



The Guide to Buying Your Home

Prepared for you by: Jane Doe, Danberry®



www.VeganDanberryToledo.com
#VeganDanberryToledo



I'm here for you.

Thank you for choosing Danberry and specifically me for your real estate needs. I am confident that you will be very satisfied with the services that I offer.

The information enclosed will help you in the steps of purchasing your new home. If you have any questions, please call or text me at 555.555.5555 or send me an email to Danberry@Danberry.com.

My job is to make the process as worry free as possible and to negotiate the best home for the best price for you!

It is my pleasure to help.

Jane Doe
Danberry, Danberry



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About Me

PERSONAL BIOGRAPHY

I was born and raised in the Toledo area but have travelled and lived in many large cities. My innate desire to make a difference was cultivated by graduating from Notre Dame Academy. My education and experiences have fine-tuned my discipline to succeed as an entrepreneur.

I bring a diverse educational background with integrity and compassion which benefits me as a Danberry in assisting my clients beyond just the real estate process. I believe everyone should have a safe place to come home to and in addition to helping people, I rescue animals and help them find a sanctuary to be safe in. Being Vegan aligns with my value system of doing the least amount of harm while caring for the environment and the people and animals that find a safe space to call home.

Home is where your heart and health is. You should love where you live and I would be honored to be a part of that experience. You can check out my social media for more information.

MISSION STATEMENT

We believe that by . . .

- Acting with integrity
- Treating everyone with respect
- Being helpful and caring
- Being supportive of and committed to each other and the community
- Communicating effectively and consistently
- Working hard and having fun

. . . we then exceed expectations and create memorable experiences.



Ongoing Education and Training

- Ninja Sales Training/ Negotiation
- Continued Education hours of Real Estate Law and Regulations, Fair Housing and Ethics
- Continued Education and classes by Danberry
- Branch office meetings



Skills and Achievements

- Honest and excellent negotiator and listener
- Have been part of the top 10 achievers in my office
- Ninja certified
- Hard worker with fiduciary duty to my clients to educate through a worry-free process
- Skilled in rentals and rent-to-own with a property management background



What I Bring to Your Transaction

- Full time agent with 2 years of experience
- A business model that puts you in the strongest negotiation position
- Provide honest information to help advise you in YOUR DECISION



Company History

The Danberry Company was founded in 1962 by a young Yale University graduate, Richard Glowaki. Prior to its founding, Richard was involved in a small insurance agency with the Danberry name. From its modest beginnings, the company began to grow and it quickly became a leader and innovator within the Toledo area real estate market.

Today's consumer and Danberry could not imagine doing business without instant access to MLS information. Richard and a few others brought the MLS into being and were later instrumental in bringing attention and support to the various fair housing laws that were being enacted. Danberry has been the industry innovator ever since.

Danberry's growth has been steady and consistent. In the early 1980's, Danberry became the #1 market share company in the region and has maintained their position as the market leader in each year since. A company slogan in the 1990's still applies today—"A funny thing happened... by trying to become the best real estate company, we have come the biggest." Although some companies may have more offices and more agents, they don't help more buyers, sellers and renters or sell more real estate. Danberry is consistently ranked as one of the top 200 real estate companies in the nation.

Today, Danberry has several hundred agents and serves both the NW Ohio and SE Michigan markets out of 9+ convenient locations. It is a full-service firm satisfying the residential, commercial, industrial, rental and

investment needs of consumers. Its relocation department can assist and coordinate moves throughout the world thought its affiliation with the Cartus Network, and the company has joint ventures that make the acquisition of title and homeowners insurance convenient and easy. Now the Danberry Design group, an in-house group, can assist with photography, marketing and cleaning needs.

Recognizing the impact that technology would have on the real estate industry, Danberry became an early adopter of technology, and in 2004 made the strategic decision to go all-in and elect to divert hundreds of thousands of dollars away from print media and invest those funds in all technological innovation. The wisdom of that decision has proven itself time and again. Not only has the Danberry website received local and statewide recognition, consumers vote every day by visiting the site more than 1 million times annually. More consumers visit the site than the visitors to Danberry's top 6 competitors combined.

