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EVANSTON

HOMEBUYING GUIDE

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WHERE TO START

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WHAT IS YOUR PRIORITY?

Buying a home can be quite overwhelming. Here's where you can start.

Welcome to Evanston, Wyoming, a hidden gem in the real estate market! As a first-time home buyer, you're about to embark on an exciting and rewarding journey. We're here to help you understand your financial potential, get pre-approved, and explore the charming Evanston real estate market to find your perfect home. Let us guide you through every step, from making an offer to closing the deal, ensuring you achieve financial freedom in this beautiful and welcoming community.

Subscribe to know more about buying a home in Evanston, Wyoming



All about Evanston Wyoming



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STEP 1: UNDERSTAND YOUR FINANCIAL POTENTIAL

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Assess Your Financial Situation

- Determine how much you can comfortably afford to spend on housing by looking into your monthly income, expenses, and savings capacity.
- Evaluate your savings and consider options for a down payment, aiming for a balance between affordability and minimizing mortgage insurance costs.
- Understand how lenders evaluate your debt-to-income ratio and ensure your finances are in good shape to qualify for a mortgage.



AVERAGE home VALUE in Evanston
\$285,604 as of June 2024

Saving for Success

- Implement strategies to cut expenses, increase savings, and prioritize your down payment fund.
- You may set up automatic transfers to your savings account to ensure consistent progress towards your down payment goal.
- You can also explore opportunities to increase your income through side hustles, freelancing, or additional education to accelerate your savings.

Explore Mortgage Options

- Learn about conventional mortgage options, including fixed-rate and adjustable-rate mortgages, and the requirements for down payments and credit scores.
- Understand the benefits and eligibility criteria for FHA loans, which offer low down payment options and flexible qualification standards.
- Explore VA loan benefits for eligible veterans, active-duty service members, and their spouses, including no down payment requirements and competitive interest rates.

 **BUYING a Home in Evanston Wyoming-Is It Worth It?** 

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STEP 2: GET PRE-APPROVED FROM A LENDER

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3 Benefits of Getting Pre-approval

Know Your Budget

Pre-approval helps you narrow down your search to properties within your budget, saving time and preventing disappointment from falling in love with a home that's out of reach financially.

Competitive Advantage

In a competitive real estate market like Evanston, sellers are more likely to consider offers from pre-approved buyers, potentially leading to a smoother negotiation process and a higher chance of your offer being accepted.

Faster Closing Process

With pre-approval, much of the mortgage application process has already been completed. This means that once you find the right home, the closing process can be expedited since you've already provided much of the necessary documentation and undergone a preliminary credit check.

3 Steps in Getting Pre-approval

Gather Financial Documents

Collect necessary financial documents, including pay stubs, W-2s, tax returns, bank statements, and any other relevant documentation related to your income, assets, and debts.

Complete a Mortgage Application

Fill out a mortgage application with your chosen lender, providing detailed information about your employment history, income, assets, debts, and personal information.

Receive Pre-Approval Letter

After reviewing your financial information and credit report, the lender will determine the maximum loan amount you qualify for and issue a pre-approval letter. This letter outlines the terms of the pre-approved loan, including the loan amount, interest rate, and any conditions or contingencies.

STEP 3: GET TO KNOW THE EVANSTON REAL ESTATE MARKET

Exploring Different Neighborhoods

- Consider Key Features: Evaluate proximity to good schools, parks, recreational facilities, and commute times.
- Stay Informed on Market Trends: Monitor home appreciation rates, local economic growth, and neighborhood safety to guide your decision.
- Explore Diverse Neighborhoods: Look into areas like Sage Industrial Park for suburban serenity, Downtown Evanston for a blend of history and modern amenities, and Overthrust Meadows for a rural, community-focused atmosphere.

Exploring Investment Potential

- Assessing investment potential requires considering factors like rental income and property appreciation. What criteria are you using to evaluate potential investment properties in Evanston?
- Identifying emerging neighborhoods can maximize your investment returns. Are there specific areas in Evanston you're interested in exploring for investment opportunities?
- Mitigating risks is crucial for real estate investing. How do you plan to manage and minimize risks associated with your investment properties in Evanston?



STEP 4: SHOP FOR A HOME



Property Search Strategies:

- Utilize online platforms, such as real estate websites, MLS listings, and property search apps, to identify available properties that meet your criteria.
- Tap into your network of real estate professionals, investors, and community members to discover off-market opportunities and gain access to pocket listings.
- Explore neighborhoods and drive through target areas to assess property condition, curb appeal, and potential investment opportunities.



Evaluating Investment Properties

- Define your investment criteria, including property type, location, size, condition, rental potential, and return on investment (ROI) goals.
- Conduct a Comparative Market Analysis (CMA) to evaluate comparable properties and determine fair market value, potential rental income, and projected expenses.
- Perform thorough due diligence on potential investment properties, including property inspections, title searches, financial analysis, and rental market research.

STEP 5: MAKE AN OFFER



Crafting a Competitive Offer

- Use recent sales data and market trends to determine a competitive offer price that aligns with the property's fair market value and your investment goals.
- Structure your offer with favorable terms, such as earnest money deposits, contingencies, and closing timelines, to strengthen your position as a serious buyer.
- Tailor your offer to the seller's preferences and needs, such as offering flexibility on closing dates or including a personalized letter to convey your genuine interest in the property.



Negotiation Tactics

- Develop a negotiation strategy based on your priorities, including price, repairs, closing costs, and concessions, and anticipate potential counteroffers from the seller.
- Approach negotiations as a collaborative process to find mutually beneficial solutions that address both parties' interests and concerns.



STEP 6: CLOSE THE DEAL

Due Diligence Period

Conduct final due diligence, including property inspections, appraisal, and title search, to ensure the property meets your expectations and is free of any liens or encumbrances.

Closing Documentation

Review and sign the necessary closing documents, including the purchase agreement, loan documents, and disclosures, with guidance from your real estate agent and lender.

Closing Day!

Attend the closing appointment to sign the final paperwork, pay closing costs and fees, and receive the keys to your new investment property, officially completing the home buying process.



ABOUT CARTER PETTIT

Carter Pettit is a Realtor in Evanston, Wyoming, who has a passion for people and the area he calls home. He has a business and accounting degree and extensive experience managing large teams and projects. He worked as a manager for a large retail company, overseeing over 250 employees, before pursuing his dream of becoming a Realtor.

Carter loves to engage with people and help them find their ideal homes in Uinta County and Evanston. He knows the area well and can provide valuable insights and advice on the local market, neighborhoods, schools, amenities, and attractions. He is dedicated to providing excellent service and satisfaction to his clients, whether buying or selling a property.

In his free time, Carter enjoys traveling and exploring new places with his wife and son. He also likes participating in various community events and activities that make Evanston a vibrant and welcoming place to live. He is proud to be a part of this beautiful community and wants to share its beauty and charm with others.



TESTIMONIALS



Carter's patience and understanding

One of the things I appreciated most about Carter Pettit was his patience and understanding. I was a first-time homebuyer, and I had many questions. Carter took the time to answer all of my questions clearly and concisely. Carter also made sure I understood every step of the home-buying process! -Stormie and Dan Pena



Willingness to go the Extra Mile

He was always available to show me homes at any time, and he was always willing to negotiate on my behalf. Carter was also very supportive throughout the entire buying process, and he always made me feel like I was in good hands - Maren and Jer Geary



Very Informative!

Carter was incredibly knowledgeable about the local market and was able to get me a great price for my home. Carter was also very responsive to my questions and concerns and always went above and beyond to help me through the selling process -Rhonda Sedillo



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CALL

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