



NextHome™

REALTY CONNECTION

Buyer Packet



What sets us apart? We are a team of diverse individuals with varied skill sets that work together to provide you with the results you deserve. Whether you are buying or selling, we will leverage the skills of each individual combining leadership with accountability for a smooth, competent and successful client experience.

Benefits to Our Clients

- Professional, connected team
- Unparalleled support from listing to closing
- Access to more agents for expedited service
- Expertise to accommodate any situation
- Tailored plan to help meet your real estate goals
- Open communication and timely response
- Experienced, full-time transaction coordinator

Team Statistics

1/2+
Of our Business is
Repeat & Referral

25%
Of our Transactions
are Rental & Income
Properties

28+
Years of Combined
experience

Expertise

- Foreclosures
- First time Home Buyers
- Multi-Family
- Contract Negotiations
- Short Sales
- Investment Properties
- Relocations
- For Sale by Owners





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"I purchased a property from PDX Home Group and was so impressed with them that I hired them to sell the property too. Steve and his entire team were very knowledgeable, honest, nice, and timely with communication. I would use them again and recommend them to anyone. Top qualities: Great Results, Expert, High Integrity."

-Adam H.

"As first time home buyers Steve's expertise in both the market and negotiations helped move us into our dream home. He is very knowledgeable with a lot of neighborhoods in the greater PDX area. Steve was able to give us his expertise when visiting homes about the neighborhood, potential repairs, even driving routes to work. We highly recommend Steve and his team as she is very committed to her clients."

-Dan & Eileen V.

"Steve is a real estate investment guru! The combination of understanding client needs, matched with his knowledge of great investment markets makes him invaluable. He is my "go to guy" for the best investment opportunities."

-Terry G.

"PDX Home Group, you exceeded all of my expectations. Your help in finding a buyer for my Sister's property was smooth and effortless. I will share my wonderful experience with anyone looking to sell in your market!"

-Diana T.

"I have known Steve for over 6 years and have worked extensively with him on various real estate investment property transactions. His understanding of market fundamentals and valuation are outstanding, and way beyond what you will typically find in so called market savvy realtors. He recently handled the sale of one of my investment properties in Portland, Oregon. Market analysis and value were spot on. The Buyer we contracted with was a very difficult individual as it turned out, and Steve's adroit handling and management of the Buyer, the Buyer's Agent and the transaction itself enabled a positive result and timely close."

-Michael Gruener, CEO Itero Energy, Inc.



Home affordability is at an all-time high. The median mortgage payment on the median priced home, as a percentage of the median household income, is lower than it's been in a generation!

Mortgage rates are at rock bottom. It's hard to imagine interest rates going much lower, and when they start to inch back upwards, monthly payments and total loan costs will spike upwards.

Home prices are back on the rise. After declining for 30 months, home prices are trending back upward. The time get in to the market is NOW!

Sellers are motivated. Home owners have been eagerly awaiting the market to turn, allowing them sell their home for close to what they paid. The current market is finally allowing sellers to achieve their goal of selling their current home and moving on.

Financing is readily available! Banks are back in the game and ready to lend to well-qualified buyers.

Owning vs. renting is increasingly favorable. Since 2009, the average principal and interest payment has fallen below the average rental rates, and the gap is now wider than it's been in the past 22 years.

Homeownership is still at the core of the American Dream! Owning a home is critical to financial stability and wealth building. It's a forced savings account, a place to live and a fabulous tax deduction.

	Mortgaged Amount				
	\$ 150,000	\$ 200,000	\$ 250,000	\$ 300,000	\$ 350,000
4.00%	(\$716)	(\$955)	(\$1,194)	(\$1,432)	(\$1,671)
4.25%	(\$738)	(\$984)	(\$1,230)	(\$1,476)	(\$1,722)
4.50%	(\$760)	(\$1,013)	(\$1,267)	(\$1,520)	(\$1,773)
4.75%	(\$782)	(\$1,043)	(\$1,304)	(\$1,565)	(\$1,826)
5.00%	(\$805)	(\$1,074)	(\$1,342)	(\$1,610)	(\$1,879)
5.25%	(\$828)	(\$1,104)	(\$1,381)	(\$1,657)	(\$1,933)
5.50%	(\$852)	(\$1,136)	(\$1,419)	(\$1,703)	(\$1,987)
5.75%	(\$875)	(\$1,167)	(\$1,459)	(\$1,751)	(\$2,043)
6.00%	(\$899)	(\$1,199)	(\$1,499)	(\$1,799)	(\$2,098)
6.25%	(\$924)	(\$1,231)	(\$1,539)	(\$1,847)	(\$2,155)
6.50%	(\$948)	(\$1,264)	(\$1,580)	(\$1,896)	(\$2,212)

