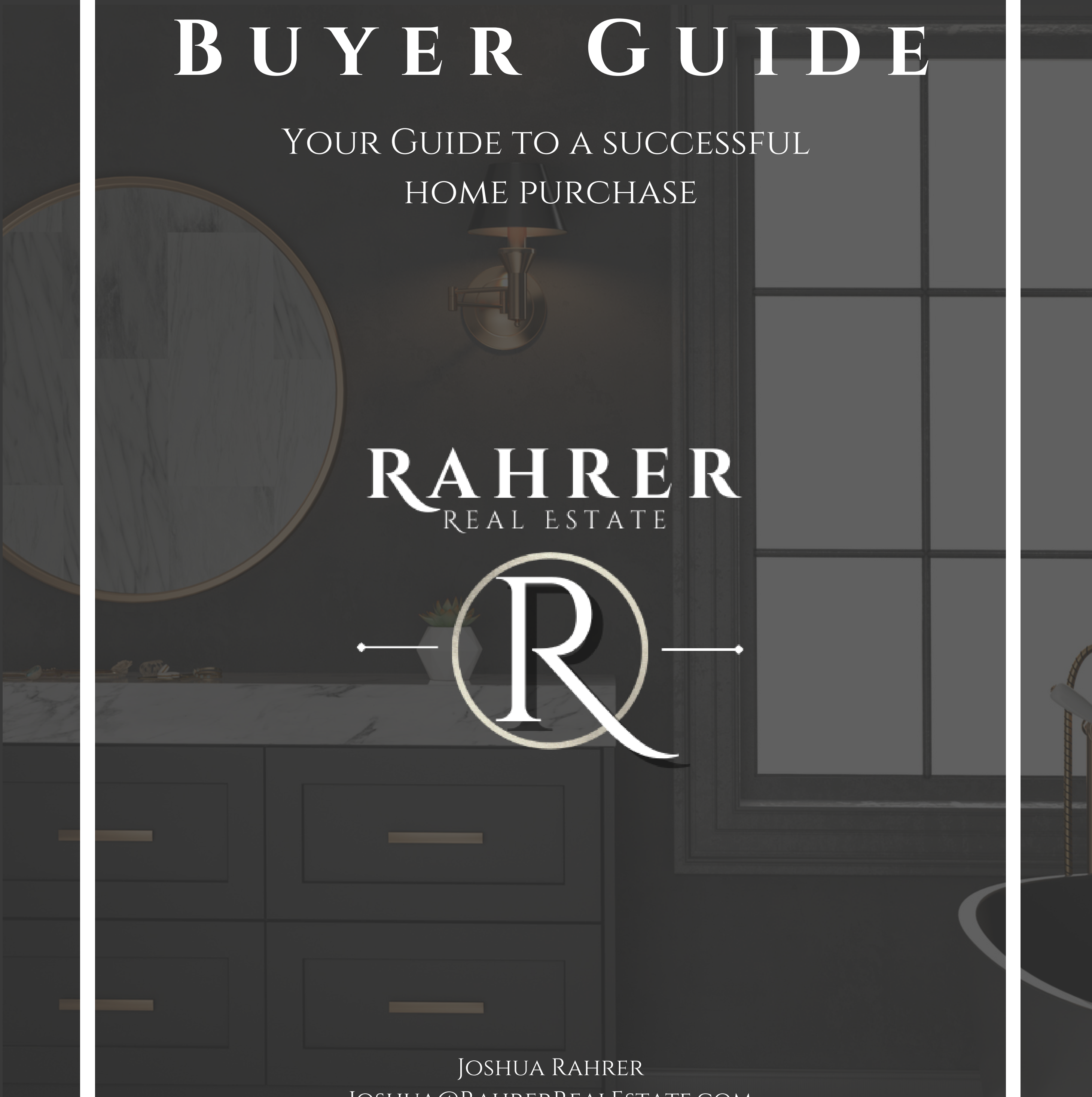
Buyer Guide

Your Guide to a successful
home purchase



Rahrer
Real Estate

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Congratulations on Taking the First Step Toward Buying Your New Home!

The home-buying process can feel overwhelming, but I'm here to guide you every step of the way, making it as smooth and stress-free as possible.

