



let's find
HOME

WHITMAN COUNTY

YOUR COMPLETE GUIDE TO PREPARING
FOR A SUCCESSFUL HOME PURCHASE

what to EXPECT

While no home buying or selling experience is totally stress free, my goal is to make the process as seamless as possible. I will be there to walk you through all the variables that affect your decision to buy. I am committed to creating an elevated experience, while offering the utmost communication and responsiveness!

BEFORE WE START TOURING HOMES, I'D LOVE TO MEET UP—MAYBE OVER COFFEE? THIS WILL GIVE US A CHANCE TO CHAT, GET TO KNOW EACH OTHER, AND MAKE SURE I UNDERSTAND EXACTLY WHAT YOU'RE LOOKING FOR IN A HOME.

HAVE MORE QUESTIONS?

I'm always available to help! Shoot me a text or give me a call for the quickest response.

LICENSE

23011490

CELL

509.592.5233

EMAIL

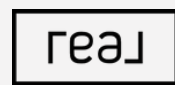
TAYLER-JOHNSON@OUTLOOK.COM

WEBSITE

TAYLERJOHNSONREALTOR.COM

INSTAGRAM

@TAYLERJOHNSON.REALTOR

A background image showing a home interior with a wall covered in framed family photos and a grey dresser in the foreground.

YOUR HOME SHOULD BE A SANCTUARY THAT'S
LIFE-GIVING AND SOUL-REFRESHING, A SOFT
PLACE TO LAND ON THE HARDEST DAYS AND
A BEAUTIFUL SPACE TO RECHARGE.



WHAT OTHERS ARE *saying...*

"Tayler swooped in and saved the day, I am so grateful to have had the opportunity to work with her. Tayler led my home-buying experience with a can-do attitude, humor, and grace! She is resourceful, caring, and I always felt attended-to. I think she was as excited and stubborn to get my my house as I was. 10/10!"

-HANNAH KIMBALL

I had the pleasure of working with Tayler Johnson last year on a home purchase in Garfield, WA. Tayler was AMAZING! She negotiated a fantastic price and terms for us. Her professionalism, attention to detail, and dedication truly stood out. If you're looking for a realtor who will go above and beyond, Tayler is the one! ✨ Highly recommend!

-LANA



the BUYING PROCESS

STEP ONE FINANCES

- ☐ GATHER YOUR DOCUMENTS
- ☐ OBTAIN PRE-APPROVAL OR PROOF OF FUNDS FROM THE LENDER
- ☐ SOURCE YOUR DOWN PAYMENT FUNDS
PREPARE FOR ANY ADDITIONAL COSTS SUCH AS THE HOME INSPECTION (\$500) AND APPRAISAL (\$700)

STEP THREE UNDER CONTRACT

- ☐ NEGOTIATE THE TERMS OF THE OFFER AND ACCEPT THE CONTRACT
- ☐ SCHEDULE THE HOME INSPECTION ACCORDING TO THE TIMELINE DETERMINED IN THE CONTRACT
- ☐ DEPOSIT EARNEST MONEY AND COMPLETE LOAN APPLICATION WITHIN DESIGNATED TIME FRAME (WE WILL DISCUSS DATES FOR THESE)

STEP TWO HOME SEARCH

- ☐ PREVIEW POTENTIAL PROPERTIES ONLINE
- ☐ SCHEDULE SHOWINGS AND VIEW THE PROPERTIES YOU ARE MOST INTERESTED IN
- ☐ WRITE AN OFFER TO PURCHASE ON YOUR FAVORITE PROPERTY

STEP FOUR DUE DILIGENCE

- ☐ CONDUCT INSPECTIONS
- ☐ RESOLVE/NEGOTIATE ANY ISSUES FROM INSPECTION
- ☐ YOUR LENDER WILL ORDER THE APPRAISAL
- ☐ OBTAIN HOMEOWNERS INSURANCE

STEP FIVE CLOSING TIME

- ☐ TITLE COMPANY WILL CONDUCT TITLE SEARCH AND ORDER SURVEY
- ☐ RECEIVE CLOSING STATEMENT/CLEAR TO CLOSE
- ☐ WIRE FUNDS TO CLOSING COMPANY
- ☐ CONDUCT A FINAL WALK-THROUGH OF PROPERTY
- ☐ MEET ESCROW CLOSER AND SIGN FOR THE HOME
- ☐ CLOSING DAY: GET YOUR KEYS, IT'S ALL YOURS!
- ☐ CALL TO TRANSFER/SET UP UTILITIES



PRE-APPROVAL

THE VERY FIRST STEP OF THE HOME BUYING PROCESS IS TO GET A PRE-APPROVAL LETTER FROM A LENDER STATING HOW MUCH YOU ARE QUALIFIED FOR. IT'S IMPORTANT TO ASK YOUR POTENTIAL LENDERS SOME QUESTIONS TO MAKE SURE THEY ARE A GOOD FIT FOR YOU.

