

BUYERS *Handbook*

YOUR GUIDE TO PURCHASING YOUR FIRST OR NEXT HOME



THE GOOCH GROUP

The path to finding the HOME of
YOUR DREAMS!

www.jeannasells.com



The **BROKERAGE**
REAL ESTATE ENTHUSIASTS®

GOOCH GROUP

I'M JEANNA GOOCH

NOT THAT TYPICAL REAL ESTATE AGENT

I'm so glad you've chosen to work with me. I promise to make sure all of your real estate needs are not just met, but exceeded in this process.

You may have a lot of questions, and I know it can seem overwhelming. Don't worry - that's why we're here. I've created this book for you. It will be a valuable resource as we go through the process together, but please know that I will be staying in constant contact with you throughout the process as well.

My focus is your complete satisfaction at each stage of the process, no matter what it takes.

And here we start the journey together.

Jeanna Gooch



GOOCH GROUP

I'M SHELIA PASHBY

REAL ESTATE ADMINISTRATOR

I love what I do! Not only do I get to work with my best friends, I also get to help our clients through the process of purchasing their dream home. Managing client paperwork, knowing the status of all client documents, and making sure to answer any and all client questions; I am here to make sure your home buying process goes as smooth as possible! Here, at The Gooch Group, we pride ourselves in our unmatched dedication to customer support. When you choose us, you are choosing the best!



I'M GEORGE LIEBER

REAL ESTATE AGENT

I am retired from the Office of Genesee County Sheriff after serving the community as a Police Detective Lieutenant, a Forensic Interviewer and Interrogator, and a Crisis Intervention and Hostage Negotiator.

Although, I am new to the public view of the Real Estate industry, I have been involved "behind the scenes" in Real Estate for more than 15 years. Acting as a Real Estate advertising consultant, negotiation advisor, and architectural photographer. I have assisted numerous Realtors in a myriad of ways over the years. Years of experience in the Real Estate industry, the Office of the Sheriff, the University of Michigan, and even the school of hard knocks, has prepared me to work for you like no other.



WHY THE *Gooch Group*

WE ARE NOT YOUR AVERAGE REAL ESTATE AGENTS!
WITH A COMBINED 40 YEARS OF EXPERIENCE, OUR
TEAM IS WELL PROVEN AND BATTLE TESTED.

The Gooch Group is not your average team of Realtors. With over 40 years of combined experience, the Gooch Group is well proven and battle-tested. Our confidence, gained through experience, makes us tough and effective negotiators. Our team is comprised of one of the area's top producing agents, Jeanna Gooch. Even though strong in negotiations, our team prides ourselves on being approachable, attentive, and always available to our clients. Client satisfaction is a top priority and has earned our team a 90% referral sales base!

Our passion for the business kicks into high gear every day between 5 and 6 a.m. to ensure our clients stay on top of the market. Always developing fun, bold, and creative marketing ideas, we generate excitement and an effective online presence.

The Gooch Group is passionate about real estate and raising money for local charities. In 2019, we were able to sell more than \$11 million in real estate while raising over \$11,000 for Children's Charities. The following year, 2020, while selling over \$15 million of real estate, The Brokerage was able to raise nearly \$10,000 for local charities. Last year, 2021, while selling over \$15.3 million of real estate, The Brokerage raised over \$20,000 for Children's Charities and sponsorships.



CONTACT *Gooch Group*

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OFFICE *Locations*


21 S. Main St.
Clarkston, MI 48346

205 E. 2nd St.
Davison, MI 48423

1219 N. Leroy St.
Fenton, MI 48430

115 E. Grand Blanc Rd.
Grand Blanc, MI 48439

FOLLOW *Gooch Group*

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 @doctorgooch

HOME PURCHASE OVERVIEW

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step 1

- LENDER PRE-APPROVAL
- PREVIEW HOMES
- WRITE OFFER & NEGOTIATE PRICE

step 2

- PUT DOWN EARNEST MONEY DEPOSIT
- HOME INSPECTION &/OR WELL TEST. RADON TEST. SEPTIC & TERMITE INSPECTION.
- POST HOME INSPECTION AGREEMENT

step 3

- TITLE SEARCH
- MAKE FORMAL LOAN APPLICATION WITH LENDER
- APPRAISAL ORDERED BY LENDER

step 4

- ORDER HOME WARRANTY (OPTIONAL)
- SECURE HOMEOWNERS INSURANCE
- FINAL AMOUNT NEEDED FOR CLOSING

step 5

- SCHEDULE UTILITY TRANSFER
- FINAL WALK THROUGH
- CLOSING

STEPS TO A HOME PURCHASE

with the Gooch Group

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FIRST STEP...

ESTABLISH YOUR BUYING POWER

Lenders can determine how much you can afford based on your income, debt ratio, and credit history. Down payments typically vary from 0% to 20% depending on loan type.

GET PRE-QUALIFIED & PRE-APPROVED

Initially, you'll provide some financial information to your lender - such as your income and amount of savings. For approvals, your lender will need W-2 statements, pay stubs, bank account statements, and to run a credit check.

PREVIEW HOMES & WRITE AN OFFER

After touring homes in your price range, we'll assist you in writing an offer on the right home. We'll present a fair offer based on the value of comparable homes in the area. We may need to negotiate this offer with the sellers until accepted.

STEPS TO A HOME PURCHASE

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SECOND STEP...

HOME INSPECTION

The immediate step after making an offer and having it accepted is to complete any inspections that the offer was contingent upon. If one of the contingencies was a home inspection, you'll have a certain number of days to complete this after the offer is accepted.

POST INSPECTION AGREEMENT

This form will be used after the home inspection if there are any counter-offers to the seller, asking that the items defective or problems relating to the safety of the home are corrected prior to closing.

