for the lending institution to ensure their interests are protected.
- Comparative properties are used to arrive at a valuation that will closely match the number of beds, baths, and square footage of the subject property in order to determine market value. An appraiser will also consider other factors like the condition, location, amenities, and updates/upgrades a property may possess.
- All FHA and VA loan products require appraisals and depending on the market, it may be to your advantage to adjust your offer strategies accordingly.

Phase 1 & 2

- ☐ Remit your payment for your earnest money per the instructions issued by the specified title company in the amount on your contract
- ☐ Think about the inspections you'd like performed and get those scheduled as soon as possible
- ☐ Plan to attend inspections and bring a notebook to ask questions or take notes if needed
- ☐ Pay for and gather all reports and send to your REALTOR® for review and further recommendations
- ☐ If applicable, determine the 3-4 things that are most notable to submit on your Inspection Notice
- ☐ Once your appraisal is received, send to Liz Bruch for review and your client file

Phase 3: Loan & Title Commitments

- Your loan commitment is the subsequent documentation provided to you that shows the lending institution has thoroughly and completely evaluated both the home and the circumstances of the borrower and is the "commitment" that lending has been secured by the buyer.
- It will provide your locked-in interest rate and loan terms for the life of the loan as has been dictated to you by your lender.
- Your title commitment is similar in that it's the title company's review of your home's history to ensure clear title can be passed to the new owner. With this, they'll provide lien waiver coverage and liability coverage in the event that after closing something arises, you're protected.

Phase 3

- ☐ Ensure the requested documents by the title company and/or lender have been submitted as requested
- ☐ Begin to start planning your move (provide notice to your landlord, start packing, arrange for utilities to be set up as well as confirm homeowner's insurance begins as of the day of closing)
- ☐ Plan to attend a final walkthrough to ensure the property is in the same condition as when you wrote your offer. Check that any negotiated repairs have been completed and lien waivers/receipts provided
- ☐ Ensure funds for closing are saved and schedule your closing date appointment with the title company, lender, and your agent
- ☐ Plan to attend closing (if remote, plan to arrange for a mobile notary; this could be an additional cost)

6 Final Walkthrough & Closing

- Once all the contingencies in the contract have been resolved, you will conduct a final walkthrough. You'll ensure the home's in the same condition as when you wrote your offer and that any repairs as required on inspections have been completed.
- Final walkthrough isn't an actual negotiation but rather, becomes an extension of the contract itself. This means that should a repair not be completed or something still needs to be addressed, a notice gets submitted to the seller.
- About 1-3 days before closing you'll receive a Closing Disclosure with final figures, declaring what you will need to bring to closing for your cash to close (if applicable). This could look a bit different in both the format and the final value from the initial loan estimate. Any and all questions pertaining to this should be directed to the lender for clarification.
- This statement is the balanced numbers for both parties with debits and credits showing prorated taxes, loan origination fees, title fees, appraisal, and other line items for use of the property by the seller up until closing. These figures are for the current year unless paid in arrears. In the state of Missouri, the sewer bill is paid at closing.
- You can remit funds two ways: Wire funds directly, which is the most secure in terms of handoff or via certified check or money order as instructed by your lender and title company.
- Closing marks the end of the home-buying process and the beginning of the life in your new home! However, be mindful that the signing of paperwork isn't considered fully closed until funds transfer. This may take some time so you'll want to plan accordingly. You cannot access a property prior to the title company/lender notifying you that you are closed and funded as this is considered breaking and entering and there could be legal consequences as such.
- You'll need to bring the following to closing: 1. Your state-issued ID and a second form of ID 2. Your cashier's check with any monies owed or confirmation of a wire submission, and 3. A SMILE! You made it!





Final Steps...

- ☐ Gather any paperwork you've received from myself, the title company, and/or lender and file away for your records
- ☐ Thank your REALTOR® because she's a gem!
- ☐
- ☐
- ☐

Pop Quiz

- What is an appraisal?
- Does every inspection period have a resolution period?
- What is the 2nd step in the home buying process?
- Who should you call for questions pertaining to financing?
- Name an expense that you incur during the home buying process.
- What is the document called that transfers ownership to the new homeowners?
- T or F: It's okay to buy a car prior to closing, after all, you need transportation.
- T or F: Earnest money gets kept by the seller until closing.
- T or F: You escrow for taxes and insurance.
- Name two benefits of homeownership.