A PRE-APPROVAL IS TYPICALLY VALID FOR 90-120 DAYS, SO WHILE YOU CAN START TALKING TO LENDERS, YOU'LL WANT TO WAIT ON GETTING THAT PRE-APPROVAL LETTER WHEN YOU'RE READY TO BUY AND WE'VE HAD THE CHANCE TO CHAT.

IF YOU WOULD LIKE A CONNECTION TO A LENDER, I WOULD HIGHLY RECOMMEND TYLER MCNANNY WITH BARRETT FINANCIAL. I HAVE WORKED WITH HIM THROUGH MANY CLOSINGS AND HE DOES A FANTASTIC JOB! LET ME KNOW IF YOU WANT HIS CONTACT INFORMATION.

QUESTIONS TO ASK POTENTIAL LENDERS

01

WHAT TYPE OF LOAN DO YOU RECOMMEND FOR ME? WHY?

There's no one type of mortgage loan that's superior to another—but whichever you choose, you need to know why it's best and how it works.

02

WILL MY DOWN PAYMENT VARY BASED ON THE LOAN I CHOOSE?

If you're tight on cash or don't want to be cash poor, let your lender know. Loans vary in their down payment requirements.

03

WHAT WILL MY CLOSING COSTS BE? ARE THEY A PART OF MY LOAN, OR WILL I PAY THEM IN CASH AT CLOSING?

Remember, closing costs usually run around 2% of your loan value so you need to know how they'll be covered.

04

WHAT IS THE INTEREST RATE AND THE ANNUAL PERCENTAGE RATE (APR)?

Everyone talks about the interest rate, but the APR is just as important. It combines the interest rate with the fees a lender charges to originate your loan.

05

CAN I LOCK-IN AN INTEREST RATE? IF SO, FOR HOW LONG?

If you think rates will be moving up, ask if you can lock it in for a set period of time!

PRO TIP: MAKE SURE YOU VISIT THE FOLLOWING TWO WEBSITES TO BE OPTED OUT OF SPAM CALLS, TEXTS AND MAIL AFTER APPLYING FOR A MORTGAGE:

<http://www.donotcall.gov>

<http://www.optoutprescreen.com/>



searching STRATEGICALLY

BEFORE WE HOP INTO THE HOME SEARCH, I LIKE TO ADVISE MY CLIENTS TO CREATE A "NEEDS" LIST AND A "WANTS" LIST. THIS WILL HELP US TO REALLY FOCUS ON THE THINGS THAT ARE MOST IMPORTANT IN YOUR FUTURE HOME.

NEEDS ARE THE NON-NEGOTIABLE FEATURES; THE FEATURES YOU SIMPLY MUST HAVE IN YOUR NEXT HOME. WANTS ARE THE ONES YOU'D LIKE TO HAVE, BUT YOU CAN ADD OR CHANGE DOWN THE ROAD.

DON'T FEEL LIKE YOUR FIRST DRAFT HAS TO BE YOUR FINAL DRAFT—AND ABOVE ALL ELSE, REMEMBER YOU CAN'T CHANGE THE LOT, THE LOCATION, OR THE PRICE YOU PAID SO SPEND A GOOD AMOUNT OF TIME THINKING THROUGH THOSE THREE BEFORE MOVING ON.

NEEDS MIGHT BE THINGS LIKE:

- Enough square footage for you & your family
- Sufficient bedrooms & bathrooms
- LOCATION
- Close proximity to work & school
- Attached two-car garage
- Grassy yard for children's or pet's play area

WANTS WILL LOOK MORE LIKE:

- Specific paint or exterior color
- Pool, jacuzzi, or other exterior water feature
- Fenced-in backyard
- Specific carpet, hardwood floors, or tile
- Kitchen amenities like countertops and appliances
- Walk-in shower or double bathroom vanity in primary

