



Buying in the Black Hills

A practical plan from your first step to closing.

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Start with your next chapter

A home, land or acreage purchase begins with a clear plan.

Your local advisor

Rich Hegre is a Rapid City native and real estate advisor with over 15 years of experience in residential and commercial transactions across the Black Hills. Discuss your goals, location preferences and timeline with Rich before narrowing your search.

Define what matters

Separate must-haves from preferences. Consider the space you need, how you intend to use the property, commute and access requirements, maintenance and the timing of your move. For land, start with your intended use and verify that the property can support it.

Agree on the working relationship

Discuss representation, services and compensation with Rich, and review any written agreement before signing. Ask who will coordinate showings, negotiations, contract deadlines and communication.

Your first conversation

Bring your preferred communities, comfortable monthly budget, financing plan, key property requirements and target move date. Use the worksheet at the end to organize your priorities.

Build a complete purchase budget

Look beyond the asking price.

Upfront funds

Plan for your down payment, earnest money, closing costs, inspections, moving and an emergency reserve. Confirm timing with your lender and closing provider so your funds are available when needed.

Monthly ownership costs

Include principal and interest, property taxes, insurance, possible mortgage insurance, HOA dues, utilities and maintenance. For acreage, add road upkeep, snow removal, wells, septic systems and outbuildings where applicable.

Keep room for surprises

A comfortable budget leaves room for repairs, income changes and future goals. Ask your lender for scenarios at different prices and interest rates; financing approval is not a substitute for your personal budget.

Budget checklist

- ☐ Confirm cash available for purchase.
- ☐ Estimate all monthly costs.
- ☐ Set a repair and maintenance reserve.
- ☐ Identify your comfortable price range.
- ☐ Discuss the budget with your lender and Rich.

Prepare your financing

Compare the full cost and terms of your options.

Get organized

Ask lenders which income, asset, debt and employment documents they need. A preapproval can help clarify your search, but final approval depends on the lender, property and updated information.

Compare written estimates

When eligible, request Loan Estimates and compare the loan amount, rate, payment, closing costs and cash needed. Ask about rate locks, adjustable rates, mortgage insurance and any conditions that could change your costs.

Match financing to the property

Land, rural homes, new construction and commercial property may have different financing requirements. Confirm the property type and intended use with the lender before relying on a particular loan option.

Keep your lender informed

Before opening new credit, moving substantial funds or making a large financed purchase, ask your lender how it could affect approval. Track document requests and deadlines.

Resource: consumerfinance.gov/owning-a-home/loan-estimate/

Compare homes and land

Evaluate suitability, condition and total ownership costs.

During a home tour

Observe roof and exterior condition, drainage, heating and cooling, layout, storage, access and signs of deferred maintenance. Record questions; a showing does not replace inspections or specialist review.

For land and acreage

Verify legal access, easements, boundaries, zoning, permitted uses, utilities and buildability with the appropriate professionals and authorities. Ask about water availability, septic feasibility, road maintenance and seasonal access.

Review the documents

Read available seller disclosures, HOA or covenant documents and title information. Ask about restrictions, shared features and outstanding questions before moving ahead. Verify property facts rather than relying solely on advertising.

Use consistent comparisons

For each property, record price, location, size, expected upkeep, estimated monthly costs, key strengths and unresolved issues. Compare against your must-haves and budget rather than just finishes or staging.

Make an informed offer

Consider the entire agreement, not just the price.

Review market evidence

Discuss comparable sales, property condition, current competition and the seller's stated priorities with Rich. Decide on your offer and limits using your budget and the available evidence.

Understand the terms

Review earnest money, financing, inspection and other contingencies, inclusions, requested concessions, deadlines, closing and possession. Make sure the written offer reflects your understanding.

Plan for negotiations

The seller may accept, reject or counter. Evaluate any change as a package: price, costs, risk and timing. Ask questions about contract terms before you sign or waive a protection.

Offer checklist

- ☐ Confirm financing and available funds.
- ☐ Review relevant property documents.
- ☐ Set price and terms with Rich.
- ☐ Understand each deadline.
- ☐ Keep copies of signed documents.

From contract to closing

Use the contract deadlines to organize your next steps.

Inspect and investigate

Arrange agreed inspections promptly. For rural property, ask whether well, septic, survey or other specialist evaluations are appropriate. Review findings and any response options with Rich before the relevant deadline.

Coordinate financing and appraisal

Respond to lender requests and understand any remaining approval conditions. An appraisal and an inspection serve different purposes. Discuss a low appraisal or financing issue with your lender and Rich.

Review title and insurance

Work with the closing provider to review title commitments, exceptions and required items. Obtain insurance quotes early, particularly for properties with unusual features or locations.

Track the open items

Keep a calendar for inspection responses, financing, agreed repairs, final walkthrough, closing and possession. Ask who owns each task and request written confirmation when important items are resolved.

Prepare for closing day

Confirm the details before signing and moving.

Review your closing paperwork

For most covered mortgage transactions, you must receive the Closing Disclosure at least three business days before closing. Compare it with your latest Loan Estimate and ask the lender to explain differences in the payment, costs and cash to close.

Complete your final walkthrough

Check the property condition, agreed repairs and included items against the contract. Coordinate utilities and possession timing; signing and receiving keys may occur at different times.

Protect your closing funds

Independently verify payment instructions with the closing provider using a trusted phone number. Do not rely on an unexpected email announcing new wire instructions.

Useful resources

Consumer Financial Protection Bureau: consumerfinance.gov/owning-a-home/closing-disclosure/
South Dakota Real Estate Commission: dlr.sd.gov/realestate/consumer_information.aspx

This guide is general planning information. Your signed agreements and professional advice determine your transaction requirements.

Your planning worksheet

Use this page to prepare for a conversation with Rich. Estimates are for planning only.

Preferred communities / location

Property type and intended use

Must-haves

Preferences / tradeoffs

Comfortable purchase price

Down payment + closing funds

Estimated monthly ownership cost

Repair / maintenance reserve

Target closing / move date

Questions to discuss with Rich

Let's plan your next move.

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