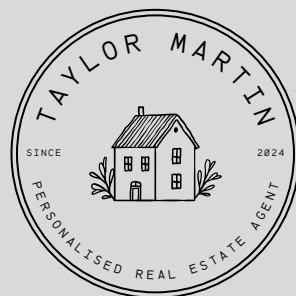


Buyers Guide

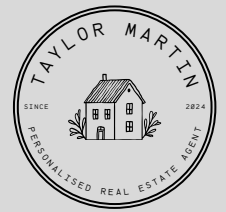
To finding your perfect home



John L Scott Mill Creek Town Center

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Taylor Martin



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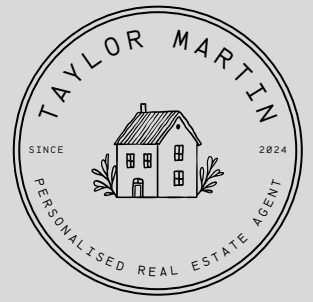
Office: (425) 743-1600

Email: Taylormartin@johnlscott.com

Born and raised in the vibrant city of Seattle, I'm deeply connected to its neighborhoods, culture, and ever-evolving real estate market. As a dedicated real estate professional and a compassionate flight attendant, my passion lies in helping people navigate the journey of finding their dream home in this beautiful city.

With a keen understanding of Seattle's diverse communities and market trends, I strive to provide personalized guidance and expert advice to my clients, ensuring they make informed decisions every step of the way. Whether you're a first-time buyer searching for the perfect starter home or a seasoned investor seeking prime opportunities, I'm committed to exceeding your expectations and making your real estate journey a rewarding and memorable experience.

Buyer's Guide



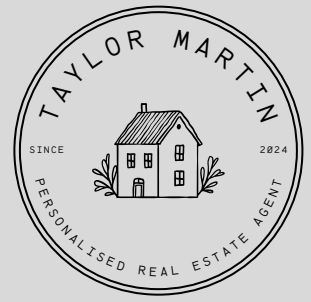
Tools for Success

In this guide you will find the following:



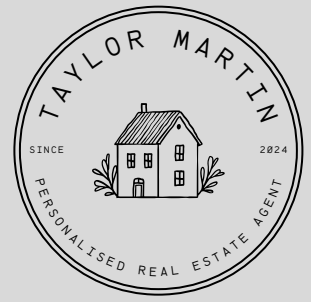
- What you can Expect
- Key Terms Defined
- Meet your team
- Offer example pages
- Financing
- Lender Worksheet
- What not to do when buying
- Buyer FAQs
- And more

Key Terms



- **PSA:** Purchase and Sale Agreement. Your contract on the purchase of your home.
- **Closing Cost:** Fees paid at the end of the transaction. Both buyer and seller have their own closing costs. They include (but are not limited to) taxes, insurance and other lenders exes, title and escrow fees.
- **Earnest Money:** Good faith money- typically a check or money order. This shows the seller you are not going to walk away. You must drop this money off with the escrow company 2 business days after your offer has been accepted. This money will go towards your down payment at closing but will be held by the escrow company until then. If you breach your contract- this money will be given to the seller.
- **Appraisal:** Property valuation completed by an appraiser who determines the market value. Ordered by the lender after the inspection. Paid by you.
- **Inspection:** Third party hired by buyer. inspection must take place within the time provided on the PSA. An inspector will look into the structural and mechanical integrity of the home. They will provide you with a full report.
- **Signing:** Scheduled with the closing team and usually lasts an hour. This is where you sign the loan documents and for the home. Typically, a couple of days before closing.
- **Recording:** Closing day! Once all documents are in, the escrow team will send off numbers to record the transfer of the home. Typically, a couple of days before closing.
- **Contingent:** When an offer has already been accepted on a home, but the buyer needs to sell their home before they can buy the new one.
- **Mortgage insurance:** A fee charged for either an FHA or private mortgage policy. Typically on loans where less than 20% was put down.