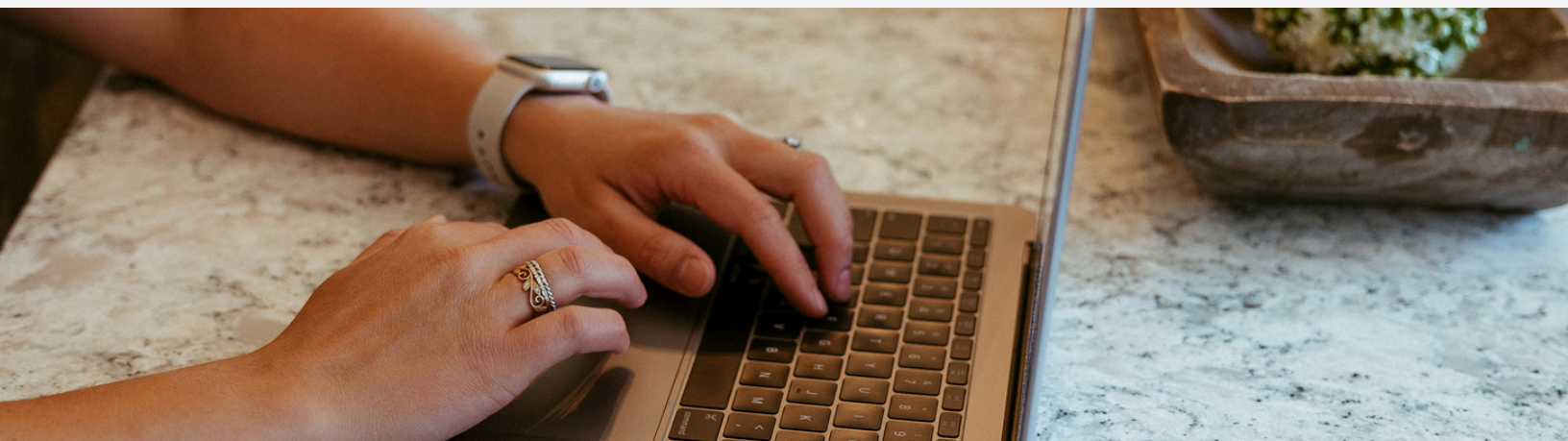
NEEDS + WANTS

WRITE DOWN YOUR NEEDS & WANTS IN YOUR FUTURE HOME

NEEDS

WANTS

PRO TIP: IF YOU FIND SOMETHING THAT CATCHES YOUR EYE, CHECK OUT THE GOOGLE STREET VIEW. ONLINE PICTURES CAN BE DECEIVING SO A VIRTUAL 'WALK DOWN THE STREET' WILL GIVE YOU A BETTER SENSE OF THE HOUSE AND SURROUNDING AREA. KEEP IN MIND, LOCATION IS THE ONE THING YOU CAN'T CHANGE WHEN PURCHASING A HOME.



make the most of **YOUR SHOWINGS**

You're SO READY to get inside those homes on your shortlist and see for yourself if one of them is soon-to-be your new address. I know you're excited, but you gotta go into those showings calm, cool, and with your thinking cap on. Here's a quick list of how to do just that:

REVIEW WANTS VS. NEEDS & BUDGET

Having this fresh on your mind will help you stay objective and focused. Take pictures and videos to jog your memory later and to help you process with friends and family.

YOU CAN'T CHANGE THE LOT OR LOCATION SO MAKE SURE YOU LOVE BOTH.

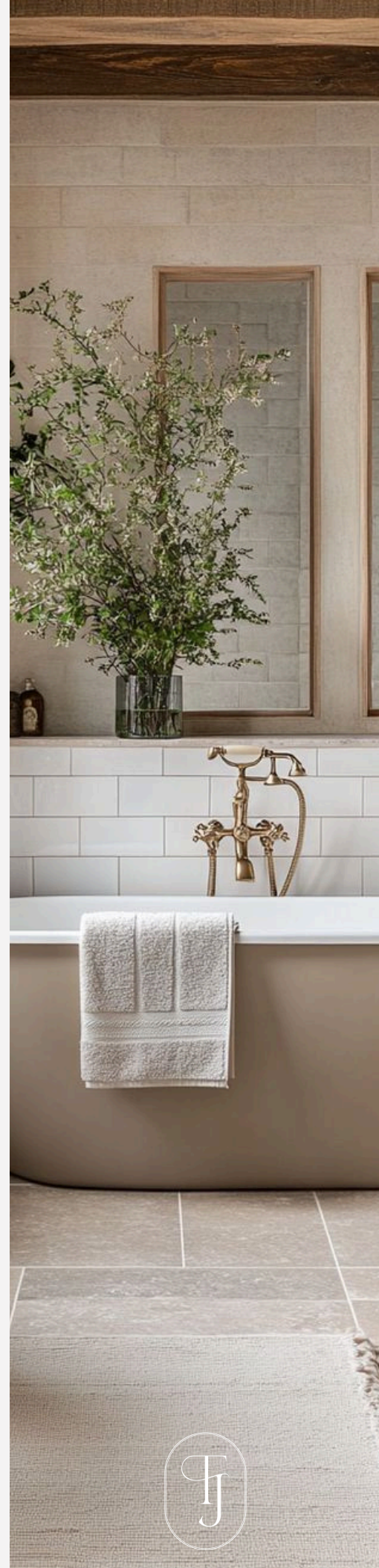
You also don't want to be the priciest home on the block. I will help you assess whether or not that's the case.