Danberry recognizes that staying ahead of the technological curve requires more than employing a few techies. It has partnered with Booj, a Colorado-based company specializing in real state web design and complex development to develop and deliver the best consumer experience that technology can provide. Booj represents more than 30 of the top real estate firms in the country and is a true partner to the firm, sharing a passion for the customer-centric business model providing the highest level of service. And yes, Danberry does employ a few techies to ensure

that agents can learn to use the fantastic tools that are available to serve their clients.

Danberry's support is not only limited to tech assistance, however. Approximately 35 support staff serve Danberry agents and consumers. Danberry recognizes that agents can serve more consumers if it handles many elements of the process. The Leadership Team not only strategically guides the company but also provides invaluable assistance. Agents needing help with a transaction never have to wait long with more than a dozen managers available to assist them at any given time. Signs are installed and removed by professionals, and entering listings and chaperoning accepted offers is made easy through the use of dedicated listing and closing administrators. New agents have the benefit of a dedicated Director of Career Development in addition to the best real estate training in the industry.

Danberry is still locally owned and dedicated to supporting our community. The Danberry Treasure Chest, in 24 years, has raised nearly \$1.2 million and provided support to more than 1,000 local families at the Toledo Children's Hospital. "At Danberry we firmly believe that we can best live our mission with strong leadership guiding the company and instilling from the top down the importance of serving others," commented Danberry CEO, Lynn Fruth. All of the Danberry agents each have their own causes they volunteer for and support. Check out my website for the causes I hold dear to my heart.



Danberry Realtors



Timeline for Buying a Home

-  **START: Hire an agent who suits you**
-  **ASAP: Get loan pre-approval**
-  **ASAP: Your home search begins**
-  **ASAP: Make an offer!**
-  **1-3 days from offer: Offer is accepted!**
-  **ASAP: Application for mortgage starts**
-  **10-20 days: Home inspection (includes pest inspection)**
-  **3 days after inspection: Buyer asks seller for repairs if applicable**
-  **10-20 days: Appraisal is done on the home**
-  **30-60 days: Mortgage Commitment**
-  **DAY BEFORE CLOSING: Final walk through**
-  **USUALLY 5-8 WEEKS AFTER ACCEPTED OFFER: Closing!**



Like the Consumer's Guide, the Exclusive Buyer's Agency Agreement does not obligate you to purchase any specific home. It is an important tool in my business that formalizes our professional relationship.

Initial Interview

Though I can begin to work with you on the basis of a phone call, it is important that we meet face-to-face as soon as possible so I can get to know you and learn about your priorities. At our initial meeting, I will give you a Consumer Guide to Agency Relationships form and introduce you to my Exclusive Buyer's Agency Agreement. I will make a list of features that are important to you and begin to compile a list of properties that match your criteria. We will talk about what you need vs. what you want vs. what you will not compromise on.

Consumer Guide to Agency Relationships

The **Consumer Guide to Agency Relationships** does not obligate you to work with any particular Danberry or purchase a specific home. It is an educational tool that assists you in understanding the various forms of representation that may be present in a real estate transaction. All real estate professionals are required, by law, to obtain your signature on this form, which acknowledges that you have been given a copy of the Consumer Guide.

The Danberry App

Download **The Danberry App** to assist you in your search. While you are driving through a desired neighborhood, you can search for houses easily. The Augmented Reality (AR) view can use real time technology to find houses for sale within one (1) mile radius of where you are at. By listing me as your preferred agent, the homes you favorite will come directly to me and I will follow up with you with additional information and schedule a showing.

Exclusive Buyer's Agency Agreement

Like the Consumer's Guide, the **Exclusive Buyer's Agency Agreement** does **not** obligate you to purchase any specific home. It is an important tool in my business that formalizes our professional relationship.