About Me:
I'm a proud Idaho native, born and raised in Emmett, with strong military roots. After high school, I was drafted as a professional baseball player and spent six years playing the game I love. I later pursued my education, earning a Bachelor's degree in Business Marketing from Boise State University, which led me to a rewarding career in real estate.

Before diving into real estate full-time, I worked in property management, overseeing luxury villas in Italy. This experience allowed me to travel to over 25 countries, learn a second language, and study diverse cultures and markets. Along the way, I began investing in Boise real estate, successfully managing an Airbnb, and continued my passion for baseball by offering private pitching lessons. I was honored to receive the Rookie of the Year Award in my first year of real estate, and I've been building on that momentum ever since.

With my background in marketing, investing, and international property management, I bring a unique perspective to the home-buying process. My goal is to help you find not just a home that fits your lifestyle, but one that sets you up for long-term financial success.

This Home Buyer's Guide is a great resource to get you started. If you have any questions or need guidance, I'd be happy to help. Let's find the perfect home for you!

2022
ROOKIE OF THE YEAR
FATHOM REALTY

CREN

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THE HOME BUYING PROCESS

- CHOOSE YOUR REAL ESTATE AGENT
- GET PRE-APPROVED
- START SEARCH
- MAKE AN OFFER
- NEGOTIATE
- UNDER CONTRACT | APPLY FOR MORTGAGE
- INSPECTIONS | REPAIRS
- LENDER APPRAISAL
- FINAL WALK THROUGH
- THE CLOSING/GET KEYS

HIRING AN AGENT

WHAT DOES AN AGENT DO FOR YOU?

CHOOSING A REAL ESTATE AGENT YOU TRUST IS AN IMPORTANT STEP IN THE HOME BUYING PROCESS. WHEN HIRING A REAL ESTATE PRO, DON'T BE AFRAID TO ASK QUESTIONS TO MAKE SURE THAT THEY ARE A GOOD FIT FOR YOU! SO WHAT DOES A REAL ESTATE AGENT DO? HERE ARE JUST A FEW OF THE MANY TASKS WE TAKE ON:

IF REPRESENTING BUYER:

- Discuss Home Buyer Goals
- Help buyer find lender for pre-approval
- Keep in touch with lender
- Set up search for client
- Schedule showings
- Protect buyer's best interest
- Provide local info on areas & neighborhoods
- Make offer to purchase for buyer
- Negotiate on buyer's behalf
- Negotiate repairs
- Handle contract paperwork
- Schedule & be present for inspections
- Coordinate with lender & closing attorney
- Schedule closing
- Keep track of repairs completed
- Explain home warranty options
- Schedule & perform final walk through
- Review closing disclosure
- Get keys to buyers

IF REPRESENTING SELLER:

- Prepare listing presentation for seller
- Research seller property tax info
- Prepare CMA's to help determine value
- Determine average days on market
- Discuss seller's goals
- Provide overview of local market conditions
- Create listing agreements
- Discuss property inclusions
- Obtain current mortgage loan info
- Explain marketing options
- Get professional photos & video of property
- Consult on ways to improve property
- Write detailed description
- Add property to MLS
- Coordinate showings
- Continually market home
- Review offer with seller
- Negotiate contracts
- Coordinate inspection & appraisals

REAL ESTATE AGENT VS. REALTOR

People often use the terms REALTOR® and real estate agent interchangeably. While both have taken classes & received a license to help others buy, sell or invest in real estate, there are some key differences between the two.

All REALTORS® are also real estate agents but not all real estate agents are REALTORS®

In order to become a member, agents agree to adhere to NAR's code of ethics and standards of practice.

LENDING BASICS

DO's & DON'Ts

During the home buying process there are a few VERY important rules you need to ensure that the mortgage process moves along smoothly. Not paying attention to these details could result in additional delays, or put your home purchasing power at risk.

DON'T

Allow anyone else to pull your credit.

DO

Submit all requested documents within 48 hours of request.

DON'T

Transfer credit card balances between accounts.

DO

Pay all of your bills and loan payments on time.

DON'T

Make a major purchase of any kind. (This includes furniture & appliances.)

DO

Schedule appraisal for the earliest possible date when contacted by the appraiser.

