



# Buyers Guide

**A STEP BY STEP GUIDE TO FINDING A HOME**

# OUR TEAM



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# BUYERS ROADMAP

01

## GET PRE-APPROVED

Meet with a lender to find the right mortgage. Share pre-approval letter with an agent

02

## FIND AN AGENT

We are local market experts and will work within your budget and wishlist.

03

## FIND YOUR HOME

We will find you some suitable options and set up showings for you to view.

04

## MAKE AN OFFER

When you find your dream home we will submit an offer and negotiate the terms of the contract.

05

## INSPECTIONS

Complete inspections on the home with a professional and negotiate any repairs.

06

## APPRAISAL

A professional will determine if the home is worth the price you agreed.

07

## PRE-CLOSING

Confirm repairs are completed, do a final walk-through and transfer funds.

08

## CLOSING

Sign and review all closing documents and get your keys.

09

## CONGRATULATIONS

You have a new home!

# CHOOSING THE RIGHT AGENT



- **As your agent, it's my goal to secure the full financial potential for your home and find the correct buyer. I will take the stress and paperwork out of selling your home for a seamless closing.**
- **Being in the industry comes with expert neighborhood knowledge to professionally price your home.**
- **We can stage your home, create a marketing strategy, review buyers offers and do all the negotiating.**
- **Selling a home involves a lot of paperwork. Let me navigate the real estate contracts and educate you along the way so you know exactly what you are signing.**

# PREPARE FINANCIALS

Before you can even start thinking about buying a house you need to make sure your finances are in order and to consider how much you can afford. Mortgage lenders recommend you do not buy a home that is more than 3-5 times your annual household income. If you are not purchasing with cash, you will need to find a mortgage lender and get pre-approved. Get a copy of your credit report and look over all the information it contains. Your credit score will give you an idea of what kind of loan rates and interest rates you can expect to pay if you decide to apply for a mortgage.



## **Down Payment**

Typically between 3.5%-20% of the purchase price.

## **Earnest Money**

A sum of money you put down to demonstrate your seriousness about buying a home.

## **Due Diligence**

This is a non-refundable fee that the buyer pays directly to the seller. It shows how serious the buyer is about buying your home and it is a way for paying you to take your house off the market.

# MORTGAGE DOCUMENT CHECKLIST

## Income/Employment

- Paystubs(last 30 days)
- Tax returns for last 2 years
- W-2/1099s for past 2 years
- Business records if self-employed
- Any rental/income your receive & lease
- If VA, provide DD214 & eligibility cert.
- Employer contact details

## Credit

- Copy of divorce decree
- Copy of driver's license
- Lender will retrieve credit score
- Copy of social security card

## Assets

- All statements(past 2 months)
- Down payment gift letter if applicable
- Details of any real estate you own





# PRE-APPROVAL

**A pre-approval is an official document saying that a bank or credit union is willing to lend you a specific amount based on your income, assets, and liabilities. A pre-approval means that a bank has reviewed your financial information and decided it is safe to give you a loan for at least as much as they have approved for your purchase.**

**You can start your search knowing how much house you can afford, not just in terms of price tags but monthly payments. You will be able to compare listings with this knowledge at hand and avoid wasting time and money on homes that are outside your price range.**

# START HOME SHOPPING

We will set up showings on suitable homes that fit your wish list and budget. Here are some tips. Don't worry, we will take care of most things but it is important for you to consider the below.

## TIP 01: CHECK PLUMBING AND ELECTRICALS

Check kitchen and bathroom plumbing, as well as electrical outlets and light switches for proper operation. Open doors and walk into every room to test comfort level (no one wants to be suprised by an unexpected closet door)



## TIP 02: NOTE TRAFFIC

Note traffic on the street and surrounding areas. If you commute to work, consider revisiting the area during peak times to get an idea of traffic and travel time.

## TIP 03: TAKE NOTES AND PICTURES

You may forget some details when looking at other houses later on, in the process, so keep track of them now as they come up. It's also a good idea to take pictures.



# MAKE AN OFFER



Once you've found the home of your dreams, it's time to put things in motion. The next step is to make sure your offer is competitive. When it comes to making offers on homes here are some things to consider.

01

## OFFER PRICE

What you are willing to pay for the home can include fees & closing costs. Factor in taxes if they aren't including in your purchase price or monthly payments.

02

## EARNEST MONEY

This is a down payment which shows you are serious about buying the house, usually around 1% of its value.

03

## PERSONAL LETTER

You could write a personal letter to the seller about you and how you envision your future in their home to make your offer stand out.

