

**My Step
by Step
Guide to
Finding Your
Dream Home**



Michelle Bodine



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Let's find your dream home!

Purchasing a home can be overwhelming. I've streamlined the steps and will be by your side to insure you find a home that fits your needs, goals, lifestyle, and budget.

- **Agency:** Partnering with a knowledgeable Agent
- **Financing:** Loan Types, Lenders, & Budget
- **Home Search:** Determine Needs vs Wants
- **The Offer:** Negotiating Terms & Timelines
- **Inspection:** Review Home & Negotiate Repairs
- **Finalize Lending:** Appraisal & Closing Costs
- **Closing:** Signing, Funding, & Moving



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Agency

I have personally moved over 30 times, only living in one home outside of WA state. My children & grandchildren now live in our community that my grandfathers first helped build between 1945 and 1970. I truly know how a home can impact your health and lifestyle, and what an important decision a home purchase is. My goal is to help ease the stress of that process and to assist you in finding a house you can truly call home.

My Promise to You: I will...

- Listen to your needs & answer any questions
- Stay familiar with the current local market
- Remain dedicated to finding the best home for you
- Negotiate the best contract terms
- Communicate clearly and keep you up to date
- Do my best to make this an enjoyable & productive process

-Michelle

The Legal Details: New laws in WA state now require Buyers to select their preferred Real Estate Agent and sign a Buyer Agency Agreement before taking further steps together in the home purchase process. This agreement authorizes the agent to perform those duties legally required of them on your behalf, during your home search and purchase, while also confirming how they will be compensated for those services. Keep in mind, it is best to work with only one agent or you may be obligated to compensate any additional agents that assist you. More information on the Agency guidelines can be found [HERE](#).



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Financing

Determining your financing type will impact your budget. The most common types of home financing and terms are:

- **Cash:** funds saved, received from the sale of another home, or gifted
- **Conventional:** 3% down, 620+ credit score, not funded by government programs
- **FHA:** 3.5% down, 500+ credit score, some inspection requirements, government program
- **VA:** \$0 down, no minimum credit score, lower interest, must be active or previous military
- **USDA:** \$0 down, 620+ credit score, max income limit, restricted to rural properties

The most important thing you need to remember is **do NOT make any major purchases!**

They could impact your credit score and debt-to-income ratio, potentially disqualifying you from receiving your loan or drastically changing your approval amount.



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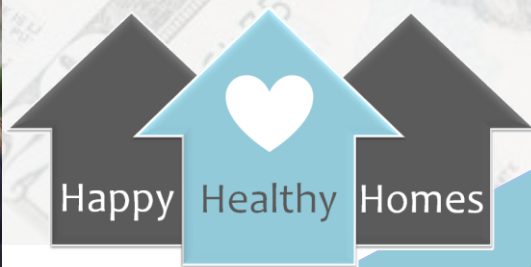
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Recommended Lenders

- **Gina Alvarez** at Vision Mortgage
509.736.2020 gina@2020loans.com
- **Jeremy Brock** at Cornerstone First Mortgage
509.737.7161 jeremy.brock@cfmtg.com
- **Brian Cook** at Movement Mortgage
509.202.4787 brian.cook@movement.com
- **Carmel Perez** at Summit Funding
509.416.0768 carmel.perez@summitfunding.net
- **Max Pogue** at Desert Canyon Mortgage
509.528.6088 max@desertcanyonmortgage.com
- **Scott Unger** at CMG Home Loans
509.947.1811 sunger@cmghomeloans.com
- **Danette Warren** at Landmark Professional
509.491.3523 danette@landmarkprofessional.net



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Your Home Search

Let's find the BEST home for you!

- **Location:** Do you need to be near work or schools? City center, near the river, or on a hill with a view?
- **Home Size:** How many bedrooms do you need? Square Footage? Are you downsizing or is your family still growing?
- **Bonus Spaces:** Do you need an office, family room, workout space, or guest suite?
- **Property:** Do you need a fenced yard with room for pets or children to play? Do you prefer low maintenance options?
- **Parking:** Do you need an oversized garage, RV space, or a workshop?
- **Special Concerns:** Do you need a home with any accessibility options such as low thresholds, ramps, handrails, or only 1 story?



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EQUAL HOUSING OPPORTUNITY REALTOR

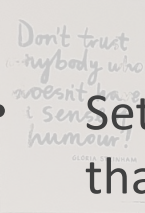
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Showings

Once we have narrowed down your list of needs and wants, the fun part begins: Touring Homes!
How this works is I will ...