Buyer Roadmap at a Glance

Contractual Timeline

Pre-approval by a lender

Search for Property

(Pay Earnest Money) Making an Offer

Contract Negotiation of Terms

Accepted Contract or Under Contract

(Pay for Credit Check & Appraisal) Complete Formal Loan Application

(Pay for Inspections) Ordering of and Scheduling of Inspections

Ordering of Title Search & Survey

Contact Insurance Agent to Confirm Insurability

Inspection Due Diligence Deadline

Inspection Resolution Period Deadline

Appraisal (if applicable)

(Pay for Full Year) Homeowner's Insurance & Start Date for Day of Closing

Change Over Utilities, Internet, TV, etc, Into Buyer's Name for Day of Closing

Obtain Occupancy and Any Other Required Municipal Inspections from Seller

Conduct Final Walkthrough

Review of Closing Statement with Lender and/or Agent

(Pay Down Payment & Closing Costs) Closing

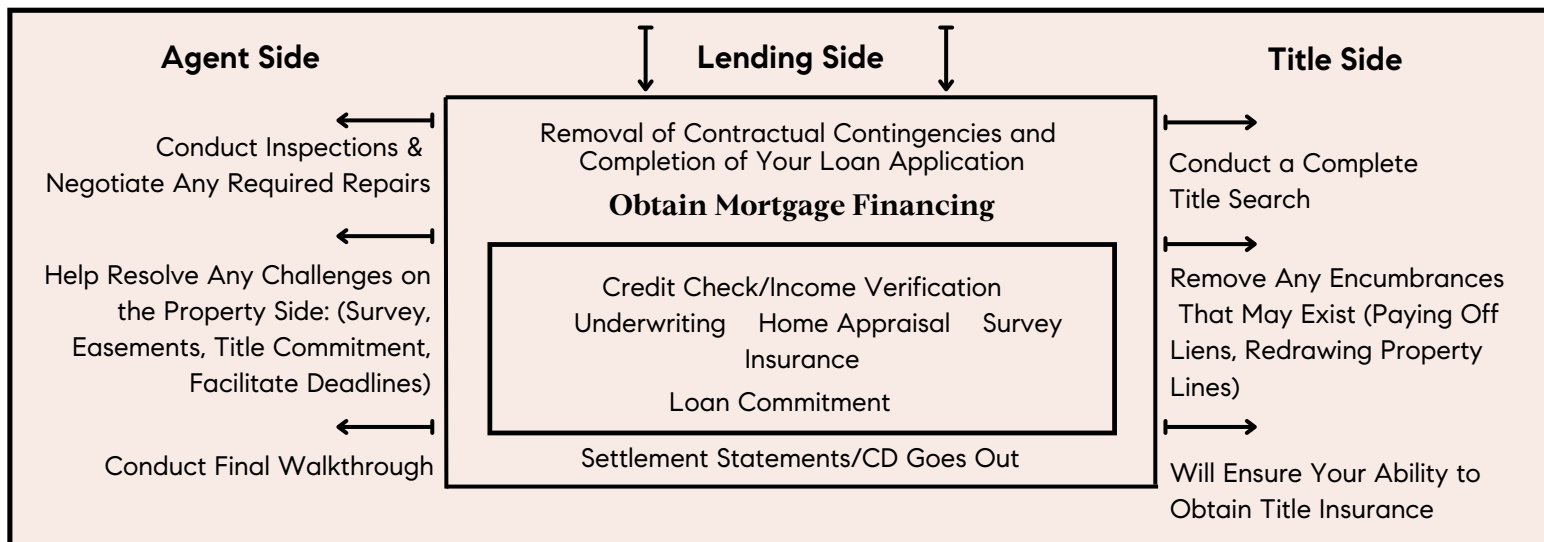
After Transaction Funds- Possession

3 Phases of a Home Purchase

Phase 1

1. Obtain Financial Pre-Approval or Proof of Funds from a Trusted Lender Partner
2. Determine Your Goals for Homeownership and Develop a "Wants versus Needs" List During the Buyer's Consultation
3. Select Pertinent Properties of Interest and Begin Establishing the Top 3-5 Homes You Wish To Preview
4. Go on a Showing Tour to Look at the Available Homes and Circle Back to Determine Next Steps (Like/Didn't Like)
5. Work with your Realtor to Write an Offer and Determine Criteria as well as Negotiable Terms Being Offered for Submission
6. Repeat Steps 1-5, UNLESS an offer is Accepted...Then, Submit Your Earnest Money