DON'T

Co-sign for financing for anyone else.

DO

Call your loan officer with any questions. We want you to be informed every step of the loan process.

DON'T

Quit or change your employment.

FINDING YOUR HOME

WHAT'S YOUR DREAM HOME?

After receiving your pre-approval letter, focus on defining your ideal home's needs and wants. No home is perfect, but personalizing it later is part of the process. Clear guidelines save time, reduce frustration, and help your real estate agent identify the best options for you.

LOCATION

Where do you want to live? Be sure to note if you need to be within a certain school district and factor in our commute to work.

STYLE

Historic home or new construction? One floor living or multi-level estate. Figure out what style of home you love.

SIZE

What size home is comfortable for you?

LIVING SPACE

Do you like open concept living or small, separate rooms?

BEDROOMS

How many bedrooms do you need? Make sure to factor in other potential uses like guest room, office or playroom.

OUTDOORS

Do you want lots of land or easy, maintenance free living?

UNIQUE NEEDS

Every family is different and has unique needs. Be sure to factor yours in when putting together your 'wish list'.

HOME SEARCH

In 2019 the National Association of REALTORS® published a report and found that 95% of home buyers use online websites at some point during their search. Using an online search can be convenient and fun but it can also be unreliable at times as websites are not updated in real time. Make sure to use a real estate agent in conjunction with your online search to get the broadest variety of properties at your fingertips.

Others ways to find your home

OPEN HOUSES

Open houses are a great way to check out neighborhoods & see what your money gets you in that area.

Just make sure to let the agent hosting the open house know that you are already working with an agent & be sure to call your REALTOR® if you decide it's the home for you!

YOUR AGENT

Your REALTOR® does a lot of searching for you.

They do caravans (where they tour agent-only neighborhood open houses), monitor your search activity to help narrow down your search so you are shown the right homes, and they preview homes often so they can tell you if something may fit your needs!

POCKET LISTINGS

Frustrated because it seems like the homes that are "new" on Zillow are already Under Contract as soon as they are listed? Chances are the home was marketed under the radar or, if in a hot market, already had interested buyers before it officially came on the market!

How do you know about these top secret homes? You guessed it! Your agent should have the scoop!

MAKING AN OFFER

Once you've found a home you love, it's time to begin the process of making an offer. We'll carefully go over the details, as your offer outlines the exact terms and conditions of the purchase. If the seller accepts and signs, this contract becomes legally binding.

Along with your offer, you'll submit your pre-approval letter from your lender.

You'll also provide earnest money, a deposit that demonstrates your commitment and assures the seller of your intention to follow through with the purchase. Typically, this deposit is between 1% and 3% of the purchase price. Once the offer is accepted, the earnest money is held in an escrow account (managed by either the brokerage or attorney) and will be credited toward the purchase price at closing. You won't lose your earnest money unless you default on the contract.

In many cases, the seller may not agree to the initial terms and will issue a counteroffer, which could include changes to the purchase price, closing date, or other terms. Be prepared for back-and-forth negotiations until both parties settle on the final terms. In a competitive market, you may also find yourself up against multiple offers.

CONTINGENCIES & BUYING POWER

As a general rule, the less contingencies in your offer, the more attractive your offer will be to the seller.

You will be in a better negotiating position if:

- You're an all cash buyer or if you have a pre-approval letter from your lender.
- You don't have to sell your current home before you can afford to buy.
- You can offer a significant earnest money deposit.
- Your offer is not loaded with multiple contingencies.

8 to 12

THE AVERAGE NUMBER OF HOMES A BUYER SEES BEFORE PUTTING AN OFFER.

CONGRATULATIONS! YOUR OFFER WAS ACCEPTED

Exciting news—you're one step closer to homeownership! Once you and the seller reach an agreement, you are officially under contract. However, there's still important work to be done before closing, so stay engaged throughout the process.

APPLY FOR YOUR LOAN

Even with a pre-approval from your lender, you still need to formally apply for your loan. Your agent will send the ratified contract to your lender, allowing them to begin processing your application. Throughout the process, your lender will stay in contact to ensure they have all necessary documentation to secure your loan approval.

