

THE ROAD TO

Home

A HOME BUYER'S GUIDE

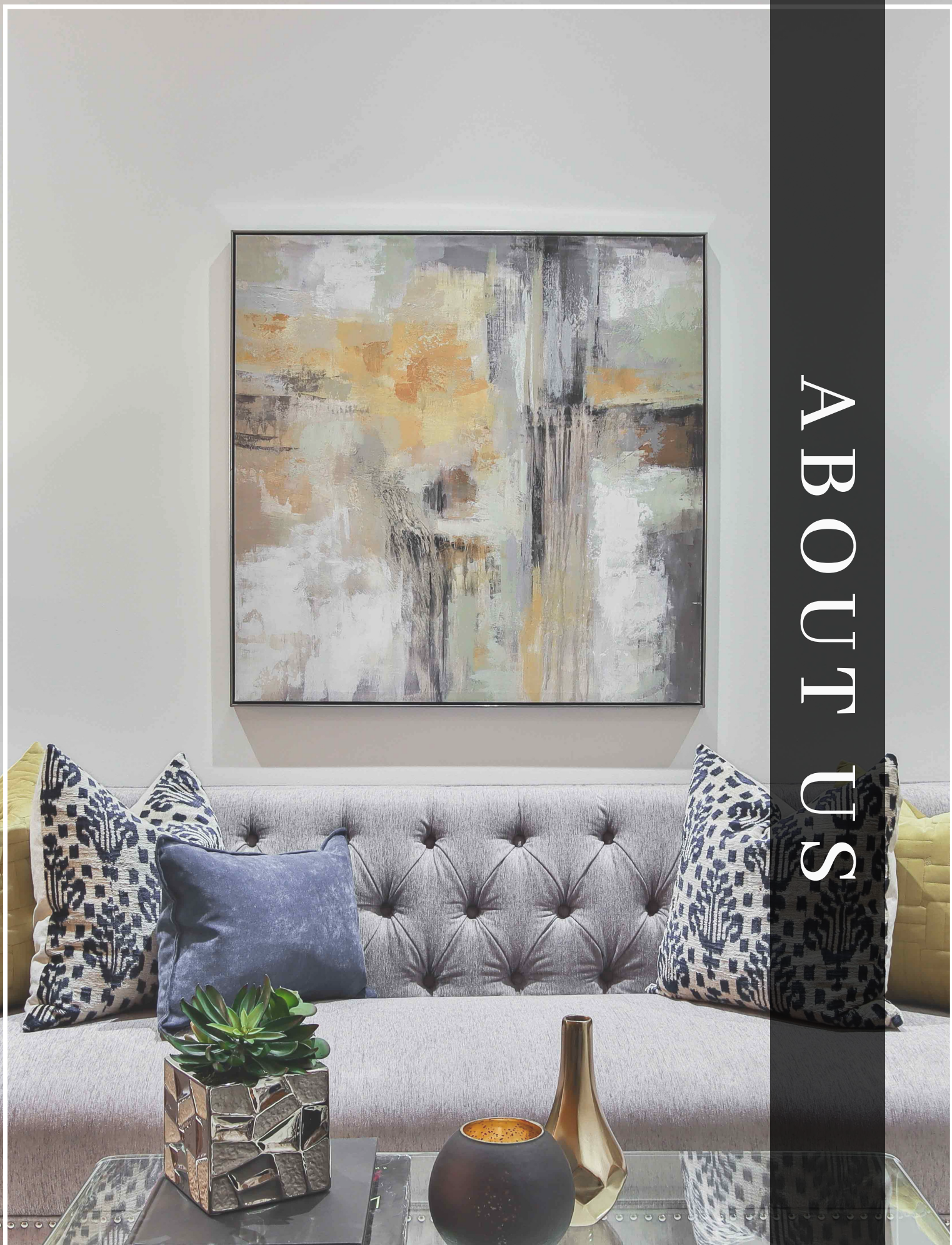


RE/MAX

Shine 

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ABOUT US



nice to meet you

RE/MAX Shine Team



RE/MAX Shine is the fastest-growing team of real estate agents in Jefferson County. We have REALTORS® who live in Lake Mills, Jefferson, Fort Atkinson, Ixonia, Watertown, Waterloo, Stoughton, and surrounding areas. We love our communities and are honored to have helped the most Jefferson County families achieve their real estate goals last year!