Buying a Home



1. FINANCING:

- Obtain a financial pre-approval (proof of funds for cash purchase)
- Prepare for additional costs (closing costs)

3. OFFERS & NEGOTIATIONS

- Write an offer to purchase on your favorite property
- Negotiate the terms of the offer and accept the contract
- Deposit earnest money, complete loan application and homeowner insurance quotes with your lender

5. FINANCING PERIOD

- Your lender will order the appraisal
- Obtain homeowner insurance.

2. THE SEARCH

- Preview potential properties online
- Schedule showings and view the properties you are most interested in.

4. INSPECTION PERIOD

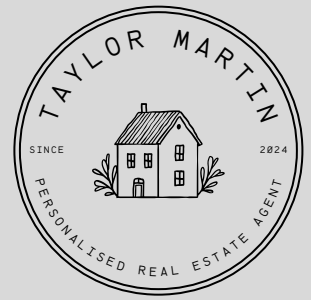
- Conduct inspections (typically within the first 5-10 days)
- Resolve/ negotiate any issues from inspection

6. PREPARING TO CLOSE

- Title company will conduct title search
- Receive closing statement/ clear to close
- Conduct a final walk-through of property right before closing.



Financing



The very first step in the home buying process buying is to obtain a financial pre-approval letter (for cash purchases - proof of funds will be needed). We will need this document to accompany any offer we submit.

Lender:

A mortgage lender will be able to take your financial information and determine what amount you will be able to borrow. Having your pre-approval letter in hand before we start searching, will save us time and make sure we don't miss out on the perfect home opportunity. You can put your lender's information below to keep on hand.

Cash

If you have the money in the bank and you are ready to purchase your home in cash by wire, that's great! We will need to present proof of funds when submitting any offers. You can acquire this proof of funds from your financial advisor or your banker to show that you have a balance that meets the purchase price. Be sure to black out your account numbers before sending.

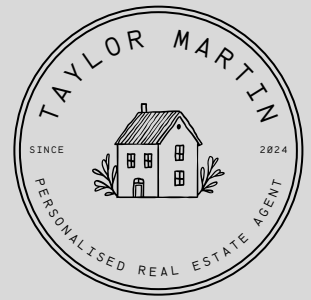
What your lender will do for you:

- help determine your budget and which loan is best for you
- Tell you what your losing costs will be
- Provide you with a pre-approval letter

LENDER'S NAME & COMPANY

- PHONE NUMBER:
- OFFICE LOCATION
- PERSONAL EMAIL
- TEAM MAIL

Lender



Name:

Contact Number:

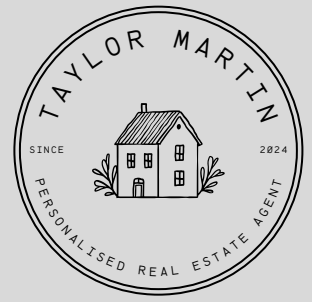
Company:

Email:

- **What interest rate can you offer?**
- **Does the rate come with points?**
- **Is it fixed or adjustable?**
- **When can you lock my rate?**
- **What fees can i expect from you?**
- **What type of loan is right for me?**
- **Do I qualify for any down payment assistance?**

Notes

The Search Begins



We will go over your wants and needs, so I can better assist you! I will send you listings via the Northwest Multiple Listing Service (NWMLS). I am a member which gives me access to homes as soon as they hit the market. (Before Zillow and Redfin) The NWMLS is a database that realtors use to list homes on the market. We will set your personal preferences/ criteria so you will not waste time scrolling through homes that doesn't fit your specific criteria (which we can adjust at any time)

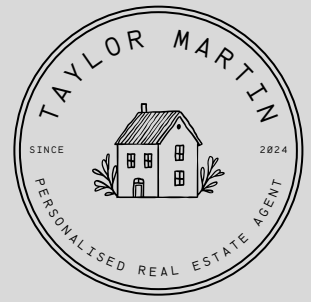


Start by looking at homes online and let me know which ones spark your interest. Each listing has different showing requirements, and I will set up each showing. Showings are done by appointment only or open houses.