Mortgage Rates - Annual

Mortgage rates averaged 4% in 2013, up 30 basis points from 2012.



Source: NAR

9 The Numbers That Drive U.S. Real Estate

VISION 2014

Home Price - Annual

Median home price for 2013 was \$197,100 and is 11.5% above where it was in 2012, but it is still below the long-term trend.



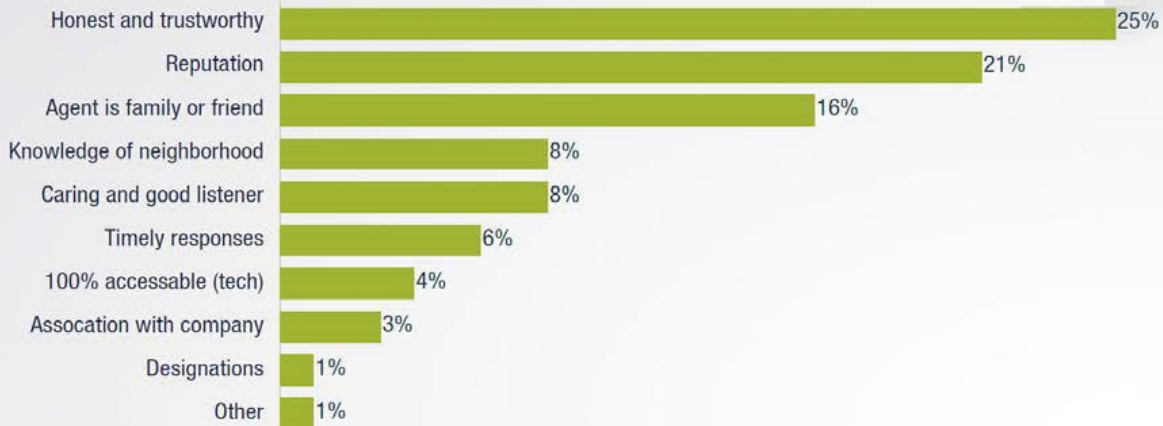
Source: NAR

5 The Numbers That Drive U.S. Real Estate

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Most Important Factors for Buyers

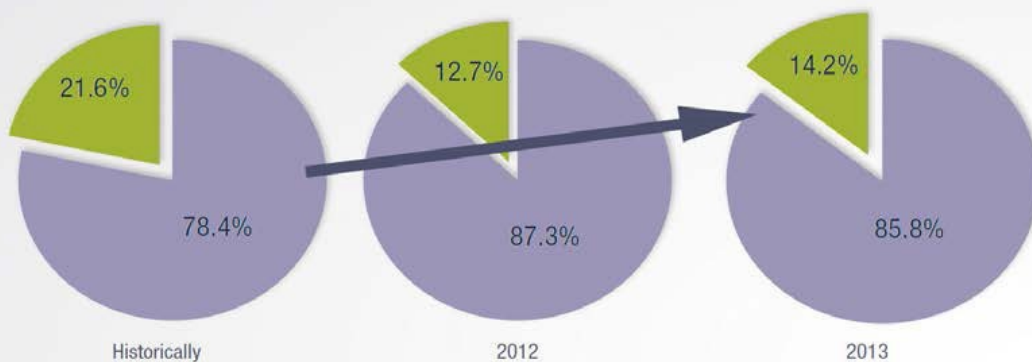


88 National Association of Realtors

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Affordability - Percentage of Income

The percentage of a typical family's income it takes to own a home has increased 1.5% in the last year due to a combination of slowly rising interest rates and the rapid growth of home prices in 2013.



Source: NAR

11 The Numbers That Drive U.S. Real Estate

● Everything Else ● Principal and Interest Payment

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EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED.