Whether you are looking to buy a lake home on Rock Lake, acreage in the country, or a an investment property, our award-winning REALTORS® have years of real estate experience in Jefferson County, Waukesha County, Dane County, Rock County, Dodge County, and beyond.

LET'S CONNECT!



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ADRIANE STUEBS & THE RE/MAX SHINE CREW



@REMAXSHINE

Ten Steps TO BUYING A HOME

- 01/ FIND THE RIGHT AGENT
- 02/ PREPARE FINANCES
- 03/ GET PRE-APPROVED
- 04/ START HOME SHOPPING
- 05/ MAKE AN OFFER
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- 07/ NEGOTIATE FINAL OFFER
- 08/ APPRAISAL ORDERED
- 09/ SCHEDULE THE MOVE
- 10/ CLOSING DAY



FIND THE RIGHT AGENT

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A buyer agent's fiduciary responsibility is to represent the buyer and to ensure that they are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having a professional working for YOUR best interests when buying a home.

RE/MAX *Shine*



GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! Our agents watch the MLS hotsheet daily and sometimes hourly! We look at dozens of homes every week, and can help you identify potential problems within a home.

HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, our agents will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. Our agents have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBORHOOD EXPERT

Our agents work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. We have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER

We will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. We work tirelessly to make sure buying a home is a fun and stress-free process.

AFFORDABILITY

The seller typically pays the commission for both the seller's agent and the buyer's agent.



PREPARE FINANCES

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase. If you would like names of recommended local lenders, please ask!

CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for a new credit card or car loan until you have been approved
- Avoid making big purchases until you have been approved
- If possible, avoid job changes until you have been approved

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs & home inspector.

- A Down Payment is typically between 3.5% and 20% of the purchase price.
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit. We encourage buyers to put down 1% of the offer price in earnest money.
- Closing Costs for buyers run between 2% and 5% of the loan amount.
- A Home Inspection costs \$300 to \$500 (price is based on square footage of home).



GET PRE-APPROVED

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports, etc.) to be reviewed & verified by the lender.

for a future

John



GET *qualified*

TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
VA LOAN	620	NO DOWN PAYMENT
USDA LOAN	620	NO DOWN PAYMENT
FHA LOAN	580+	3.5%
	500-579	10%
203K LOAN	640	3.5%
CONVENTIONAL 97	620	3%
CONVENTIONAL LOAN	640	5-20%

INCOME *qualifications*

QUALIFYING INCOME

W-2 Income/Salary
Income from Part-Time Jobs
Income from a Second Job
Overtime & Bonuses
Seasonal Jobs
Self-Employed Income
Alimony & Child Support (documentation required)

NON-QUALIFYING INCOME

Income from the Lottery
Gambling
Unemployment Pay
Single Bonuses
Non-Occupying Co-Signer Income
Unverifiable Income
Income from Rental Properties

NEEDED *documents*

- W2's from the past 2 years
- Paystubs for the past 3 months
- Bank statements for the past 3 months
- Previous 2 years of tax returns
- List of your debts & assets
- Divorce decree
- Additional income documents

START *shooting*





START HOME SHOPPING

START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember the details of each home. So along with your notes, taking pictures or videos can help you remember each home. Once we have found THE house for you, we will present an appropriate offer based on recent sales, current buyer activity in the area, and the value of the property in its current condition. Negotiations may take place after the offer is presented.

TIP

We will make sure to check every little detail of each house

- Test the plumbing (run the shower and sink at the same time)
- Test the electrical system
- Open and close windows & doors to make sure they work properly

Evaluate the neighborhood and surrounding areas:

- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks?

MAKE AN *offer*



05/

MAKE AN OFFER

WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market, when the demand is higher than the number of homes available, it is important to act fast!

HOW MUCH TO OFFER:

We will sit down and look at recent sales, current buyer activity in the area, and the value of the property in its present condition. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING A *strong* OFFER

Here are some ways to make your offer more appealing to the sellers that may help your offer get accepted:

•Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make a good impression.

•Put Down a Healthy Earnest Deposit

A large earnest money deposit shows the seller you are serious, we usually recommend at least 1% of the purchase price.

•Cash Talks

A transaction that is not dependent on receiving loan approval is more attractive to a seller.

•Shorter Inspection Periods

Try shortening the inspection period to 10 days, or putting a cap on the dollar amount you are willing to take on as the buyer.