The good news for you is that there are no out-of-pocket expenses for you to obtain my services in representing you. Is my job to assist you in finding the best house for the lowest price within the time frame that you establish for me. Your best interests are my top priority, and you can expect me to demonstrate nothing less than complete loyalty to you.

Loyalty is a reciprocal quality in your business relationship. If I meet your expectations and serve you with the excellence you deserve, I will eventually be compensated for my expertise when you purchase a new home.

Establishing Your Criteria

WHAT IS MOST IMPORTANT TO YOU IN YOUR NEXT HOME

As soon as we establish a few basic priorities that are most important to you, I will begin to email information to you about properties that closely match the criteria you provide. Throughout the process, you may see features in homes that become important to you and your initial parameters may change. In addition, as we tour homes together, I will learn more about your preferences and make necessary adjustments to ensure that buying a home is an enjoyable and efficient experience.

Location: _____

School District: _____

Number of Bedrooms: _____

Number of Bathrooms: _____

Foundation Preference: Finished Basement Full Unfinished Basement Partial Basement
 Crawl Slab Walkout

Garage Preference: 1 Car 2 Car 3 Car Attached Detached Side Load

Size (approximate square feet): _____

Style: Ranch/1 Story 2 Story Split-Level Other

Price Range: _____

Have You Been Pre-Approved For a Loan? Yes No

Lender (Contact Info.): _____

Is This a Cash Purchase?: Yes No

Other Specifications: _____





When we are ready to make an offer on a property, a pre-qualification letter from the lender is necessary to accompany it. Therefore, it's important to start this process first, *even before looking at properties.*



Obtaining Financing

When we are ready to make an offer on a property, a pre-qualification letter from the lender is necessary to accompany it. Therefore, it's important to start this process first, *even before looking at properties.*

Fortunately, this process can be completed quickly. I will be happy to recommend a local lender who can counsel and guide you to the most advantageous and appropriate program for your needs.

By getting pre-approved by a lender, you will know beforehand exactly what you are qualified to buy so that we make wise use of your time.

A local lender will give you a [Good Faith Estimate](#) of the closing costs involved in purchasing a home. There are

recurring costs that you pay that are included in the monthly payment, such as home owner's insurance and property taxes. Typically, the monthly payment consists of [principal](#), [interest](#), [taxes](#) and [insurance](#) and is referred to as [PITI](#). Knowing your total monthly payment will ensure that you do not get over-extended financially and assist us in quickly finding the most suitable property for you. The appraisal fee, credit report, and other lender fees, such as document preparation and an

underwriting fee, are further one-time closing costs.

The lenders I recommend come in two major categories: mortgage brokers and banks. Banks offer numerous programs to meet the needs of a wide range of clients. Mortgage lenders work with multiple banks to offer the widest range of programs available.

Mortgage Lenders



<https://tinamahn.benchmark.us>
3230 Central Park West, #200a
Toledo, OH 43617



www.unionhomehomemortgage.com
6450 Monroe St.
Sylvania, OH 43560



www.waterfordbankna.com
3900 N. McCord Rd.
Toledo, OH 43617

Please note that once we have an accepted offer, your lender will require a number of different documents outlined here.

However, every situation is unique and you may be required to provide additional documentation. So, if you are asked for more information, be cooperative and provide the information requested as soon as possible. It will help to speed up the application process.

DOCUMENTS NEEDED

- Pay stubs for the past 30 days
- W-2 forms for the past 2 years
- Tax returns for the past 2 years (all pages)
- All pages of your bank statements for the past 2 months
- Self-Employed, Corporate Tax Returns for the past 2 years (all pages)
- Proof of supplemental income
- Legible copy of your social security card
- Legible copy of your driver's license
- Credit card account information (monthly payment balance)
- Personal loan account information



Searching for a Home

As soon as we have a pre-approval letter, we will be ready to schedule a time to tour homes that you would like to see.