Current Information:

Home Buyer Names: _____

Address: _____

Phone 1: _____ Phone 2: _____

E-mail address: _____

Second E-mail address: _____

Approximate Value: _____ Estimated Equity: _____

Down Payment Available: _____ Status or Need To Sell: _____

Desired Home Characteristics:

Location: _____

New, Remodeled or Project Preference: _____

Preferred Style(s) _____ Square Feet: _____

Price Range: _____ Lot Size: _____

Bedrooms: _____ Features: _____

Bathrooms: _____ Features: _____

Other Preferences: _____

Family Information:

Children Names, Ages: _____

Employer: _____ Phone: _____

Address: _____ Commute Time: _____

Employer: _____ Phone: _____

Address: _____ Commute Time: _____



Select an Agent

- ✓ Review recommendations and local agents
- ✓ Interview and select your agent
- ✓ Review and sign any upfront paperwork
- ✓ Get references for mortgage brokers
- ✓ Begin review of financing options

Prequalification

- ✓ Run a free credit report yourself
- ✓ Interview mortgage brokers
- ✓ Figure out how much you can afford
- ✓ Determine which loan package is right for you
- ✓ Select a mortgage broker
- ✓ Fill out application and provide documentation
- ✓ Get pre-approval letter confirming loan details

Home Search

- ✓ Identify home needs and wants with your agent
- ✓ Review optional areas based on needs and price range
- ✓ Set plan with your agent for new listing updates
- ✓ Preview homes and explore neighborhoods
- ✓ See homes and refine the best options

Purchase Offer

- ✓ Identify a home you want to purchase
- ✓ Discuss offer options, strategy and competition with your agent
- ✓ Determine offer details (price, financing, inspections, closing, etc.)
- ✓ Agent to write, submit and present the offer and review response with you
- ✓ Negotiations until an accepted offer

Open Escrow

- ✓ Receive a copy of the ratified contract
- ✓ Agent to open an escrow account
- ✓ Deposit earnest monies
- ✓ Review timeline and milestones in the offer
- ✓ Initiate next steps in financing process
- ✓ Take steps to meet all contractual obligations

Inspections

- ✓ Agent to schedule all inspections
- ✓ Meet the inspectors at the property for inspections
- ✓ Review seller disclosures, inspection reports and agent visual inspection
- ✓ Make requests and schedule any follow up inspections with your agent
- ✓ Determine next steps with your agent

Secure Financing

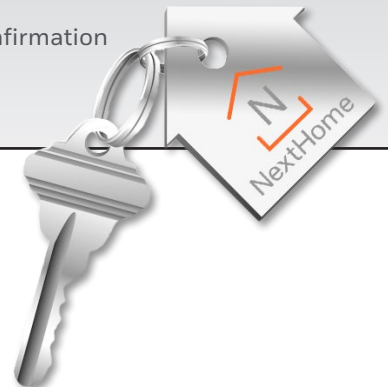
- ✓ Agent to provide mortgage broker with ratified contract
- ✓ Buyer to provide additional requested documentation
- ✓ Appraisal ordered and performed
- ✓ Review appraisal results
- ✓ Provide any follow up requests from the lender until final sign off
- ✓ Receive final approval letter
- ✓ Determine next steps with your agent

Final Processes

- ✓ Continue to review all required contractual and legal obligations
- ✓ Review timeline and contingencies (conditions) of the contract
- ✓ Continued negotiations if applicable
- ✓ Secure a Homeowner's Insurance Policy
- ✓ Sign all final paperwork
- ✓ Sign loan and required documents through the title company
- ✓ Deposit remaining funds for down payment and closing costs

Close Escrow

- ✓ Receive closing confirmation
- ✓ Get Keys
- ✓ Move In!



Deciding when to buy a home is a personal, financial and emotional decision. Exploring the idea, stages and requirements involved in home buying is a good first step to making the right decision.

Renting versus buying: Don't just focus on the monthly payment. It is important for your mortgage or rent payment to be manageable, but take into consideration the mortgage interest deduction, or the emotional comfort of having your own home.



Current interest rates and home prices: Trying to perfectly time the market is nearly impossible. Historical information and current market trends are interesting, but the market is cyclical and the value of owning a home isn't just in the equity you build, but also in the memories you build.