•Write the Seller a Letter

We can make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with their home.

•Offer to Close Quickly

Many sellers prefer to close within 30-45 days.



THE *process*

AFTER YOU SUBMIT AN OFFER

THE SELLER COULD:

•ACCEPT THE OFFER

•DECLINE THE OFFER

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

•COUNTER-OFFER

A counter-offer is when the seller offers you different terms. If this happens, you can:

•ACCEPT THE SELLER'S COUNTER-OFFER

•DECLINE THE SELLER'S COUNTER-OFFER

•COUNTER THE SELLER'S COUNTER-OFFER

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency or escrow period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.





CONTINGENCY *laevissd*

06/ ORDER AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of their findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be mindful and reasonable on smaller items, while being cautious and vigilant of potentially significant issues.



07/ NEGOTIATE FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

- 1. Ask for credit for the work that needs to be done.** Likely, the last thing the seller wants to do is repair work.
- 2. Think “big picture” and don’t sweat the small stuff.** Tile that needs some caulking or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.
- 3. Keep your poker face.** The listing agent may be present during inspections and revealing your comfort level with the home could come back to haunt you during future negotiations.

08/ APPRAISAL ORDERED

Your lender will arrange for a third-party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties know the price is fair. The loan file then moves to the mortgage underwriter.

If approved, you will receive your final commitment letter that includes the final loan terms & percentage rates.

Property Title Search

This ensures the seller truly owns the property and that all existing liens, loans, or judgments are disclosed.

Homeowner's Insurance

You'll need insurance for the new home prior to closing. This protects against things like fire, storms, and flooding.



scheduling YOUR MOVE



AFTER SIGNING

- Finalize mortgage.
- Schedule home inspection.
- Declutter! Sort through every drawer, closet, cabinet & shelf, removing items you no longer need or like. Donate or sell items that are in good condition.
- Get copies of medical records and store them with other important documents.
- Create an inventory of anything valuable you plan to move
- Get estimates from moving companies

4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- Buy/find packing materials
- Start packing!

3 WEEKS TO MOVE

- Arrange appraisal (Lender should do this)
- Complete title search (Title Company will do this)

2 WEEKS TO MOVE

- Secure home warranty (if applicable)
- Get home insurance quotes
- Schedule time for closing
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep packing

1 WEEKS TO MOVE

- Obtain certified checks for closing
- Schedule and attend final walk-through
- Finish packing
- Clean
- Pack essentials for a few nights in your new home
- Confirm delivery date with the moving company. Give written directions to the new home and your cell phone number.



A close-up photograph of a person's hand holding a white stylus, poised to write on a tablet. The person is wearing an orange sweater. The background is a soft, out-of-focus grey. A dark grey vertical bar on the right side of the image contains the text 'CLOSING day' in white.

CLOSING *day*



closing day



CLOSING DAY

Closing is when you sign ownership, insurance paperwork, and receive keys to your new home! You are officially a new homeowner!



CLOSING DISCLOSURE

Lenders are required to provide you with a closing disclosure at least 3 days before closing. This will show what your final loan terms and closing costs will be. You will have 3 days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the loan estimate and the closing disclosure, we must notify your lender and title company immediately.



FINAL WALK-THROUGH

We will do a final walk-through of the home within 72 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work the seller agreed to make has been done.

We will be sure to:

- Make sure appliances are working properly
- Run the water in all the faucets and check for possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans



CLOSING TABLE

Closing typically happens at the title company. You will sign lots of paperwork, so get your writing hand warmed up! Some of the papers you will sign include the deed of trust, promissory note, and other documents.

Who will be there:

- Your agent
- The seller
- The seller's agent
- A title company representative
- Your loan officer



CLOSING COSTS

Closing costs can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 3% to 4% of the home's sales price. These closing costs can sometimes be shared with the seller.



BRING TO CLOSING

- Government-issued photo ID
- Homeowner's insurance certificate
- Proof of funds to cover the remainder of the down payment and your closing costs



RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work, but you are now officially a homeowner!! Time to throw a party and settle into your new home!

A photograph of a brown leather sofa in a living room. A patterned throw blanket with fringes is draped over the left side of the sofa. Above the sofa, a round mirror with a dark frame hangs on a light-colored wall. The mirror reflects a window and some indoor plants. The overall atmosphere is warm and inviting.

LET'S FIND *your* HOME

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