Since COVID hit- it is no longer typical to ride together in cars. I will happily meet you at the home.

Open houses: if attending an open house without me, hand the agent my card and let them know you are working with an agent. Do not divulge too much information. I can get answers to any questions you may have, and we can always go back for a private viewing.

The Offer



- Address
- Legal description- must be initialed
- Offered purchase price
- Down payment amount
- earnest money amount
- A commitment by the seller to provide free & clear title
- Closing date
- Inspection agreement
- Finance contingency for non-cash offers

There are a few components of the contract that you will need to decide before submitting an offer.

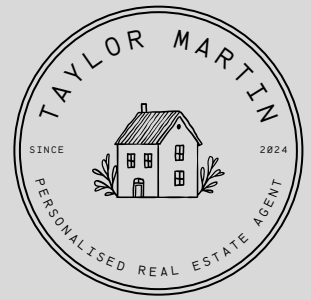
It is wise to start thinking of these things ahead of time

- How much earnest money? (typically 1% of the purchase price)
- When do you want to close?(Typically 30 days when financing)
- Can you be there for an inspection in the next 5 days?

Keep in mind, earnest money must be delivered to the escrow company within 2 business days after your offer is accepted

Time is of the essence- once you find a home you love, it is time to write an offer! in a seller's market with low inventory, the offer needs to be submitted as soon as possible.

Offer & negotiations



Tricks for handling a **MULTIPLE OFFER SITUATION**:

In this market, it is common to have multiple offers on a home. Here are some things to consider when trying to make your offer more attractive to the seller:

Make a cash offer is possible: If not, make as large of a down payment as possible and use a lender that communicates effectively with all parties.
Offer more than the asking price: If still in your budget, offer more than asking price. In a seller's market this is very common

Keep your offer clean and simple: Contingencies are great for the buyer but not for the seller. Although there are some contingencies I do not recommend waiving, less contingencies are more appealing.

Shorten the inspection period: Asking for a 4-7-day inspection period instead of a traditional 10 lets the seller know you are not going to waste any time. Finding a home inspector in advance that is available is ideal

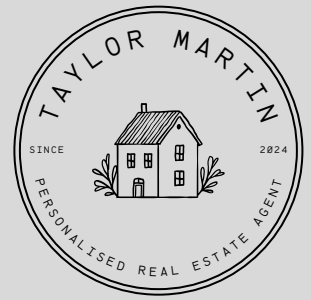
Increased earnest money: Offer a higher-than-normal earnest money deposit that sends a message to the seller that you are serious about this home.
Offer flexibility with your closing date: Shorter is better!

Additional down payment: Offering to make up the difference in cash if the appraisal comes in low.

Escalation clause: Lets the seller know that if your offer isn't the highest, you will include a clause stating you will increase your offer, up to a certain price point, if there is another offer that is higher than your original offer.

In a hot market, it is not usual to make a few offers before landing the home you want. The trick is to not give up!

Under Contract



Property Address:

Purchase Price:

Title & Escrow Company:

Earnest \$ Deposit

Date of Mutual Acceptance

Escrow Deposit Date

Inspection Period Begins

Date & Time of Inspection

End of Inspection Period

All Loan Docs in by

Closing Date:

EXECUTED CONTRACT

We are officially under contract!

ESCROW DEPOSIT MADE

You must deposit your earnest money with the escrow company within 2 business days

SCHEDULE YOUR INSPECTION

I recommend scheduling an inspection immediately.

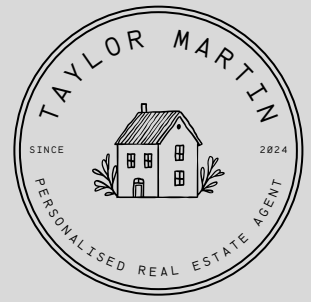
OBTAIN INSURANCE

Start talking to your lender now about homeowners insurance.

LOAN APPLICATION

Your loan application needs to be started within 5 days for the executed contract date.