Phase 2



Phase 3

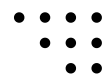
Buyer Obtains Funds for Closing Pursuant Upon the Balanced CD (Cashier's Check & ID)

Wet Signatures Provided at Closing for the Property (Signing All Approved Paperwork)

Once Funds Transfer, the Title Company and Lender Will Declare "Closed & Funded" and Keys Exchanged



How We'll Work Together

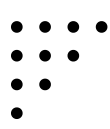


- I am a straight shooter. I call it like I see it and I don't shy away from the truth or asking the question. If that isn't for you, perfectly fine, as I am not for everyone just like some clients aren't a good fit for me. It's my job to make sure you understand the decisions to be made, paperwork, deadlines, requirements, offer strategy, contractual obligations, and all the options available to you, even if it's not what you want to hear.
- Communication is critical to the success of any real estate transaction. As a REALTOR® and fiduciary for my clients, I am obligated to provide honest and fair feedback. Please know these are important details that you need to know in order to protect your best interest and more importantly your financial investment. I am just the facilitator of those details and getting you connected to the proper resource to appropriately address them. Don't shoot the messenger!
- I would always prefer you tell me immediately if you have any concerns or questions. I can't fix or provide support, guidance, or find solutions if I am not aware they exist. It's always easier to move slowly forward than it is to go backwards with regard to real estate transactions.
- As current market conditions change, I try to provide guidance to you in terms of what that change could mean for your home search or offer strategy.
- I will always exhibit the highest standard of professionalism and integrity throughout the home-buying process in the representation of you, your family, and our brokerage. This is buying a home which can be a heightened emotional situation. Therefore, it is sometimes my job to be assertive and sometimes my job requires me to be more agreeable to tow the bottom line, getting you over the finish line and into your dream home!
- I am a facilitator:
 - I monitor the steps of the transactional process, explaining and clarifying questions from contract to close
 - Introduce you to recommended vendor partners (title, lending, survey, home warranty, painters, electricians, movers, attorneys, plumbers, etc.)
 - I work cooperatively with the seller's agent intentionally to bridge the gap between the buyer and seller to ensure deadlines are met, and contingencies in the contract are resolved. This requires some finesse at times so be mindful that it's part of how you ultimately get your goals of homeownership accomplished!
 - I complete administrative tasks from writing and managing paperwork and compliance, to email correspondence and scheduling (inspections, showings, etc.)
 - I educate you on what could be the best strategy with regard to situations at hand
- I typically show anywhere from 3-5 houses before a serious buyer client is ready to write a competitive offer. Each circumstance may vary but essentially, time is a valuable commodity. There could be other clients that want or need my time or expertise or time spent with my family. I always value your time, so please show me the same courtesy.
- I schedule showing tours well in advance and typically the evenings and weekends are first come, first serve. Someone saw the property yesterday that is now writing on it today...
- My later days are typically Wednesday or Thursdays; it's best to ask for those appointments as soon as possible as they do fill up rather quickly. Not to mention, historically more inventory comes on later on in the week.
- Once we go under contract, I do keep track of deadlines, dates, paperwork, receipts, communication, etc. But, it is a two-way street and your responsibility to complete, send back, and acknowledge requests you get from lending, title, or myself. These line items are often very time sensitive and require backend processing so time is always of the essence!