DON'T GET DISTRACTED BY DECOR OR STAGING.

These things will be gone by the time you move in, so try to stay focused on the things that cannot be changed as easily like layout and home size.

TAKE YOUR TIME!

If a home makes a good first impression, let me know you're interested and that you'd like to spend a bit more time looking around. This is one of the largest purchases you'll ever make so it's worth it to learn as much as you can while you're there.





KEY TERMS

There are a couple of terms that are critical to know before you jump into the home buying process. I have a full glossary of terms in the back of this guide but these are most important to know and understand right away before we get into the nitty gritty of the purchase process:

WHAT IS ESCROW?

Escrow is essentially a third party, non-biased entity that holds earnest money funds for "safe keeping" during a real estate transaction. An individual will be designated as your "closer" with the escrow company. This person will be responsible for the completion of our transaction including duties such as clearing title, assembling, preparing and reviewing closing documents and disbursing funds. This individual is who you will sign with to close on the home.

WHAT IS EARNEST MONEY?

Your earnest money is a "good faith" deposit to show you're seriously interested in the home you're offering on and willing to put this money on the line to show it. Typically earnest money is 1% of the purchase price. These funds are due shortly after getting your offer accepted and will be held by the escrow closer in a neutral account until closing. Your earnest money will be applied towards your down payment at closing.

PLEASE KEEP IN MIND: It's SO important not to make any major job changes, major purchases, or open new credit cards or lines of credit, as any of these activities could alter your qualifications for a loan. Please do not CLOSE any lines of credit, credit cards etc. before you consult with your lender as this can have just as much of a negative effect on your credit as opening new accounts could.

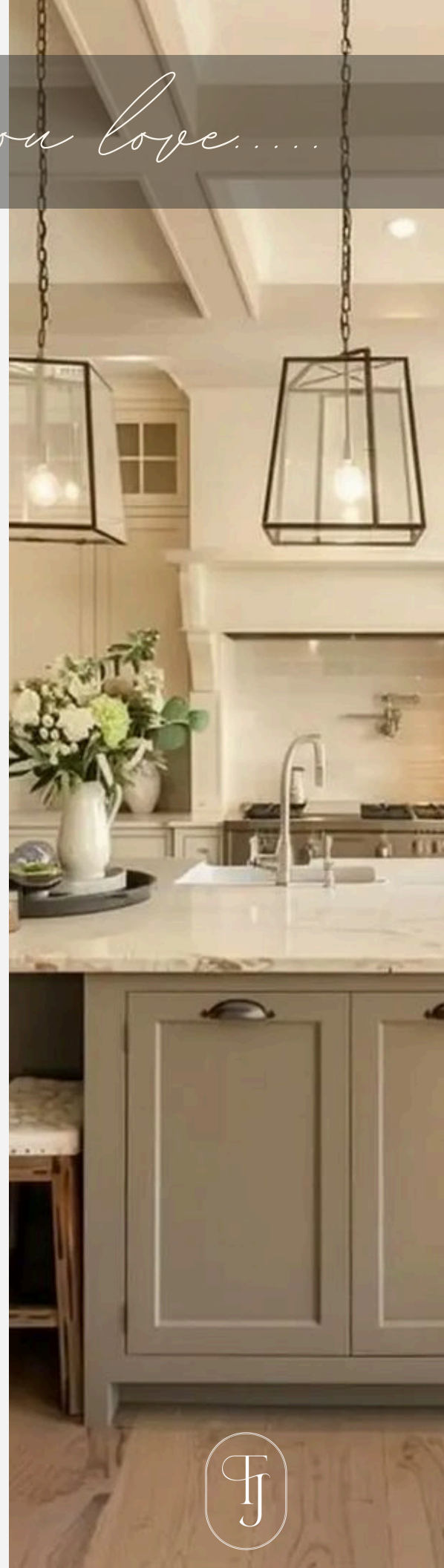
You found a house you love.....

