

HOME BUYER'S GUIDE.



LET US GUIDE YOU HOME.



HOW OUR AGENTS WORK FOR YOU.

AGENCY:

LISTING AGENT:

When you want to SELL your home, the Listing Agent has their sign in your front yard with a fiduciary duty to work in your best interests, as the SELLER, when negotiating contracts and marketing your property.

BUYERS AGENT:

When you want to BUY a home, the Buyer Agent work for you to find the home you've been looking for and is working in your best interests, as the BUYER, to advise you and consult on your behalf.

HOW AGENTS ARE PAID:

When Sellers list their home, they may agree to pay both their Listing Agent and the Buyer's Agent by an offer of cooperation and compensation. However most often we may direct the seller to pay all or part of the buyer agent compensation as a term of your offer. With any remainder due at closing. We provide professional guidance, negotiate in your best interests and offer full services throughout the transaction.

**SIGNING A
BUYER
AGENCY
CONTRACT IS
A GREAT
DEAL!**



THE BUYING PROCESS.

WE WILL HELP GUIDE YOU THROUGH THE STEPS OF BUYING.

SELECT Jay
Lemons AS
YOUR BUYING
REPRESENTATIVE

CONFIRM PRE-
APPROVAL WITH A
TRUSTED LENDER

BUYER
CONSULTATION

SEARCH FOR,
SELECT AND
VIEW HOMES.

MAKE AN
OFFER

NEGOTIATE
TERMS

ACCEPTANCE

SATISFY
CONTINGENCIES

CLOSING

HOME OWNERSHIP!

THE HOME HUNT.

Our agents love helping Buyers
find their dream home!

We have the systems in place to streamline the home buying process for you. With our full service, we commit to helping you with your home search by:

- Narrowing the selection of available home to focus on your "BEST PICKS"
- Personally touring homes and neighborhoods with you
- Keeping you informed immediately when new homes are on the market or when homes are reduced in price
- Previewing homes in advanced on your behalf, if necessary
- Advising you of homes that have sold in your preferred areas and how much they sold for
- Working with you till you find the home of your dreams



What to expect when you work us:

- A knowledgeable, experienced and professional REALTOR
- A committed ally to negotiate on your behalf
- The backing of EXP Realty, a trusted Broker.

We work with each client individually taking the time to understand their unique lifestyles, needs and wishes. This is about more than the number of bedrooms or a zip code. This is about YOUR life, YOUR goals and what's most important to YOU.

WRITING YOUR OFFER.

THE PRICE:

What you offer on a property depends on various factors including; condition, length of time on the market, buyer activity, and the motivation of the Seller.

THE MOVE-IN DATE:

If you can be flexible on the day of closing, which is the possession date, the Seller may be more apt to choose your offer over others if you harmonize with their timeline.

ADDITIONAL PROPERTY:

The Seller typically plans on leaving major appliances in the home; however, which non-fixtures items stay or go is often a matter of negotiation.

EARNEST MONEY:

This is the dollar amount deposited soon after acceptance, and then is credited back to you at the time of closing. Typically, it is at least 1% of the purchase price in our market, rounded to a \$500 increment. The more money you put down, the more attractive the offer will look to the Seller.

CONTINGENCIES:

Contingencies protect the Buyer but, they are less attractive to the Seller as they can be a way out of the purchase for the Buyer. Depending on the level of competition, finding a balance in contingencies can be an important factor in having your offer chosen by the Seller. A cleaner offer will be more attractive to the Seller.

Once your agent has helped you find the home you want to purchase, it's time to draft an Offer to Purchase!

While much of the State of Wisconsin Offer to Purchase is standard, there are a few terms that apply specifically to you and your new home. We can negotiate the terms to ensure that your offer is the strongest it can possibly be. Our goal is to submit the strongest offer while also protecting your best interests.



PRESENTING YOUR OFFER.

YOUR AGENT WILL PRESENT YOUR OFFER TO THE LISTING AGENT AND/OR SELLER.

THE SELLER WILL RESPOND BY EITHER:

- **ACCEPTING**
- **COUNTERING**
- **REJECTING**

The seller often will choose an offer that appears attractive to them as written. So put your best foot forward-you may not get a 2nd chance. Another common response is the COUNTER-OFFER, which are changes to your presented offer. When this happens, the experience and negotiation skills of your Agent will become a powerful tool in representing your best interests. When a counter-offer is presented to you, we will work to review each specific term, making sure that we move forward with your goals in mind and ensuring that we negotiate the possible price and terms for you. You have the same options to either accept, reject or counter back to the Seller. Simple gestures and savvy negotiating skills can be the difference in your offer being chosen or passed over. Once your offer is accepted (after appropriate CELEBRATION!) We will begin to systematically work through satisfying the contingencies of your offer, carefully abiding by all deadlines.