Get to Know



Inspector

Independent contractor hired by the buyer to inspect your soon to be home. They will check all the mechanical and structural condition of the home and provide you with a full report. Typically, within 12-24 hours. they will teach you about the home.

Appraiser

Ordered by the lender & paid for by the buyer in closing costs. They visit the home and confirm the bank is not lending more than the home is worth

Loan Officer

There for you from start to finish. Answer all of your loan questions, help guide you towards the right loan program that you can afford and are comfortable with.

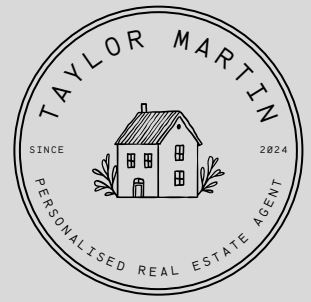
Processor

Behind the scenes worker reviewing your loan application and making sure everything needed for your loan is complete and checks the accuracy before handing it over to the underwriter.

Underwriter

Behind the scenes worker (works for the lender). Goes over your application with a fine tooth comb, making the final decision on approval of your mortgage loan based on your specific information.

Your Team



Title Company

Ensures the title on your soon to be property is free and clear of any liens or claims. They prepare your title insurance policy for the property and can answer any questions you may have about title insurance, and the title for your soon to be home

Closing Agent

Typically the same as your title company. Chosen by the listing agent and/ or seller. your closing agent and their team collects the information required for a successful closing. They will handle the transfer of funds as directed and provided you with final documentation.

Real Estate Team

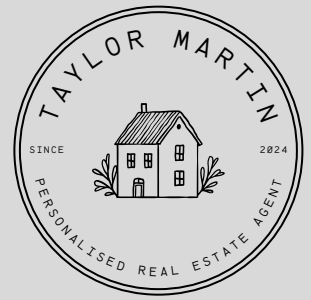
Listing Agent

Represents the seller, helps them determine pricing for their home, presents offers and educates the seller of the difference between each offer (pros and cons). They guide the seller through the sale of their home.

Buyer's Agent

Me! I will guide you through putting together your offer and contracts and will be your negotiator. I can provide references for lenders, inspectors, and any other services you may need. You can ask me questions along the way, never hesitate to reach out!

Inspections



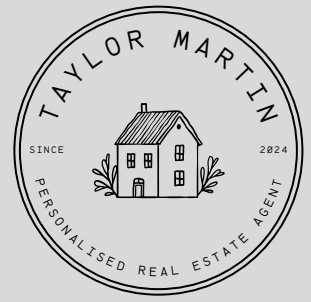
- A home inspection is a thorough examination of the home and its structural and mechanical condition
- Your inspector will arrive on site, examine the home from roof to the crawl space and everything in between. They will then go over their findings with you and go around the home with you to point out a few things. This is a great time to ask questions about the home you will be maintaining
- **Time Frame:** When putting together your offer, we will set a time frame in which you must conduct your inspection. On the following page you will find a list of inspectors. Availability and cost will play a factor in deciding who to you!



DO NOT MISS THE INSPECTION!

Inspections typically take anywhere from 2 to 4 hours depending on the size and age of the home. It is **STRONGLY** recommended that you are present for the entire appointment. This is a great time to bring a tape measure and take measurements for your furniture

Closing Cost



Buyer: 1-5%

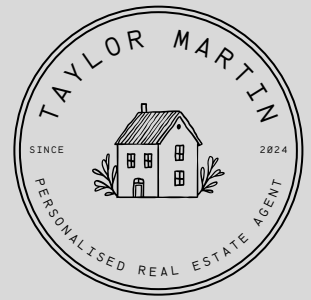
- Escrow fees
- Possible real estate commission
- All new loan charges
- Appraisal
- Credit report
- Tax service fee
- Loan Origination
- Reserves for taxes and insurance
- Flood certification
- Mortgage insurance premiums
- Inspection fees
- Recording charges
- Title insurance
- Tax pro-ration
- Document preparation
- Fire insurance premium

Seller: 6-10%

- Real estate commission
- Excise tax
- Escrow fees
- Loan fees required by lender
- payoff all loans in seller's name
- recording charges
- title insurance
- tax pro-ration
- document preparation
- unpaid homeowner's dues
- unpaid utilities
- judgments, tax liens, etc. against seller
- outstanding taxes and assessments
- seller credit for closing

*Every transaction is unique with their own fees. Please consult your lender or escrow for a more accurate quote!