04

## QUICK CLOSE

You can shorten the inspection period to 10 days to speed up the process. Most sellers want to close within 30 days.

# THE OFFER PROCESS

01

## Accept

If you accept the offer the purchase agreement will be signed. The you are officially under contract!

02

## Reject

You can reject the buyers offer completely. This can happen if the offer is too far from asking price.

03

## Counter

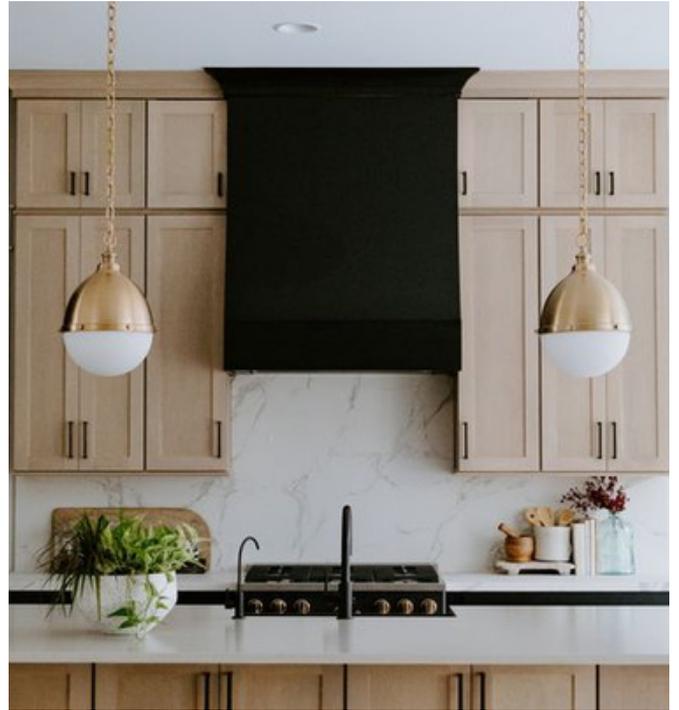
A counteroffer is when the seller offers different terms. The buyer can then accept the offer or reject it.



# HOME INSPECTION

**A home inspection is a common practice in the real estate industry. We will schedule a home inspection with a professional home inspector. It can help you identify issues with the house.**

**You should use this information to NEGOTIATE with your seller. If there are any problems that need attention, especially problems that are costly to fix. This gives you the opportunity to make sure you don't end up with a home that has structural issues.**



# APPRAISAL



**Your lender will arrange for an appraiser to provide an estimate for the house you are purchasing. The appraiser decides if the cost agreed is a fair price for the property. When purchasing a home it's required by most lenders to have an appraisal done to ensure the value of the property is consistent with what you are paying for it.**

# PRE-CLOSING

The pre-closing stage is the period between signing and closing day. It's time to make sure everything is in order so you can move into your new home.

We will complete a title search, this ensures that the seller really owns the property and that all existing liens, loans, or judgments are disclosed.

## HERE'S WHAT YOU'LL NEED DURING THIS PHASE:

- CLOSING DISCLOSURE**  
Lenders are required to provide you with a closing disclosure, at least 3 days before closing. This will include your final loan terms and closing costs. You will have 3 days to review the statement.
- SECURE HOME WARRANTY AND SUITABLE HOME INSURANCE**
- REVIEW OFFER**  
Your real estate agent will have already reviewed this document with you, but always review it again.
- REVIEW MORTGAGE DOCUMENTS**  
You will also want to check out whether or not there are penalties if you miss these payments.
- FINAL WALK THROUGH**  
We will do a final walk through of the home with you 24 hours before closing to check the property's condition and to make sure any repair work the seller agreed to has been done.



# CLOSING

Closing will likely be held at the office of the title company, attorney, or lender.

## Closing Costs To Seller

- Mortgage balance and any penalties
- Any unpaid assessments
- Home warranty
- Title insurance policy
- Real estate agent commission
- Property taxes up to day of closing

## What To Bring

- Government photo ID
- House keys

## Who Will Be There

- Your agent (me)
- Attorneys involved in the transaction
- Escrow agent
- A title company representative