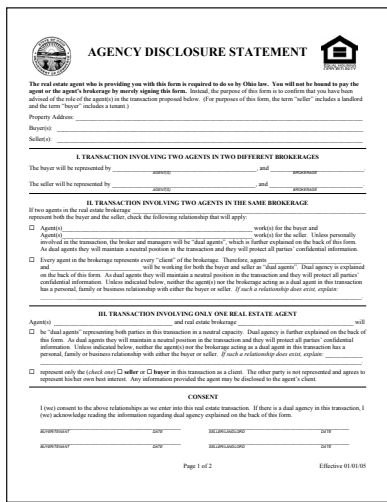
How long will this process take? I have had clients who looked at only one home and purchased it. Others have looked at several homes before making a decision. If you are ready, willing and able to purchase a home and I have understood your needs accurately, we should be able to find the right home for you quickly.

Writing an Offer to Purchase

We've found just the right house (or close to it...sometimes compromises have to be made) and are ready to make the offer. By now you will be much more educated about market conditions and we can move forward with confidence since we will have done our homework.

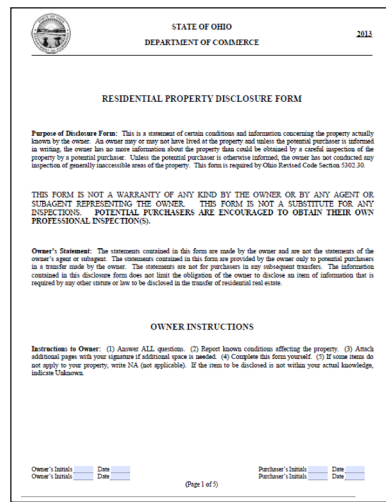
The first thing we do is check the comparable home sales in the area. A comparable market analysis tells us the price range of sold properties in the area, what the average time on the market for them has been, and the average sales price per square foot. This information will help us determine if the home is priced fairly.

There are three or four forms we utilize in writing an offer to purchase a home:



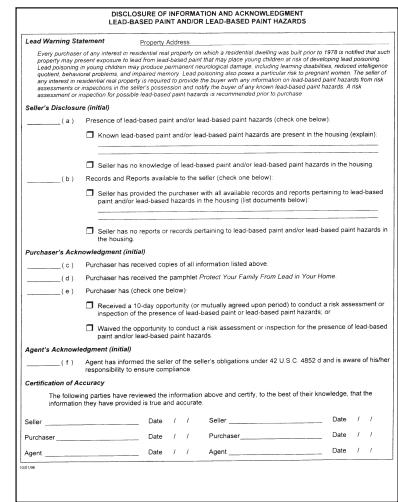
The Agency Disclosure Statement form includes sections for: Agency Disclosure Statement, I. TRANSACTION INVOLVING TWO AGENTS IN TWO DIFFERENT BROKERAGES, II. TRANSACTION INVOLVING TWO AGENTS IN THE SAME BROKERAGE, and III. TRANSACTION INVOLVING ONLY ONE REAL ESTATE AGENT. It contains checkboxes for various disclosure options and a consent section at the bottom.

The Agency Disclosure Statement acknowledges that I represent you as a buyer, and clearly identifies who is representing the seller.



The Residential Property Disclosure Form is titled "STATE OF OHIO DEPARTMENT OF COMMERCE 2011 RESIDENTIAL PROPERTY DISCLOSURE FORM". It includes a "Purpose of Disclosure Form" section, a "THIS FORM IS NOT A WARRANTY OF ANY KIND BY THE OWNER OR BY ANY AGENT OR SUBAGENT REPRESENTING THE OWNER" disclaimer, "Owner's Statement" instructions, and "OWNER INSTRUCTIONS" at the bottom with signature lines for Owner and Purchaser.

The Residential Property Disclosure Form identifies any defects of the property known by the seller. This form will require your initials at the bottom of pages 1-4 and your signature on page 5. (This will be filled out and already signed by the seller when you receive it to sign.)



