

THE ROAD  
TO

Home

A HOME BUYER'S GUIDE

IDAHO HOME REALTY



IDAHO HOME REALTY  
GROUP LLC  
Silvercreek  
REALTY GROUP



Committed to bringing you the most professional, informative, trustworthy & dedicated service.

My responsibility is protecting the interests of my clients in every transaction.



# Ten Steps TO BUYING A HOME

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# 01

## 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 someone working for YOUR best interests when buying a home.



### **GETTING YOU IN THE DOOR**

We will narrow down the homes that fit your unique wants and needs and get you in the door! I look at dozens of homes every week, and I can help you identify potential problems within a home.

### **HANDLING CHALLENGING CONVERSATIONS**

When repairs or changes in price need to be made, I 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. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a document 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**

I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I 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**

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I 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.

## 02/

## PREPARE FINANCES

### HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that is 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.

### 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 & appraisal.

- A Down Payment is typically between 3% - 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. It is roughly 1% of the purchase price.
- Closing Costs for the buyer run between 1.5% - 3% of the loan amount.
- A Home Inspection costs \$300 to \$500.
- The buyer is also responsible for the Home Appraisal which usually runs between \$500 - \$700.

## 03/

## 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.



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 all the details of each home, so take pictures or video to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based off of recent sales and current buyer activity in the area, as well as the value of the property in it's 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
- Test the electrical system
- Open and close the 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 amount of homes available it is important to act fast!

### HOW MUCH TO OFFER:

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

### SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

- **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

- **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

- **OFFER TO CLOSE QUICKLY**

Many sellers prefer to close within 30 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 period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.





ESCROW *Journal*

## 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 very 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 a 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 in further discussions or 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 involved know that the price is fair. The loan file then moves on 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 that 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 will protect against things like fire, storms and flooding

# home APPRAISAL



If you require a loan to purchase your home you will need to have an appraisal performed by the bank/lender to verify the home is worth the loan amount. It is very difficult to successfully contest an appraisal, this is why an experienced agent demonstrates certain strategies to reveal value of the home prior to the appraisal.

## APPRAISAL COMES IN AT OR ABOVE SALE PRICE

You are in the clear, and closing can be begin!

## APPRAISAL COMES IN BELOW SALE PRICE

- Renegotiate the sales price with the seller
- Renegotiate with the seller to cover the difference
- Cancel the contract
- Consider an alternative all-cash offer

# 09 scheduling YOUR MOVE



## AFTER SIGNING

- FINALIZE MORTGAGE
- SCHEDULE HOME INSPECTION
- Declutter! Sort through every drawer, closet, cupboard & 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 with your other important documents
- Create an inventory of anything valuable that 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
- COMPLETE TITLE SEARCH (TITLE COMPANY WILL DO THIS)

## 2 WEEKS TO MOVE

- SECURE HOME WARRANTY
- GET QUOTES FOR HOME INSURANCE
- SCHEDULE TIME FOR CLOSING
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

## 1 WEEK TO MOVE

- OBTAIN CASHIERS 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. Write directions to the new home, along with your cell phone number



A close-up photograph of a person wearing an orange sweater, holding a white pen over a tablet. The person's hand is in the foreground, and the tablet is on a white surface. The background is blurred. A vertical red bar is on the right side of the image, containing the text 'CLOSING day'.

CLOSING *day*



10

# closing day



## **CLOSING DAY**

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held by title, where your money is held safe until the transaction is complete.



## **CLOSING DISCLOSURE**

Lenders are required to provide you with a closing disclosure, at least three days before closing. Keep in mind that Saturday's are included (Sundays and Holidays are excluded). This will show you what your final loan terms and closing costs will be. You will have three 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 3 days prior to closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.



## **CLOSING TABLE**

Who will be there:

- Your agent
- A title company representative
- Your loan officer
- Any real estate attorneys involved in the transaction

The closing typically happens at the title company. You will be signing lots of paper work so get your writing hand warmed up! Some of the papers you will be signing include: the deed of trust, promissory note, and all lender documents



## **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 1.5% - 3% of the home's sales price. These closing costs can sometimes be shared with the seller.



## **BRING TO CLOSING**

- Government-issued photo ID
- Cash to close in the form of a cashier's check or wire transfer



## **RECEIVE YOUR KEYS**

Congratulations! It was a lot of hard work but you are now officially home owners!! You will receive your keys once the contracts have been ratified by the county. This is usually no later than 24 hours after you have funded and recorded. Time to throw a party and get to know your new neighbors!



# WHAT TO EXPECT



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**HONESTY & TRANSPARENCY**  
**INTEGRITY**  
**RESPECT**  
**TIMELY & REACHABLE**  
**ACTING IN YOUR BEST INTEREST**

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