- While I work incredibly hard, adore my clients and love what I do, there may be rare occasions where I am unavailable attempting to give others the same attention, I provide you. But, I will always get back to you at my earliest convenience and greatly appreciate your understanding in that I may have more than a few clients at a time.
- The commission for both agents is paid by the seller. However, there is a standard \$550 transaction fee that is required to be paid at closing for all my clients. This is waived for VA clients in gratitude for their service.
- Furthermore, I typically have on my Buyer's Agency Agreements a minimum of 3% or \$4000. In most circumstances this is amended later (circumstances permitting) to what's in the MLS as I really believe . But should I drive around MO for a year straight, the buyer can and will be responsible for the difference. (I.E.- 2.7% in the MLS, buyer to pay remaining 0.03%). This is at my discretion for services, energy, and time rendered.
- Closing dates may change, and while not preferable, it does sometimes happen. Please plan accordingly and understand some things are beyond your and my control. But, I will always do my best to keep us on schedule if this can be avoided.
- This is what I do for a living. My livelihood, success, and business depend on my ability to serve my clients at a very high level. Your willingness to trust the process, the steps involved, and allow me to represent you in your best interest leveraging my professional expertise and past experience, is paramount. It requires complete honesty and straightforward communication from all parties.
- Missouri is a title company state. This means they are managing escrow funds pertaining to the home purchase, completing a full and complete title search for your protection in transferring ownership, and order and facilitate a survey if being completed. Lending, title, and the REALTOR® are not in the same office. Communication may take time.
- Missouri is also a marital state. No one can buy or sell property without it being 50/50 or a waiver of ownership from the spouse. Unless there is a divorce decree, you will need to handle that accordingly.
- Lending and title may ask you for the following and are required documents for any and all clients:
 - Personal Information- DOB, SSN, current address, or marital status
 - Employment Information- Employment history, income, or for HR contacts
 - Assets- 401K, other homes owned, or other liquid assets (cars, boats, inheritance)
 - Liabilities- Any issue that could hinder your ability to get a loan; criminal activity, child support, car payments, or student loans
 - Copies- Tax returns, pay stubs, bank statements, bank accounts
- BE HONEST! There are things we can typically overcome, or find a solution for when we are informed and provided with enough time. But, if you don't disclose it, and if it is discovered later (which it always is), it could cost you your dream home when it could have easily been avoided and remediated with due time.
- Some grant programs will require information on all income for the adults over 18 in the household. Please refer to your lender for further information as to how to navigate the options available to you and the processes for application.
- This is an exciting time and I am thrilled for you!





Key Terms to Know

Appraisal

An assessment by a third party, licensed appraiser via the lender that defines the fair market value of the subject property for the purposes of obtaining a mortgage.

Assessed Value

The value placed on property for property tax purposes by the tax collector.

Broker

A real estate agent has a salesperson license whereas a Broker has a salesperson license and a broker's license. There is only one Broker in any office despite whether other members hold both. That is the "Broker of Record."

Closing Costs

Expenses incidental to a sale of real estate such as loan fees, appraisal fees, title insurance, and escrow fees.

Closing Statement

The statement which lists out the financial settlement between the Buyer and Seller, and the costs associated with what each must pay.

Contingency

Certain criteria that have to be met in order to finalize the sale.

Conventional Mortgage

A mortgage or Deed of Trust not obtained under a government-insured program. The down payment can be lower than 20% if a first-time homebuyer or 20% down to avoid paying private mortgage insurance.

Credit

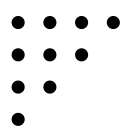
Money given to a buyer from the seller that is placed in the escrow account at closing.

Counteroffer

The rejection of the initial offer with a suggestion on changing certain terms as presented in the original offer in some fashion.

Debt-to-Income Ratio

The percentage of gross monthly income that goes toward paying for your monthly housing expense, alimony, child support, car payments and other installment debts, and payments on revolving or open-ended accounts such as credit cards.



Key Terms to Know

Earnest Money Deposit

Buyer's in MO deposit 1% of the sales price which is standard. However, this can be increased if needed and sometimes can help boost an offer strategy.

Equity

The value in your home above the total amount of the liens against your home. If you owe \$100,000 on your house but it is worth \$130,000, you have \$30,000 of equity.

Escrow

A neutral third party that handles the transfer of any money during the course of the transaction from the initial earnest money deposit to final funding and closing.

Fixed Rate Mortgage

A loan on which the interest rate and monthly payment do not change.

Home Warranty

A policy whereby certain household systems are covered i.e. plumbing or heating for typically a one-year time period. This can be purchased via the seller or the buyer and for up to 30 days after closing.

Points

1% of the amount of the mortgage loan. For example, if a loan is made for \$50,000, one point equals \$500. These can be utilized to "buy-down a rate."

Preliminary Title Report

A report showing the circumstances surrounding the title before a sale or loan transaction takes place. After completion of a sale, a new title insurance policy will be issued and new note/deed recorded.

Private Mortgage Insurance (PMI)

Insurance that reimburses a mortgage lender if the buyer defaults on the loan and the foreclosure sale price is less than the amount owed the lender (the mortgage plus the costs of the sale). This falls off when a homeowner reaches 20%.

Title Insurance

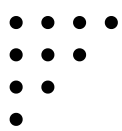
Insurance that protects the buyer and lender against any losses arising from disputes over the ownership of a property.

Recording Fees

Money paid to the lender for recording a home sale with the local authorities, thereby making it public record.

Underwriting

The process a lender uses to determine loan approval. It involves evaluating the property and the borrower's credit and ability to pay the mortgage.