The Lead-Based Paint Disclosure form is titled "DISCLOSURE OF INFORMATION AND ACKNOWLEDGMENT LEAD-BASED PAINT AND/OR LEAD-BASED PAINT HAZARDS". It includes a "Lead Warning Statement", "Seller's Disclosure" section with checkboxes for lead-based paint presence, "Purchaser's Acknowledgment" section with checkboxes for inspection opportunities, and an "Agent's Acknowledgment" section. It also includes a "Certification of Accuracy" section at the bottom.

Lead-Based Paint Disclosure If the house was built before 1978, this form is necessary and will become part of our offer to purchase. The Purchaser is provided with a 10-14 day opportunity to inspect the property for lead-based paint hazards, or that there is language specifically waiving the right to do so.

Writing an Offer to Purchase

Finally, we will fill in the blanks on the Residential Purchase Agreement. Some components of the purchase contract include earnest money, purchase price, closing and possession dates.

The earnest money is a good-faith deposit which is held by the Danberry Company in a non-interest bearing trust account until it is returned to you at closing. Most often, the earnest money is considered as a portion of your down payment, but that will be determined by your lender. The amount of earnest money varies according to the purchase price of the home. I encourage a minimum amount of \$500 or \$1000. If it is property that is generating significant interest or is entertaining multiple offers, a larger earnest deposit will strengthen your offer.

The purchase agreement includes a property description and an extensive paragraph outlining what stays with the house (appliances, etc.). We put everything in writing to make sure that all parties involved are on the same page.

Next are the terms of the offering price, including which method of financing you will be utilizing. Then we fill in the closing date desired and state the date you will take possession of the home. This date can be the same as the closing date or an agreed upon number of days after the closing. **We will allow at least 45 days from the date the offer is accepted until the date we will close, unless it is a cash purchase.**

As the buyer, you are in the driver's seat in choosing which company or attorney will complete the title work. This required step ensures that the deed will transfer to your name free of all liens. Danberry has an affiliated business agreement with Integrity Title, which is our preferred title company.

Danberry
RESIDENTIAL REAL ESTATE PURCHASE AGREEMENT

Form approved by the Toledo Regional Association of REALTORS® and the Toledo Bar Association, with the exception of language contained in paragraph 12.5. It shall be printed in black. This is a legal agreement. It is recommended that both parties secure the services of an attorney.

1. OFFER. The undersigned purchaser(s) ("Purchaser") offers to buy from the owner(s) ("Seller") the property described below ("Property") on the terms contained in this Offer ("Offer"). Upon delivery of the executed acceptance ("Acceptance"), this Offer shall become a legally binding contract ("Agreement").

2. PROPERTY. Street Address _____ City, Village, Township _____ County _____ State _____ ZIP _____ Parcel I.D.# _____

3. PRICE. The Purchase Price shall be \$ _____ payable at Closing in cash, certified funds or wire transfer in immediately available funds.

4. EARNEST MONEY. Purchaser has paid or shall pay earnest money to _____ which earnest money shall be applied toward the Purchase Price at Closing in the amount of \$ _____ with this Offer (to be deposited in trust account upon Acceptance).

5. FINANCING. This Agreement is not conditioned upon Purchaser securing conventional FHA VA Other (specify financing contingency) _____ Other is selected, write in type of loan financing within _____ days of the date of Acceptance. Purchaser shall purchase such loan in good faith and reasonable diligence. If a final check is issued for the financing desired but the financing is not obtained by the Financing Contingency Period, Seller shall have the option of either accepting the offer or terminating the Agreement by delivering written notice of termination to the other within three (3) days after the expiration of the Financing Contingency Period and the termination procedures of Paragraph 7 shall apply.