The Don'ts!



Things to Avoid doing until you have closed on your home:

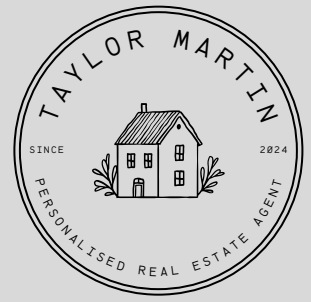
- Don't apply for new credit
 - No New Credit Cards
 - No New Car Loan
 - No New Financing Furniture
- Don't Make any major purchases
- Don't Liquidate Funds
- Don't Make Large Deposit
- Don't switch Jobs



Until you close on your loan the underwriter will be reviewing your application and personal financial information in detail.

There are a few things you NEVER want to do before you reach the closing table. These can hurt and even ruin your chance of closing on your new home.

Closing Day!



PRIOR TO CLOSING DAY

- review the closing disclosure (CD). Correct any errors right away! You will receive your loan documents 3 days before closing.
- Find out how much money you will need to bring on closing day and how to transfer the payment before closing day.
- Ask about wire fraud! Wire fraud is a real threat. The escrow company will warn you and chat with you about how to avoid falling victim to wire fraud.
- Complete a final walk through. We will do a final walk through before closing to ensure all repairs have been made

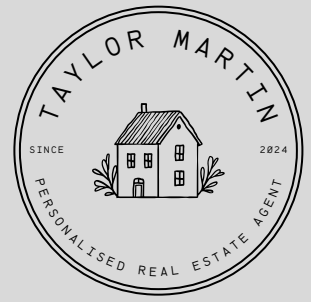
The final part of the home buying process!

This is where you commit to your mortgage and become the legal owner of your new house! On closing day, the property title will officially be transferred into your name, and you will assume your loan. This is where you get your keys!!

TIPS FOR THE BIG DAY:

- Bring your photo ID
- Cashier's checks or proof of wire transfer and closing costs
- Checkbook (in case there are any last minute changes)
- Be on time
- Don't rush and speak up if you have any questions

FAQ



How long does the buying process take?

It depends! Once you find your perfect home, the typical closing contract period is 30 days. Closing can be negotiated and can sometimes be as quick as 2 weeks if you need it to be



When will i get my keys?

The keys are typically given to the buyer's agent once the transaction has been recorded with the county.

Is the closing date on the contract guaranteed?

If you miss your closing date, you are in breach of the contract. An extension can be requested; however, the seller has no obligation to agree to an extension. and the deal could fall apart

Who pays commission?

Sellers offer a commission to the agent representing the buyer in the sale of their home. This is typically enough to cover the cost of your agent's commission.

What other expenses should i budget for?

- Utility bills
- moving costs
- HOA fees
- home maintenance

Thank you!

Thank you sincerely for taking the time to explore this comprehensive buyer's guide. I trust it has provided you with valuable insights into navigating the real estate market and making informed decisions. As your dedicated real estate agent, I am committed to guiding you through every step of your home-buying journey. Whether you're a first-time buyer or seasoned investor, I am here to answer your questions, provide expert advice, and ensure you find the perfect property that meets your needs and exceeds your expectations.

Please feel free to reach out at any time to discuss your preferences, schedule viewings, or explore financing options. Your satisfaction and success in finding your dream home are my top priorities. Together, let's turn your real estate goals into reality. Thank you again for considering me as your trusted partner in this exciting venture. I look forward to the opportunity to work with you and help you achieve your homeownership dreams. Happy house hunting!



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