Pop Quiz Answer Sheet

- **What is an appraisal?**
 - An appraisal is the process of determining the value of a property based on various factors including condition, age, location, etc. by a professional appraiser.
- **Does every inspection period have a resolution period?**
 - Not necessarily. Every transaction allows for inspections or a due diligence period, but there are options when doing inspections like doing them for the buyers knowledge only, meaning no resolution period as there is no negotiation of repairs. Or if you waive inspections entirely.
- **What is the 2nd step in the home buying process?**
 - Getting prequalified. This is done via a lender if financing your home purchase and your agent can offer recommendations for a business partner with a good track record of responsiveness, communication, and expertise for you, so just ask! Once approved, you will get a preapproval letter. If paying cash, you will need to provide a POF or proof of funds in the amount of the sales price. This can be a bank statement, 401K, stock account, etc. Either way, whether a POF or preapproval, this is something your agent will need to submit with your offer to purchase.
- **Who should you call for questions pertaining to financing?**
 - The lender.
- **Name an expense that you incur during the home buying process.**
 - An expense of buying a home might be inspections or an appraisal, or earnest money within a few days of going under contract.
- **What is the document called that transfers ownership to the new homeowners?**
 - Your deed of trust. Your note is what is owed to the banking institution.
- **T or F: It's okay to buy a car prior to closing, after all, you need transportation.**
 - FALSE, do NOT make any big purchases whatsoever once preapproved. This can throw off your debt-to-income ratio and be a cause for denial of financing.
- **T or F: Earnest money gets kept by the seller until closing.**
 - FALSE, the title company used your earnest money to open an escrow account that will be used as you move forward in paying your mortgage payment, taxes, and insurance. This will also come off as a credit to you at closing.
- **T or F: You escrow for taxes and insurance.**
 - TRUE, for the first year, you pay an entire year of homeowners insurance up front. To ensure taxes are paid, the lender will also escrow for those as well.
- **Name two benefits of homeownership.**
 - Two benefits of homeownership are equity or your ownership interest in your home, and personalization! You get to make this home look however you wish! Other benefits include: tax breaks, legacy-building opportunities, becoming part of a community, consistent housing costs, and more.



FAQ's

- **How do showings work?**

- When you find homes you would like to see you have a few options. But, the first thing you should be doing though is driving by. Check out the area and do so at different times of day. Then, once you have done so, send me a list of properties of interest. I can then request showings for us to tour the homes listed. Appointments are required and my availability is first come, first serve. Finally, you will likely have a 30-minute time slot. That means, you want to arrive at the beginning and be out of the home at the end. If you will require breaks, please note that those should be scheduled accordingly so do let me know. Finally, you're welcome to attend Open Houses. However, it is important you let the attending agent know that you're working with an agent.

- **When touring a home...**

- Homes in this day and age have cameras. You should assume that each home has them and be careful of what is said at the time of showing. A person's home is their sanctuary and should be treated as such. Booties are to be worn if required, lights left on or off per instructions, and children to be kept with their guardians at all times. You may open closets or drawers but do so with caution and care.

- **Photos & Video...**

- Please be mindful of taking pictures or video of any property toured without written consent or permission to do so. There may be items in someone's home that they do not want photographed.

- **Can I use a bathroom?**

- It is preferred that prior to looking at houses you use the restroom. Facilities in someones home or property is not for public use. In the event there is an emergency, we can address that as the time comes, but please plan ahead. Sometimes these properties may also be winterized or utilities turned off.

- **"As is" Properties...**

- Properties being sold "as is" have a bad connotation however, in some cases, they may be properties where everything is new and therefore, being sold as such. "As is" properties are also being sold, "where they are, in the condition in which they're toured, and without any guarantees of verification pertaining to school districts, condition, age, or otherwise." Therefore, it is a buyer's responsibility to do their due diligence in confirming all facts and information.

- **What do I need a Buyer's Agency Agreement prior to looking at property?**

- Buyer's Agency Agreements delineate what types of representation are available to you. In order to receive financial information, a BA must be signed. In addition, this document goes over the services I provide, my value-add, and what you can expect to compensate a professional for their services. Finally, there is a difference between customers and clients. Clients are privy to more detailed and in-depth guidance and information beyond the scope of public information. As a customer, I cannot guide, provide advice, or discuss anything too specific with regard to any property or question.



Help your friends and family, those who mean the most...



Past Homes Sold! :)