HOME WARRANTY

A home warranty can be purchased to cover repairs and replacements on systems and appliances in your home, usually for a period of a year. This may include coverage of your home's electrical, plumbing, heating, and air conditioning systems as well as other home appliances.

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THIRD STEP...

TITLE SEARCH

The title is the right to own, possess, use, control, and dispose of property. When purchasing a home, you are actually buying the seller's title to the home. Before the closing, a title search will be conducted for any problems that might prevent you from a clear title to the home. You will also want to determine how you wish to hold the property - especially if you are buying with a spouse, a partner, a family member, or colleague.

APPRAISAL

An appraisal is an estimate of the value of the property. Although the primary goal is to justify the lender's investment, the appraisal can also protect from overpaying. Your lender will typically hire the appraiser and charge you a fee for the service at the closing.

CLOSING DISCLOSURE

After your loan is conditionally approved, your lender will reach out to you for any outstanding conditions requested by the underwriter. You will then receive a preliminary closing disclosure that will include the annual percentage rate, monthly payment and cash needed for closing.

COSTS OF BUYING A HOME

Closing Costs...

EARNEST MONEY DEPOSIT | TYPICALLY 1% OF PURCHASE PRICE

This is deposited at the beginning of your transaction and will be credited toward your down payment at time of closing. If for any reason other than financing you back out after the inspection period the deposit will not be refundable.

GENERAL INSPECTION | OPTIONAL, BUT ENCOURAGED \$300–\$600

You can shop around for the inspector that best fits your needs. A home inspector will provide a detailed report on the condition of the home. With an inspector you will gain a professional, impartial opinion on the structural components.

TERMITE/WDO INSPECTION | OPTIONAL \$75–\$150

Some pest companies like Orkin or Truly Nolen will do a complimentary termite inspection for you. If you want a full WDO inspection, you'll need to pay a WDO inspector to perform one. They also provide opportunities for termite coverage and warranties.

APPRAISAL | REQUIRED FOR A MORTGAGE \$500–\$600

The lender will order this for you and put it on one of your credit cards. If a second appraisal is needed per FHA guidelines, the seller will be required to cover that cost.

DOWN PAYMENT | 0% VA, 3.5% FOR FHA, 3–20% CONVENTIONAL

You will wire your down payment (minus deposit amount) along with your closing costs prior to closing. You will receive this final figure from the lender and title company 1-2 days prior to closing.

CLOSING COSTS | 3–6% OF PURCHASE PRICE

The closing costs depend on a number of factors, and your lender will give you a more accurate estimate of this early on. Closing costs include mortgage fees, title fees, recording fees, and escrows for your property taxes and homeowners insurance.

BROKERAGE FEE | \$395 FLAT FEE

This is a flat, one-time fee for the real estate brokerage. Otherwise, you get our services for FREE!



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FOURTH STEP...

HOME OWNERS INSURANCE

Lenders also require proof of insurance on a home before issuing a mortgage. Payments toward a homeowners insurance policy are usually included in the monthly payments of the mortgage. You won't know your final cost for closing until the last couple of days. You'll find the summary of costs on the closing disclosure.

POST INSPECTION AGREEMENT

This form will be used after the home inspection if there are any counter-offers to the seller, asking that the items defective or problems relating to the safety of the home are corrected prior to closing.

HOME WARRANTY

A home warranty can be purchased to cover repairs and replacements on systems and appliances in your home, usually for a period of a year. This may include coverage of your home's electrical, plumbing, heating, and air conditioning systems as well as other home appliances.

TIPS FOR MORTGAGE

Financing

Always check with your lender before doing any of the following prior to closing on your home:

MAKING A BIG PURCHASE

Avoid making major purchases, like buying a new car or furniture, until after you close on the home. Big purchases can change your debt-to-income ratio that the lender used to approve your home loan and could throw the approval into jeopardy.

OPENING NEW CREDIT

Do not open any new credit cards or get a loan without speaking to your lender first.

MISSING ANY PAYMENTS

Pay your bills on time to keep your credit score from dropping.

CASHING OUT

Avoid any transfers of large sums of money between your bank accounts or making any undocumented deposits - both of which could send "red flags" to your lender.

KEEP THE SAME JOB

Be kind to your boss and keep your job. Don't begin looking for new work right now, unless it's a second job to make extra money.



STEPS TO A HOME PURCHASE

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FIFTH STEP...

FEW THINGS TO BRING TO CLOSING

- Valid government issued photo ID
- Cashier's check for the total amount due, if wiring funds then the cashier's check is not necessary
- Outstanding documents for the title company or mortgage loan officer

WHAT TO EXPECT

The escrow officer will look over the purchase contract to identify what payments are owed and by whom, prepare the documents for the closing, conduct the closing, make sure taxes, title searches, real estate commissions and other closing costs are paid. Also, ensure that the buyer's title is recorded and the seller receives any money due.

YOUR COST

Some of the most common fees include:

- Escrow fees
- Appraisal fees
- Local tax transfer
- Homeowners insurance
- Brokerage fee
- Recording & notary fee, if applicable
- Title search & title insurance
- Origination, application, & underwriting fees from lender
- Home owners association fees, if applicable

AFTER CLOSING

Make sure to keep copies of all closing documents for tax purposes. Don't forget to homestead your new home if the property is your primary residence. The escrow officer will give you necessary documents to file with your municipality.

CLOSING QUESTIONS *& notes*

The closing process finalizes the purchase of your home and makes

The closing process finalizes the purchase of your home and makes everything official. Also known as settlement, the closing is when you receive the deed to your home. Prior to closing, you should change all utilities into your name, and complete a final walk through to check for any outstanding items.