ADDITIONAL DOCUMENTS MOST LIKELY TO BE PRESENTED WITH YOUR OFFER TO PURCHASE:

ADDENDUM:

Covers any additional terms, for your protection.

DISCLOSURES:

Seller has completed. Which you need to acknowledge, receipt.

PRE-APPROVAL LETTER:

Your Lender will assure the seller that you should be able to acquire the funds to purchase the home.



ARE YOU READY TO BUY A HOME?



Be realistic about your **readiness**. The market and listing inventory changes very quickly. Homes on the market today will likely not be available in a couple weeks. On the flip side, NEW inventory will be available to tour when you are ready. It doesn't hurt to tour homes in the meantime to get a better idea of our market. When attending any open house be sure to inform the host that you are working with a buyer agent (Be sure to sign your agents' name on the sign-in sheet).



JAY LEMONS
INVESTOR/AGENT
608.387.4061

ABOUT JAY:



With military precision, Jay brings unparalleled discipline and dedication to the Real Estate Industry. As a proud veteran he's honed his skills in leadership and strategic planning. His education in Real Estate Marketing and Sales at Madison Technical College equipped him with knowledge to excel in the field. Family oriented and warm, his commitment to his clients is evident in every interaction. Whether buying, selling or investing, Jay is the trusted partner you need to navigate the market with confidence.

INSPECTION, TESTING, FINANCING. AND

INSPECTION:

One of your contingencies may be to have a home inspection towards analyzing the condition of the home you are buying by a licensed State of Wisconsin Inspector, which we highly recommend. The Inspector will go on the roof, down into the basement, and view everything in between. The Inspector's job is to make you aware of repairs that are recommended or necessary, along with maintenance of items. Your home cannot "pass or fail" an inspection and your Inspector will not tell you whether they think the home is worth the money you are offering. We highly recommend being present during the inspection. You will be able to understand the inspection report and know exactly which area need your attention. You can get answers to specific questions, tips for maintenance and general information that will help you once you move into your new home. The inspection is also a convenient time to take measurements and photos so you can prepare for life in your new space!

TESTS:

In addition to the home inspection, you may wish to have separate tests conducted for such things as radon gas, or if on private systems well, water & septic. The terms in your offer may have an influence on the Seller's decision of accepting your offer. The price isn't the only item that can make your offer attractive. THE cleaner an offer, the more appealing to the Seller.

FINANCE:

Once the accepted offer documents are submitted to your lender, they will work on your funding by ordering an appraisal and have all paperwork processed by underwriting. The appraisal is to verify the collateral is in the home which is equal to or greater than the purchase price. If appraisal was a contingency in your offer and the property does not appraise at purchase price, we have options to either: re-negotiate purchase price with seller, or you may make up some of the difference. After the appraisal is satisfied, underwriting approves all the details of your loan. During the underwriting process it is important that you provide the lender with any additional documents as they are requested. Once completed a loan commitment letter will be issued by your lender stating all the terms of your loan. This means your funding has been approved. When you pass this letter on to the seller, it satisfies your financing contingency.

CLOSING ON YOUR DREAM.

WHAT IS CLOSING?

Closing day marks the end of your home buying process and the beginning of your new life! The closing is held at the title company, where the transfer of title moves ownership of the property from the Seller to you.

The events that make this happen are:

Delivery of the Buyer's funds: This is the certified check or wired funds provided by your lender in the amount of the loan.

Delivery of the deed: A deed is the document that transfers ownership of real estate. The deed gives a legal description of the property and contains the notarized signature of the Seller and witnesses. At the end of closing, the deed will be taken and recorded at the county clerk's office into your name. It will be mailed to you after processing. The Buyer (you) signs their loan documents and pay their closing costs with their down payment. The Seller signs the deed to the property over to you, the new homeowner.

The parties involved get paid to satisfy everyone, so you inherit the home free and clear.

UTILITY COMPANIES:

GAS & ELECTRIC:

ALLIANT: 800-255-4268

MG&E - 608-252-7222

TELEPHONE:

US CELLULAR: 888-944-9400

AT&T: 800-222-0300

CENTURY TEL: 608-229-7800

CHARTER: 800-581-0081

TDS TELECOM: 866-571-6662

VERIZON: 800-606-8855

CABLE TV/INTERNET:

CHARTER: 800-581-0081

TDS: 866-571-6662

DISH NETWORK: 888-358-1583

DIRECT TV: 800-370-3589

*THE TITLE COMPANY
AUTOMATICALLY
NOTIFIES
MUNICIPALITY OF
CHANGE IN
OWNERSHIP.*