LET'S WRITE AN OFFER!

When submitting an offer, it's important to be mindful of the seller's perspective to avoid offending them. While negotiating is expected, an unreasonably low offer—especially in a competitive market—can be off-putting and may cause the seller to dismiss it entirely. If offering below asking price, providing data to justify the offer, such as necessary repairs or local market trends, can help maintain credibility.

A well-crafted offer is a crucial step in purchasing a home, and understanding the process can help buyers navigate it smoothly. I will provide you with market comparisons to evaluate the property's value, ensuring your offer is competitive and aligned with recent home sales. The purchase agreement will then be drafted, outlining the offer price, contingencies such as inspections and financing, the earnest money deposit, and the desired closing timeline. Once the offer is submitted, the seller has the option to accept, reject, or counter, leading to potential negotiations.

Negotiating the purchase price and terms is an exciting opportunity to secure the best deal, and with the right strategy and patience, you can navigate the process with confidence and success! And remember, I'm on your team every step of the way, always looking out for your best interests throughout the entire deal!



CONGRATS! YOU'RE UNDER CONTRACT.

WHAT'S NEXT?

YOUR OFFER HAS BEEN ACCEPTED, YAY! THE FIRST ORDER OF BUSINESS IS GOING TO BE GETTING YOUR EARNEST MONEY SUBMITTED TO THE TITLE COMPANY AND GETTING THE HOME INSPECTION SCHEDULED. I'LL ALSO LOOP IN YOUR LENDER AND ESCROW COMPANY INTO THE TRANSACTION.

HERE'S A QUICK RUNDOWN ON WHAT HAPPENS AFTER YOU MAKE AN OFFER AND YOUR NEW HOME IS "UNDER CONTRACT."

STEP ONE

I will carefully review the timeline and all important dates with you right away to ensure we're all on the same page moving forward!

STEP TWO

I will contact your lender to loop them in on the process.

STEP THREE

You will need to wire your earnest money to the escrow company, drop off a check at their office or get me a check to drop off.

STEP FOUR

I will schedule your inspection within 24 hours after an accepted offer.

HOME INSPECTION

WHAT IS A HOME INSPECTION?

The inspection will uncover any issues in the home that would have otherwise been unknown. You will receive a written report of the inspection. I always recommend that you are present for the inspection, so that you may ask the inspector any questions. I will be there as well! The cost for the inspection is around \$500.

WHAT DOES THE “INSPECTION PERIOD” MEAN?

The length of the inspection period is determined at the time of offering on the home and stipulated in the Purchase and Sale Agreement. The buyer has the right to hire a professional to inspect the condition of the home. You as the buyer and myself as the agent will each get a copy of this report. We do NOT share this with the seller/list agent unless written permission is received. If the results on the inspection report comes back with any issues that need to be addressed, the buyer may ask the seller to cover the costs of these repairs, reduce the sales price, or fix the repairs before closing. If an agreement can not be made, the buyer has the right to back out of the contract and get the earnest money back with no consequences.

DO I REALLY NEED A HOME INSPECTION?!

You may think the home is in great shape, but some of the costliest problems are often invisible to the untrained eye: leaks, foundation issues, poor ventilation, faulty wiring, etc. A home inspection gives you the chance to have a professional inspector see if there are any problems that need to be addressed, replaced, or fixed prior to you purchasing the home. There are very few cases in which I would recommend skipping a home inspection. The home inspection typically happens within the first week of your offer being accepted.

Once we determine what repairs we are going to ask the seller for, I'll fill out the appropriate form requesting those repairs, you sign and I send it to the list agent. The seller will usually have three business days to respond and negotiations may continue from there.

PRO TIP: IT'S IMPORTANT TO SCHEDULE THE HOME INSPECTION RIGHT AWAY AFTER GOING UNDER CONTRACT SO WE CAN MAKE SURE TO GET THE REPORT IN A TIMELY MANOR.



YOU SHOULD ALSO KNOW...

WHAT IS AN APPRAISAL?

An appraisal is an estimate of the value of the property by a licensed, unbiased professional appraiser. This is the second major piece of the transaction that happens after the inspection has been negotiated and agreed upon. The goal of the appraisal is to verify the value of the property for the lender and to protect you from overpaying. The contract is contingent upon whether the appraisal comes in at or above the purchase price. If the appraisal comes back short, we will be back to the negotiating table (more on that on below)!

WHAT HAPPENS IF THE HOME DOESN'T APPRAISE ABOVE THE CONTRACT PRICE?