6. CLOSING AND POSSESSION. Closing shall be held on or before _____ ("Closing"), unless required as provided in the Agreement or by written mutual consent. Possession shall be granted at Closing _____ days after Closing (not later than) subject to rights of tenants, if any, listed in Paragraph 26 or in the Leased Property Addendum. If the Property is located in Lucas County, real estate taxes and assessments, both general and special, shall be pro-rated in accordance with the "tax and payable" method according to Lucas County Custom. If the Property is located outside Lucas County, real estate taxes and assessments, both general and special, shall be pro-rated in accordance with the "tax and payable" method or _____ method. If no method is specified, the pro-rata shall be in accordance with the tax and payable method. The parties hereby authorize any broker and/or closing agent to provide the parties' brokers, agents and attorneys with the closing settlement statement for review in advance of Closing.

7. INSPECTIONS. Purchaser, at Purchaser's expense, shall have the right until the later of _____ days after Acceptance or until _____ ("Inspection Period") to obtain inspections of the Property. Purchaser is encouraged to obtain such inspections and is advised that inspections required by FHA, VA or lenders do not necessarily eliminate the need for other inspections, none specifically disclosed in the Agreement and in the Residential Property.

December 2015 © Toledo Bar Association
Purchaser's Initials _____ Seller's Initials _____
Residential Real Estate Purchase Agreement, Page 1 of 5

Negotiating the Offer

As soon as we complete the offer to purchase, I will present the contract to the seller's agent, who in turn presents it to the seller. The seller will have three options upon receiving your offer:

1. They can accept it as is, which happens occasionally.
2. They may choose to reject the offer, which is unlikely based on the educated offer you will be making.
3. Most often, a seller will make a counteroffer by changing one or more of the terms you have offered.

Time is of the essence as the contract states. A fair offer usually generates a fair response. As a successful agent with excellent negotiating skills, I will definitely be working on your behalf! You can count on it.





We will typically have 7-14 days to complete the inspection. It will be our responsibility to contact an inspector of your choice and s/he will make arrangements with the listing agent to obtain access to the home.



Removing Contingencies

Now that we have an accepted offer, what's next? In a standard purchase contract, there are two contingencies.

The offer is contingent upon:

1. you securing financing and
2. having satisfactory home inspection (including pest inspection).

We will typically have 7-14 days to complete the inspection. It will be our responsibility to contact an inspector of your choice and s/he will make arrangements with the listing agent to obtain access to the home. You will receive an inspection report listing every detail of the home, and clearly identifying any areas of concern. Any repairs you desire must be requested in writing within the inspection period.

The Home Inspectors I recommend are certified members of ACHI (Association of Certified Home Inspectors) and are very thorough! You should budget approximately \$400 to pay an inspector of your choice.

Once the inspection is complete and you are satisfied, your lender will order an appraisal. With a satisfactory inspection and appraisal, the two contingencies will be dropped and you will be ready to go to closing.

In a typical transaction, the status of our home will move from Active to Contingent (when we get an accepted offer) to Pending (when the inspection and appraisal are completed) to Sold (when we close).

Home Inspectors

- **Seagate Inspections**
419-865-6238
Military Discount \$40
- **Pillar to Post**
419-665-6165
- **LEHI (Lake Erie Home Inspections & Services)**
866-592-7253
Military discount \$25
- **HomeBridge Home Inspections**
419-944-0271
Military discount 10%

Steps Prior to Closing

DO NOT buy a new car, open a new credit card, change jobs or take any other action that will impact your credit status.

TO DO LIST

_____ Obtain home owner's insurance

_____ Schedule a final walk-through the day prior to closing

_____ Transfer utilities (water/sewer, electric, gas, cable/satellite, ISP) effective on the date of possession, which is usually the same as the closing date.

Homeowners Insurance

Below is a list of some of the local homeowner's insurance companies. Please feel free to use at your own discretion.

- **Allstate Insurance**
Jessica Hernandez
1855 S. Reynolds Rd., Ste. B
Toledo, OH 43614
419-536-9000
- **State Farm Insurance**
Jeff Traudt
2828 W. Central Ave.
Toledo, OH 43606
419-473-3276
- **Laurie Campos Insurance LLC**
Laurie Campos
715 S. Coy Rd.
Oregon, OH 43616
419-794-7377

Utility Instructions

Below you will find a list of the local utility companies. For your convenience, most changes can be handled over the phone. The seller is required to maintain the utilities "on" until transfer of possession.