ORDER TITLE WORK

As specified in your contract, you have designated an attorney for your closing. Your agent will send the ratified contract to your attorney, allowing them to begin the title work and schedule your closing.

INSPECTION

As the buyer, you have the right to hire a professional inspector to evaluate the home. A home inspection is a comprehensive visual assessment, and upon completion, you will receive a detailed written report of the findings.

You will review the report with your agent and inspector to determine which items, if any, you'd like to request the seller to address. If significant issues are discovered, you may also choose to withdraw from the purchase. Your contract specifies a designated timeframe during which you can walk away without penalties.

Appraisal

The appraisal is ordered by your lender. In order to get your loan approved the home must appraise at least for the amount that you are paying for the property. The appraisal is based off of the condition of the home and what other homes in the area have recently sold for.

THE ULTIMATE MOVING CHECKLIST

8 WEEK STEP-BY-STEP GUIDE TO AN ORGANIZED MOVE.

8 WEEKS OUT

- Call moving companies for estimates.
- Clear out all unnecessary possessions.
- Get a floor plan of your new home so that you can plan your furniture layout & decide which pieces of furniture you want to get rid of vs. keep.
- Start a file of moving related papers & receipts.
- Locate schools, healthcare pros and hospitals in your new location. Arrange & transfer school records & medical records.
- Host a garage sale and donate unsold items to charity.

6 WEEKS OUT

- Complete a change of address card with the U.S. Postal Service & the use the Change of Address Checklist included in this buyers guide to contact additional businesses.
- Secure chosen moving company or reserve rental truck.
- Arrange additional help for moving day (child care, pet sitters, etc.).

4 WEEKS OUT

- Schedule disconnect/connection of utility services.
- Gather all legal documents into one accessible & safe place. Include vehicle titles, registration, birth documents, wills, stocks, legal & medical.
- Gather all moving supplies such as boxes, packing tape, bubble wrap & markers.

2 WEEKS OUT

- Start packing!!! Start with rooms that don't get as much use and seasonal items that aren't getting any use.
- Pack MOVING DAY SURVIVAL KIT.
- Clearly label boxes with contents & which room the box belongs in.

1 WEEK OUT

- Keep packing!!!
- Contact locksmith to make appointment to change locks the day of move-in.
- Pack suitcase with clothing and other personal toiletries.
- Transfer bank account if needed.
- Make sure you have adequate supply of food & medicine for pets.
- Fill prescriptions.

3 DAYS OUT

- Panic if you aren't finished packing...just kidding... kind of! Finish it up!
- Defrost refrigerators and freezers.
- Disconnect all major appliances.
- Do final cleaning of your old home.

0 MOVING DAY

- Have cash on hand for travel expenses.
- Do final walk through to make sure everything is loaded.
- Make sure you tell movers any special instructions.
- Direct movers to ensure boxes are put into the rooms they need to be in.

THE WEEK OF:

The week of closing, the most important confirmation from your lender is hearing, "Clear to close." This signifies that the mortgage underwriter has reviewed and approved all required documentation, and the loan is fully authorized for funding. At this stage, only the final closing process remains.

3-4 DAYS BEFORE CLOSING:

At least three days before your scheduled closing date, your lender will provide a Closing Disclosure, outlining the final details of your mortgage loan. This document includes the loan terms, projected monthly payments, and a breakdown of fees and closing costs. The three-day review period ensures you have time to carefully review the terms and address any questions with your lender before finalizing the transaction.

THE DAY BEFORE/MORNING OF:

The day before or the morning of closing, we will schedule a final walkthrough. This is your opportunity to inspect the property one last time before legally taking ownership. During the walkthrough, you'll want to confirm that all agreed-upon items remain in place and that no new damage has occurred since your last visit.

THE CLOSING:

Be sure to arrive on time for your closing and bring two forms of identification. You will also receive the exact amount required for closing. If the amount exceeds $5,000, you will typically need to wire the funds the day before. For amounts under $5,000, a certified check is usually required.

Final Step: Get Ready to Sign, Sign, Sign

Your closing attorney will guide you through all necessary paperwork, ensuring you sign every required document. Be prepared—there will be a substantial amount of paperwork, so plan for at least an hour to complete the process.