A house "appraises low" if the value assessed by the home appraiser is lower than the purchase price agreed to between the buyer and seller. The home appraisal provides a snapshot of the appraiser's opinion of the current market value based on similar closed sales in the area. When the appraised value comes in below the contract price, it limits the amount a lender will finance because they base the loan on the appraisal and the lender will not lend more than the appraised value.

A low appraisal might delay or even derail closing. Fortunately, having a great Realtor on your side can make this situation few and far between. It does happen rarely and in the case that it does, we're back to negotiating a solution that will work for both you as the buyer and the seller so we can proceed to closing as established in our contract!

OBTAINING A MORTGAGE

You have 5 days from the date of contract execution (mutual acceptance) to begin the mortgage loan application if you haven't done so already.

During the 30 days before closing, the lender will be finalizing your mortgage, clearing conditions and prepping documents to bring to the closing table.

WHAT IS A TITLE COMPANY AND WHAT EXACTLY DO THEY DO?

The title company will conduct a title search to ensure the property is legitimate and find if there are any outstanding mortgage liens, judgments, restrictions, easements, leases, unpaid taxes, or any other restrictions that would impact your ownership associated with the property. Once the title is found to be valid, the title company will issue a title insurance policy which protects lenders or owners against claims or legal fees that may arise over ownership of the property. This will also be a part of your closing costs.

WHAT DOES CLEAR-TO-CLOSE MEAN?

Friends, these are the magic words we wait nearly the whole transaction for! This term means the mortgage underwriter has officially approved all documentation required to fund the loan. All that remains is the actual closing process. This final approval typically happens 2-3 days prior to closing!



Now, let's talk

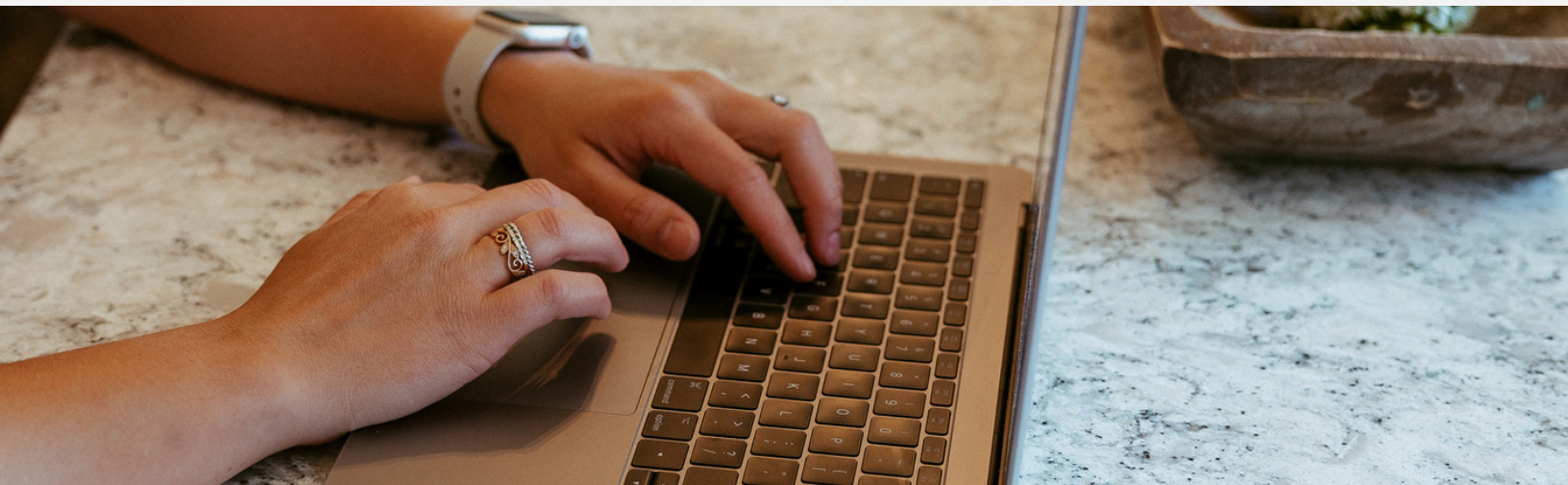
COMMISSIONS...

First and foremost, it's important you understand that all commissions in real estate **are and have always been negotiable**. As a buyer, you are entitled to your own representation in a real estate transaction and, in fact, I stress to you the importance of having a competent and experienced agent on your side through your home purchase.

That being said, it's imperative you understand that recent nation wide regulation changes to the MLS have occurred. This means the previous industry standard of commissions being displayed on the MLS is no longer allowed.