- **Toledo Edison**
800-447-3333
- **Columbia Gas**
800-344-4077
- **Division of Water**
419-245-1800

Cable Services

- **Buckeye Cable**
419-724-9800
- **AT&T Cable**
866-861-6075
- **Time Warner**
877-458-9738



Closing the Transaction

The closing is almost always done at the office of the title company. However, we occasionally hold closings at one of the Danberry offices or the office of your lender. Closings in Wood County are most often Rounds Table closings, where both buyers and sellers are present. Many closings in Lucas County are Escrow Closings where the buyer and seller sign the necessary paperwork separately.

Three days prior to the scheduled closing, the title company will give us a settlement statement identifying the closing costs. You will know exactly how much you will need to wire to the title office.

Effective April 2017, all funds over \$10,000 that are needed for your closing are required to be wired by your financial institution to the title office. Your lender will obtain that information and ensure that funds are wired prior to closing. Your loan officer will also review the final closing costs prior to closing. Other closing costs will consist of the title company's processing fees, recording of the deed, pre-paid interest fees, homeowner's insurance, etc.

The first year of your homeowner's insurance premium must be paid at or before the closing. However, since the mortgage company will be paying for the insurance coverage on your behalf, (unless you choose otherwise) they will divide that annual premium by twelve to get an estimated monthly amount to include in your monthly mortgage payment. The same is true of the property tax. Property taxes are prorated at the closing and the buyer is responsible for the taxes from the closing date forward.

Most often, the earnest money becomes part of the down payment. When it is returned to you at closing you will endorse the check from The Danberry Company and give it to the title company for proper disbursement. At the closing, I will have you sign a receipt indicating that the earnest money has been returned to you.

The day before closing, there is a final walkthrough to make sure that the condition of the home has not changed since your offer was accepted.

WHAT TO BRING TO CLOSING

___ Driver's License

___ A note with your contact information to share with the Sellers for future reference

NOTE: One thing I suggest is that ALL the papers involved with our move be kept in one place; I will give you a blue Danberry folder to keep them in. (This is extremely helpful when you are preparing your taxes.) The title company will give you a hard copy and/or an electronic copy of the settlement papers.



Using Your Home Warranty

In most cases, we will include a home warranty (purchased by the Seller) in the purchase contract. The warranty will be in effect for one year after closing. If this is not part of the purchase contract you also have the opportunity to purchase a warranty. Danberry has an affiliated business arrangement with HMS Warranty so they are our preferred provider of this service.

If you obtain a warranty, it is vitally important that you contact the warranty company immediately if you have a problem with an item that is covered. If you do not contact the warranty company first, they will not honor the warranty.

The “closing” is not the end of our relationship! You can feel free to call me anytime. A referral and testimonial are two of the best compliments. It would mean a lot to me if you would take a few moments to fill out a testimonial and let other people know how happy you are. I would appreciate you telling your friends and family about me. I’d love to assist them too!

I have enjoyed working with you on finding a place you can call home and build memories. Thank you so much for choosing me as your Danberry!

I wish you all the luck, love and living your best life in your new home!



Appendix

A GLOSSARY OF REAL ESTATE TERMS - WHAT DOES IT ALL MEAN?

Here are some words that may come up that may need some clarification. As always please let me know if you have any questions.

Down Payment: This is the amount of money required by your lender to put towards your new home. This varies depending on which type of loan you have.

Earnest Money or Good Faith Money: This is money that is collected once you have an accepted offer. Usually anywhere from \$500-\$5000 depending on purchase price. This shows your ability to buy the home. It is deposited into the Danberry trust account and held for you until we close on your new home and will go toward your down payment and/or closing costs.