- 
- Set up search alerts to notify you of homes that match your needs.
 - Schedule appointments to view your favorites.
 - Tour the homes with you and answer any questions you may have.
 - Review home disclosures to discover any potential issues.
 - Research area pricing to determine the best potential offer options.

Plan to spend about 30min per home (driving to and looking at the property) on showing days and include anyone who may be assisting with your decision.



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The Offer

Each offer includes a few negotiable points that are determined by you, the Seller, or your financing. Here are some of the common ones to be aware of:

- **Buyers:** all parties you'd like included on the deed
- **Included Items:** appliances & other items you'd like to stay
- **Purchase Price:** the most negotiated item is the price, which will be determined by market conditions and interest in the home.
- **Earnest Money:** deposit made to the title company within 3 days of an accepted offer, typically \$1,500 or 1% of the purchase price.
- **Title & Closing Agents:** an office is often requested by the Seller but an alternate option can be negotiated if desired.
- **Closing & Possession Dates:** the day you receive keys and access to the property, often determined by Lender's timeline and typically 30-45 days after offer is accepted.
- **Financing:** the type of loan, amount of down payment, and any closing cost assistance requested from the Seller.
- **Inspection:** the time frame requested to complete an inspection, respond to negotiations, and make any repairs.
- **Seller Disclosures:** this is the Sellers report of the history of the home, any issues they are aware of, and any remodeling they may have done.



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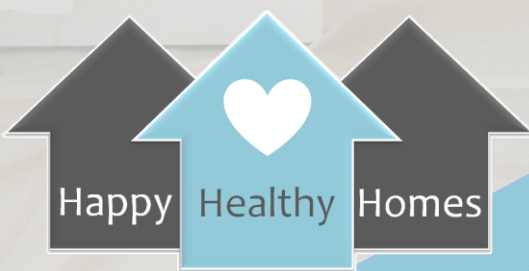
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Inspection

It is highly recommended that you have the property inspected before purchasing, even if it is a newly built home. Homes with septic tanks or wells will require additional inspections to insure everything is in working order.

This is one of the few up-front costs you will need to budget for, typically between \$400-\$600, and scheduled within a few days after your offer is accepted.

- **Bobby Flores** at Liberty Home Inspections 509.539.0777
- **Tim Methner** at Kestral Home Inspection 509.987.4441
- **Leona Gonzales** at Elevated Home Inspection 509.820.0202
- **Marc Jones** at Jones Brother Inspections 509.440.5536
- **Ron Schenck** at National Property Inspections 509.832.3427
- **Erik Simmons** at Pillar to Post Inspections 509.554.2174
- **Dennis Collier** at Home Inspection Plus 509.430.7778



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Finalize Lending

I will repeat....

do NOT make any major purchases!

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Once repairs have been negotiated, the next phase is the appraisal. Your Lender typically orders the appraisal as soon as your offer is accepted, as it can sometimes take 3-4 weeks to receive the final report.

The appraisal report will contain an estimated home value. If the number is at or above the amount of your agreed upon purchase price, you have cleared this phase and move onward to closing. If it is below the purchase price, your loan may not be approved for the full amount and you may have to negotiate with the Seller to either lower the price or paying the difference.

Once the appraisal phase is completed, your lender will request final loan approval from their underwriter.



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Closing

It's almost Key Day!

- Lender will give the "Clear to Close" and send final loan documents to the Title Company, where all terms and financial details will be looked over one last time.
- Title Company will send you an estimate of the final fees and closing costs.
- Title Company will schedule your signing time, usually within 3 days of closing. All parties on the deed will need to attend, bring ID, and any required funds, such as closing costs.
- Once all parties have signed the final deed transfer paperwork and the Lender has submitted funds to the Title Company, the deed will be submitted to the county to be recorded. This process typically takes 2-4hrs.
- The Title Company will contact your agent when the deed is recorded. Then your agent will set a time to deliver the keys to your new home! This final step can all happen in one day but may sometimes take a few business days.



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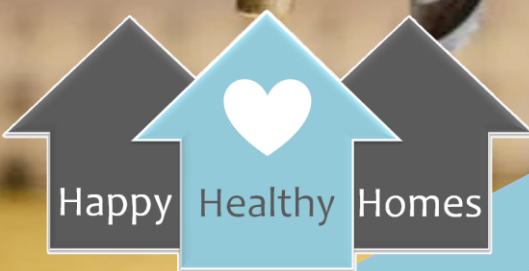


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Welcome Home!



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