That being said, we will now not see any offering of payment/commission on the listing of a home on the MLS. This means that as your realtor, my commission is now a potential negotiation piece in the transaction.

So, what does this mean for you? In order for me to physically open a door for you and tour you through home, we now have to have a *Buyer Representation Agreement* signed. I'm happy to show you this agreement now and go over it in as much detail as you need. At its core, the Buyer Rep Agreement establishes our working relationship and lays out key terms of our partnership throughout the entirety of your home purchase. The commission for my services will be determined upon execution of the Buyer Rep Agreement. Should we find ourselves in a situation where we are moving forward and writing an offer on a home and the seller isn't paying a cooperating broker compensation, we will need to have a conversation regarding how I'll be getting compensated for my services. I want to bring this to your attention now so there are no surprises down the line! There are many nuances to this new dynamic in the real estate industry and I'm happy to go over different scenarios, outcomes and options with you. I have your best interest in mind (always) and it's important to me that you feel comfortable as we progress forward in our journey together!



YAY! ———

IT'S CLOSING TIME

You've gotten the "clear-to-close" and we've scheduled your closing date and time – let's answer some questions you may have about closing day:

Q: When do we do the final walk-through?

A: The final walk-through is exactly what it sounds like – I will go to the home 1-2 days prior to closing to ensure the home is cleaned out, repairs were made (if needed) and that the home is ready for YOU!

Q Who will be at closing?

A: Situations vary, but you can expect the buyer (that's you!) and escrow closer.

Q: What will I do?

A: Stretch those fingers and get ready to sign, sign, sign. At closing, the seller will sign ownership of the property over to you, and you'll sign to receive possession.

Q: What should I bring?

A: Bring a photo ID and a cashier's check to pay any closing costs and down payment (if you haven't already scheduled to wire your closing funds). Your escrow agent will tell you any other documents specific to your situation. The closing process is relatively simple but be prepared for A LOT of paperwork. (And always, always ask if you have a question along the way.) The good news is once you've signed the last page, it's time to get a hold of those keys and celebrate your new home!



CLOSING COSTS

In Washington State, closing costs for buyers typically range from 2% to 4% of the home's purchase price. These costs include various fees and expenses associated with finalizing the home purchase. Here's a breakdown of common closing costs for buyers in Washington:

Typical Buyer Closing Costs:

1. Loan-Related Costs (If Financing)

- Loan Origination Fee: 0.5%-1% of the loan amount
- Credit Report Fee: \$25-\$50
- Appraisal Fee: \$500-\$800
- Underwriting Fee: \$500-\$1,500
- Prepaid Interest: Varies depending on loan terms

2. Title & Escrow Fees

- Title Search & Title Insurance: \$800-\$2,000 (varies by home price)
- Escrow Fee: \$500-\$1,500 (split between buyer & seller)
- Notary Fee: \$100-\$200

3. Government Fees & Taxes

- Recording Fees: \$100-\$300
- Property Taxes: Varies; typically prepaid for a few months

4. Prepaid Costs & Homeownership Expenses

- Homeowner's Insurance: \$500-\$2,000 (one year prepaid)
- Prepaid Property Taxes: Varies by location and time of year
- HOA Fees (if applicable): Varies

Who Pays What?

- Buyers usually cover loan-related fees, appraisal, title insurance (lender's policy), escrow fees (split with seller), and prepaid costs.





GLOSSARY

APPRAISAL:

The estimation of a home's current value done for the lender by an official appraiser.

CONTINGENT:

Means "depending on certain circumstances." In real estate, when a house is listed as contingent, it means that an offer has been made and accepted, but before the deal is complete, some additional criteria must be met.

DEED:

This is a legal document that transfers the property ownership from one person to another. The deed to a home is also known as a title and is the written proof of who owns it.

ESCALATION CLAUSE:

A clause in a real estate contract that lets homebuyers increase their offer by a predetermined amount over other offers in the case the seller receives another offer at a higher price point. Escalation clauses are typically reserved for when a buyer is confident there will be multiple offers.

ESCROW CLOSER:

The individual at the title company who is responsible for the completion of real estate escrow transactions by determining requirements, clearing title, assembling, preparing and reviewing closing documents and disbursing funds

EARNEST MONEY:

Deposit for the home purchase held by a 3rd party (NOT the seller or buyer), typically the closing company or an attorney. This deposit goes towards your down payment at closing.

HOA FEE:

Monthly maintenance fee paid by homeowners to an association in their community to go towards costs such as, but not limited to, water/ sewer, property maintenance, electricity, community amenities.