Your financial status: Are you ready for the financial responsibility of owning a home? You should consider all costs involved...down payment requirements, mortgage payment, homeowners insurance, property taxes, association dues, etc. Properties need tender loving care so the amount, and cost, of "fix it" items will vary depending on the condition of the home you buy.

Future plans: Where will you be in the near and distant future? There are options of what to do with your property in the short or long term, like living in it, renting it or selling it. These options will depend on future market values and if you are planning to expand your family, or eventually move. You should take into account the amount of time you are planning to own the home.

Building wealth and investing in your future: While there are no guarantees or crystal balls on the future values of real estate, you will build equity in your home over the long run by paying down your mortgage or realizing an increase in value when you sell. When you invest in your own property, you benefit from protecting income and are investing back into your own pocket.

The comfort of a home: Owning a home isn't just about the investment or equity. It is a place to create a comfortable environment, a place for family and friends, and a place to create memories. The emotional benefits of a home are priceless.



Obtaining financing to purchase a home includes a number of important factors. Lenders, banks and other sources for loans take into consideration a combination of items when determining whether or not to loan you money. They look at factors in your profile like:

- Current income
- Length of time at your job
- Debt-to-income ratio
- Past rent or mortgage payment history
- Your credit report
- Tax returns
- Down payment amount
- Months of reserve money



Your income level, debt and credit information will be used to pre-qualify you for an amount the lender thinks you can afford. However, a pre-qualification is different than a pre-approval. A pre-approval takes into account your credit report, the debt-to-income ratio and a more in-depth analysis of your financial situation. Once pre-approved, you will receive a pre-approval letter that can be provided to a seller with an offer.

Often the pre-approval process comes after homebuyers begin looking at homes, but a pre-approval can provide a more definitive price range for your search and is best completed as a first step, or as early in the home buying process as possible.

There are benefits to obtaining a mortgage on your home. These benefits can help you decide if it is the right time for you to buy, and provide other values such as the mortgage interest deduction to offset income against your taxes or making mortgage payments as an investment into building your wealth.

Once you have identified a property for purchase, and have an accepted offer, the lender will begin processing your loan. They will take into account other factors impacting an approval including items such as:

- The preliminary title report
- Any homeowner or community association dues
- Financial stability of a homeowner or community association
- An appraisal report
- Homeowner insurance payments
- Property taxes

The combination of your financial profile (income, debt, credit, etc.) and the property (condition, value, etc.) gives the lender a complete picture of the risks and benefits of providing you with the loan. Once all these items are reviewed and approved you will be in the home stretch for closing on your new home.

The home search process is one of the many steps involved in purchasing the right home. 90% of homebuyers begin their search online and there are endless resources to help in that process.

Usefulness of Information Sources*

Source	Homebuyers	
Internet	82%	<div><div></div></div>
Real estate agent	75%	<div><div></div></div>
Home builder	44%	<div><div></div></div>
Open house	37%	<div><div></div></div>
Yard sign	32%	<div><div></div></div>
Relocation company	28%	<div><div></div></div>
Billboard	21%	<div><div></div></div>
Print newspaper advertisement	17%	<div><div></div></div>
Television	16%	<div><div></div></div>
Home book or magazine	13%	<div><div></div></div>

**2014 National Association of Realtors Profile of Homebuyers and Sellers*

The search process may seem daunting at times. The wide variety of resources providing different information or listed homes make it challenging to decipher what is current and true. As your agent, we will work together to provide clarity and context for all the information you find online. Many sites have homes for sale and provide an array of photos, descriptions, and more. Unfortunately, most of these sites may be out of date, have incorrect information or mix inaccurate sources. We will help provide you

with the nuances to look out for on the various home searching sites and research properties you find, as well as properties we suggest for your consideration.

Together, we will identify possible homes, tour properties and research the neighborhoods until you find the right place for you! Once we do, the crucial next steps of making an offer, negotiating terms and executing on contract commitments will follow.

Every home offer I put together has an option of a 10 day inspection contingency. This means you will have 10 days to inspect the home, using qualified inspectors, and if the results are not to your liking, one of the 3 following will occur:

Renegotiate Price, Negotiate Seller Repairs or Credit, Walk Away.