# CONGRATULATIONS



**YOU ARE OFFICIALLY A HOME OWNER!**

# TESTIMONIALS

“

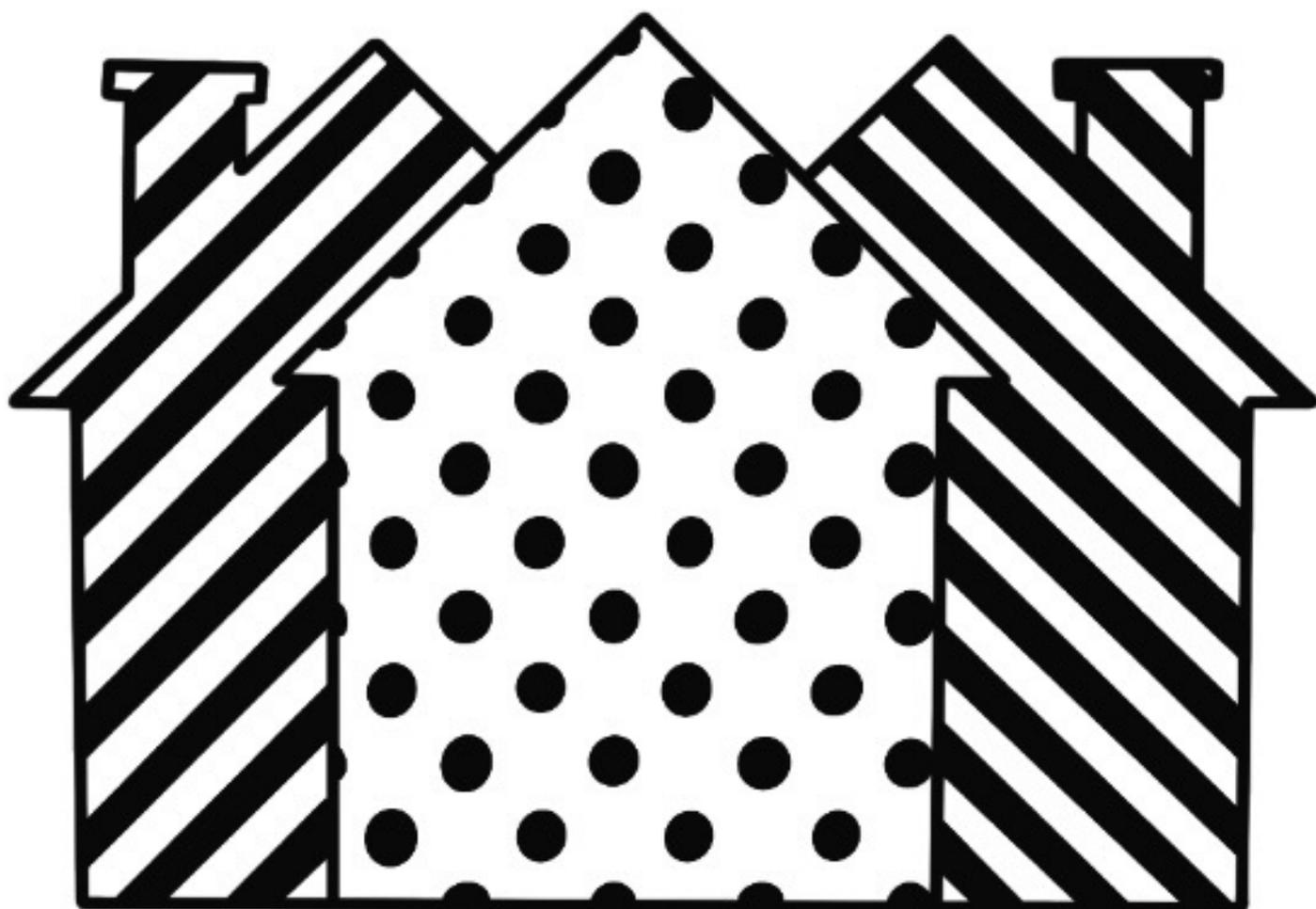
**Kelly Bossman is an amazing realtor. She was extremely attentive and very knowledgeable. She listened to my concerns and understood the local real estate market of my home. I would definitely recommend her to anyone either on the buying or selling end of real estate.**

“

**Kelly was always very responsive & available almost anytime was needed which is the #1 most important quality in a realtor. She always had clear, concise answers to any questions and did whatever was needed to get the sale done smoothly and quickly. I would definitely recommend her to anyone who wants an experienced and professional realtor!**

“

**Kelly was simply a pleasure to work with. She was prompt in her responses, helped us negotiate the finer points of the purchase, and always had a great attitude. She also was very safety-conscience with COVID protocols, which we appreciated. We'd recommend her to anyone in search of a fun, knowledgeable, professional realtor.**



**BOSSMAN  
REAL ESTATE**