Closing Costs: This consists of lender fees, title costs, taxes, appraisal and perhaps other costs depending on your loan. This is in addition to your down payment, often times these can be paid by the seller, ask me how!

Escrow: This is money that is held for you to pay your taxes on your new home. For example, if your new home has taxes of 1000/6 months then your lender will put this money in your escrow account and then your taxes will be added in with your monthly home payment.

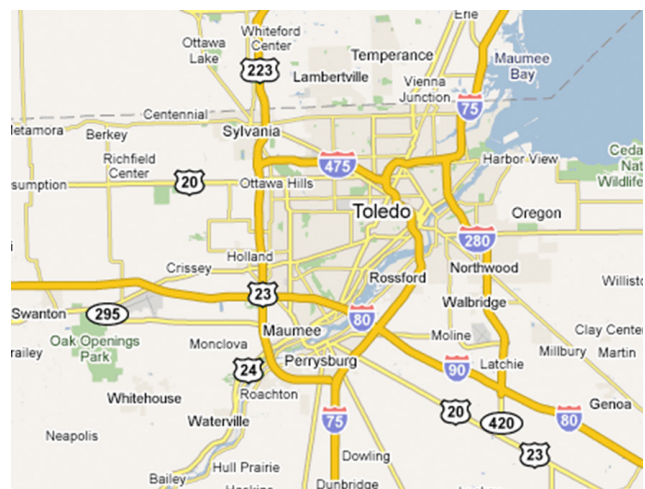
Inspection Period: This is an allotted time in which you have to get your inspection completed and request for repairs to be done. Usually 14 days.

Remediation Period: This is the allotted time the seller has to respond to your request for repairs. This is five (5) days after they have been give written notice.

TOLEDO AREA WEBSITES

These are some of the websites you can utilize to answer more questions about the neighborhood in which you are considering.

- [Schools](http://www.greatschools.org)
www.greatschools.org
- [Crime Reports](http://spotcrime.com)
<http://spotcrime.com>
www.neighborhoodscout.com
- [Sex Offender List](http://www.familywatchdog.us)
www.familywatchdog.us



Negotiation & Follow-Through

THE CLIFF NOTES VERSION

Offer

- Our offer will consist of a purchase price, earnest money, contingent on inspection and appraisal
- If applicable we will ask for seller's assistance for our closing
- The seller will have an allotted time (usually 24 hours) to respond to our offer

Mutual Acceptance

- Upon coming to a mutual selling price, I will make sure all necessary forms are included in the contract and properly executed
- My transaction coordinator will update title and open escrow
- I will make contact with your lender and follow the loan approval process until you have been fully approved by the underwriters

Inspection

- At this point you will hire your own inspector who is getting paid to find any defects with the property
- A VA inspection is separate from the main home inspection. VA inspectors are looking to ensure the home meets safety requirements. (no chipping paint, lack of GFI outlets, broken screens, loose railings, railings on a porch with more than two steps, steps to the porch are stable and even, and no tripping hazards on sidewalks or thresholds inside the house, etc)
- You then may come up with a list of things that you would like addressed by the seller

- They will have 5 days to respond with what they will fix and what will remain the same. I will help you with this negotiation
- If you are satisfied with the inspection we will move right along to the appraisal step. Once we agree on what is to be fixed/repared they will do a walk-through before closing

Appraisal

- An appraisal is done by an appraiser that is hired by the lender to ensure the home's value for the loan. Two things can happen, the home appraises at or above the mutually agreed upon price or it appraises lower
- If it appraises at or above offer we will move forward
- If it appraises lower, the seller can either lower the price of the home or terminate the contract
- For certain loans, appraisals are also done looking for safety defects. In this case some additional repairs may have to be made in offer for the loan to go through

Coordinating the Closing

- Once the inspection has been resolved and the appraisal is satisfied, I will then begin to coordinate the closing process. I will work with the title company on a timely closing that suits everyone's needs

Get in touch!

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