If you are satisfied with the home inspection and condition, you may accept the property as is, and move forward. Your deposit now is no longer contingent upon your approval of the property. But... in most cases your deposit is protected by the banks approval of the value and condition. This is determined by the appraisal. Which comes next.

The inspection is not designed to criticize every minor problem or defect in the home. It is intended to report on major damage or serious problems that require repair. Should serious problems be indicated, the inspector will recommend that a structural engineer or some other professional inspect it as well. Your home cannot "pass or fail" an inspection, and your inspector will not tell you whether he/she thinks the home is worth the money you are offering. The inspector's job is to make you aware of repairs that are recommended or necessary.

The seller may be willing to negotiate completion of repairs or a credit for completion of repairs, or you may decide that the home will take too much work and money. A professional inspection will help you make a clear-headed decision. In addition to the overall inspection, you may wish to have separate tests conducted for termites or the presence of radon gas.

In choosing a home inspector, consider one that has been certified as a qualified and experienced member by a trade association.

I recommend being present at the inspection. This is to your advantage. You will be able to clearly understand the inspection report, and know exactly which areas need attention. In addition, you can get answers to many questions, tips for maintenance, and a lot of general information that will help you once you move into your new home. Most important, you will see the home through the eyes of an objective, knowledgeable third party.



Once you have found the property you want, we will write a purchase agreement. While much of the agreement is standard, there are areas of negotiation.

PRICE

What you offer on a property depends on a number of factors, including its condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a very low offer, just to see if the seller will accept, it's not always recommended as the seller may be insulted and decide not to negotiate at all.

MOVE-IN DATE

If you can be flexible on the possession date, the seller will be more apt to choose your offer over competing offers.

ADDITIONAL PROPERTY

A seller may want to leave major appliances in the home. There may also be furniture left behind.

Prepare

- Assess objectives - yours and theirs
- Decide on areas of possible flexibility
- Plan approach and sequence of events

Discuss

- Exchange positions and issues
- Create a positive working climate
- Listen carefully and question thoroughly

Propose

- Specify what you want
- Seek compromise - get a win/win if possible
- Remember optimum and fallback positions

Bargain

- Ask for what you want - modify if you need
- Don't concede without exchanging
- Reiterate the value of your solution

Each of these may be considered additional property, and our goal is to negotiate a deal that makes your purchase experience as seamless as possible!

NEXT STEPS

Typically you will not be present at the offer presentation; we will present it to the listing agent and/or seller. The seller will then accept, reject or counter your offer. Counter offers are very common. When a counter offer is presented, our team works with our clients to review each specific area of the counter offer. We will move forward with your goals in mind and ensure that we negotiate the best possible price and terms on your behalf.

Preparation is Essential

Closing day marks the end of your home buying process and the beginning of your new life! To make sure your closing goes smoothly, you should bring the following:

- A certified check for closing costs and down payment. Make the check payable to yourself; you will then endorse it to the title company at closing
- An insurance binder and paid receipt
- Photo ID's
- Social security numbers
- Addresses for the past 10 years



Closing Day Documents Make it Official

Transfer of title moves ownership of the property from the seller to you, and this requires two events:

Delivery of the Buyer's Funds

This is the check or wire funds provided by your lender in the amount of the loan.

Delivery of the Deed

A deed is the document that transfers ownership of real estate, naming the seller and buyer, offering a legal property description and bearing notarized seller and witness signatures.

Following the closing, your deed is taken and recorded at the county clerk's office, where it gets formally processed and then mailed to you, the new owner.



Home Warranty

American Home Shield

800-800-8880
bmhurlbutt@mindspring.com
www.AHSWarranty.com

Inspection Services

Crawford Inspection

503-650-6957
www.crawfordinspections.com

Key Home Inspection Services

Ken Newell
503-869-4417

Home Inspectors

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Insurance

Farmers Insurance

Amir Panahpour
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Country Financial

David R Hurt
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www.countryfinancial.com/david.hurt

Lenders Washington

Homestreet Bank

Brenen Palmersheim
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Lenders Oregon

Mortgage Express

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503-517-2417
www.mtgxps.com

Guild Mortgage

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