GLOSSARY

HOME WARRANTY:

A contract covering repairs and replacements on systems and appliances in your home.

MULTIPLE LISTING SERVICE (MLS):

MLS is a service (local or regional) that gathers real estate listings - homes that are for sale. It is accessed by brokers and real estate agents.

PRE-APPROVAL:

Preliminary approval from a bank or other lending institution for the potential of a home mortgage. This doesn't mean guarantee.

RATE LOCK:

A means of setting your interest rate so it won't change between the offer and closing. As long as you close within the specified time frame and there are no changes to your application

TITLE:

A title gives the person the right to, or ownership of, a certain piece of real estate property.

WALKTHROUGH

A final walkthrough confirms that no damage has been done to the home since the time of inspection, that the major systems and appliances are in working order, all appliances and /or items that were in the purchase and sale agreement are present in/outside of the home, and any inspection items have been addressed (if applicable).

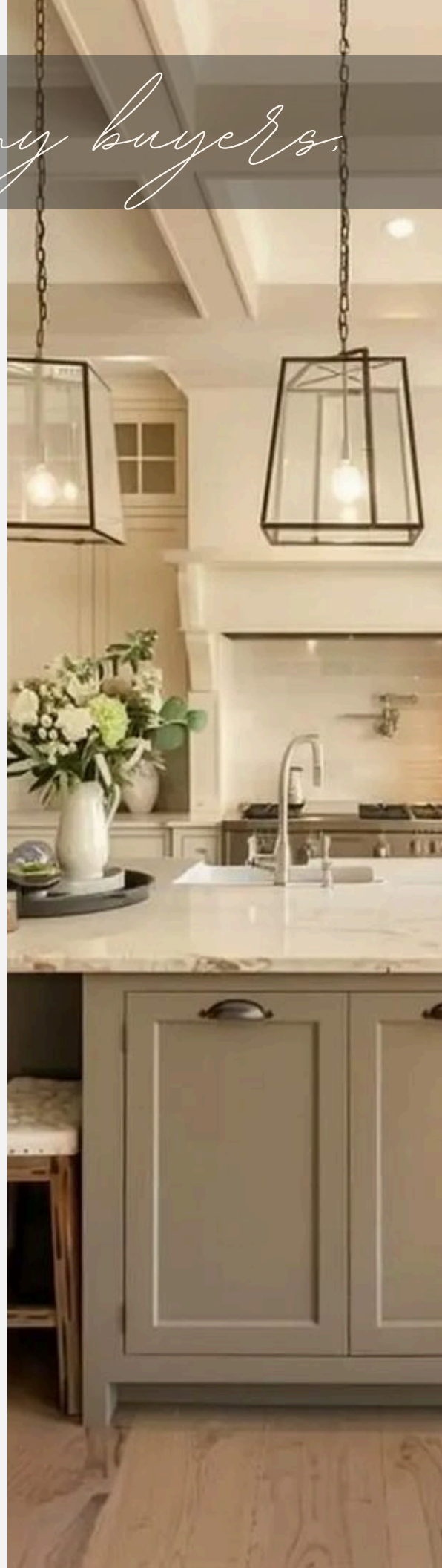
as a special gift to my buyers.

CELEBRATE YOUR NEW HOME WITH A COMPLIMENTARY PHOTO SHOOT!

As a special thank-you for trusting me with your home purchase, I've teamed up with Ciara Ackerman Photography, a talented local photographer, to offer you a complimentary photo session after closing! Get creative...unboxing and settling into your home, cozy in the kitchen with coffee/cocoa, baking in the kitchen, outdoors in the lawn with your animals, a bbq on your deck....whatever feels like "home" for you and your family! Your home is more than just a house—it's where memories are made, and I'd love to help you start this new chapter with stunning photos to cherish forever! Most of all, HAVE FUN with this session!

SHOOT DETAILS:

- 30 MINUTE SESSION, 15 IMAGES
- MUST TAKE PLACE AT YOUR NEW HOME
- USE WITHIN 2 MONTHS OF CLOSING DATE





THANK YOU

FOR TRUSTING ME

It would be an absolute honor to walk alongside you through the real estate process!

My goal is to make this process as stress free as possible, so please don't hesitate to reach out with ANY questions or clarification. Together, we'll find the perfect place to call home.

Taylor Johnson

WHAT ARE OUR NEXT STEPS?

- Sign buyer representation agreement
- Connect you with a lender to begin the pre-approval process (if you haven't done so already)
- Complete "wants & needs" list
- Determine when you are available to tour homes