Once all documents are signed, the lender will release the funds to the attorney, who will then distribute payment to the seller. Once the funds are disbursed, the keys are handed over, and you officially become a homeowner!

IDAHO LIVING

LOVE WHERE YOU LIVE

HOME sweet HOME

READY TO BUY?

Why hire me?

- ✓ Knowledgable
- ✓ Professional
- ✓ Previous clients served & satisfied

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REALTOR®

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TESTIMONIALS

Eric Joachim

★★★★★

Josh was outstanding!!! I've purchased multiple properties and he was by far the best real estate agent I've had. What made Josh such a great agent? He was attentive, proactive, reachable, and focused. Additionally, he has a great knowledge of Boise and surrounding areas. Bottom line, Josh got us a great house and a great deal. I would recommend Josh to any of my friends.

Merridith Manning

★★★★★

Working with Josh made buying a home enjoyable. This can be a stressful process. However, he was receptive to my feedback about what I was looking for. Any question I had he was responsive and had an answer to me within the hour. I never felt pressured. This was my first home buying experience. I had a lot of questions and he was very helpful with this first-time process. I would work with Josh again and recommend him to anyone tghat appreciates a relaxed and genuine person to work with.

Pat & Cammie

★★★★★

Joshua Rahrer is the most hard working, dedicated and honest realtor you could ever hope to work with in the Treasure Valley. His professional conveyance of information between all parties is par none. He will negotiate in your best interest (always) and can parlay with the best of them! He puts his best foot forward for YOU, and treats you like family. He will provide sage and direct advice - helping you buy the best house based on price, location, availability and your specific needs – as he is extremely thorough in getting to know what his clients want to fulfill their hopes and dreams. We appreciate that he treats his clients really well, whether it is one of his high level clients or someone buying their first home. We would highly recommend him for all of your real estate needs!

MOVING DAY SURVIVAL KIT

2 weeks prior to moving day begin packing your moving day survival kit. Here are some important items you may want to include within your kit.

ASPIRIN

COFFEE, COFFEE MAKER, FILTERS

PAPER CUPS, PLATES, NAPKINS, UTENSILS

TOILET PAPER

FLASHLIGHTS

PHONE CHARGERS

TOWELS

ALARM CLOCK

BOTTLED WATER, DRINKS & SNACKS

PEN & NOTEBOOK

SCISSORS, BOX CUTTER, DUCT TAPE

TRASH BAGS & DRAWER LINERS

Change of Address Checklist

UTILITIES

- Gas
- Electric
- Water
- TV
- Internet
- Phone
- Trash

FINANCIAL

- Banks/Credit Unions
- Credit Cards
- Loan Agencies
- Financial Aid
- Investment Agencies
- Car Insurance
- Home Insurance
- Employers

GOVERNMENT

- DMV
- IRS
- Social Security
- Voter Registration
- Post Office

MEDICAL

- Health Insurance
- Doctors
- Dentists
- Pharmacy
- Eyecare
- Vet

MEMBERSHIP

- AAA
- Retail Clubs
- Church
- Magazines
- School
- Gym

MISC.

- Amazon
- Family & Friends

Helpful contacts

USPS
208-433-4351

Intermountain Gas
(800) 548-3679

Idaho Statesman
208-377-6370

Boise utilities
(208) 608-7460

Idaho Power
208.388.2323

Century Link
Existing: 800-244-1111
New: 866-963-6665

Veolia
(208) 362-7304

Other water companies

Sparklight
(208) 375-8288

MEET THE TEAM

Jessica Durham
Designated Broker

Emily Sturgeon
Transaction Coordinator

Phone: 208.297.3183
Email: info@groverealtyid.com

Jesse Larson
Realtor Partner | Staging Consultant

RESOURCES Vendors

American Pacific Mortgage
Loan Officer

Contact: Bill Haskin
Website: www.haskinsLoans.com
Phone number: 208.800.8809

Stewart Title
Escrow Officer

Contact: Stephanie Coffey
Website: www.stewart.com
Phone number: 208.867.7151

Milestone Mortgage Solutions
Loan Officer

Contact: Gina Moon
Phone number: 208.616.4518
Email:Gmoon@milestonemortgagesolutions.com

Whether it's here or there, ask Rahrer

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