

BUYER'S *Guide*



KRISTIN D. SMITH REALTOR®

kw MID-WILLAMETTE
KELLERWILLIAMS REALTY



(541) 974-5550

KDSMITH@KW.COM



ABOUT ME

KELLER WILLIAMS REALTY, INC., A FRANCHISE COMPANY, IS AN EQUAL OPPORTUNITY EMPLOYER AND SUPPORTS THE FAIR HOUSING ACT.

KRISTIN D. SMITH IS A LICENSED PRINCIPAL BROKER IN THE STATE OF OREGON. ALL INFORMATION DEEMED RELIABLE, BUT NOT GUARANTEED AND SUBJECT TO CHANGE. EACH KELLER WILLIAMS OFFICE IS INDEPENDENTLY OWNED AND OPERATED. EQUAL HOUSING PARTICIPANT AND MEMBER OF THE NATIONAL ASSOCIATION OF REALTORS®.



Hello! I'M KRISTIN SMITH.

I WAS BORN IN PORTLAND, OR AND GREW UP THERE UNTIL MY PARENTS PURCHASED A FARM ON THE OUTSKIRTS OF ALBANY WHEN I WAS 14 YEARS OLD. MY HUSBAND TOM AND I BOUGHT OUR FIRST HOME IN 1991 IN BROWNSVILLE AND HAVE LIVED IN THE VALLEY PRETTY MUCH EVER SINCE. FAST FORWARD TO 2005 WHEN MY HUSBAND AND I STARTED WORKING FOR A LOCAL CONTRACTOR. I MANAGED THAT CONSTRUCTION COMPANY, AND THEN BEGAN MY REAL ESTATE CAREER IN 2007. I AM NOW IN THE TOP 20% OF OUR FIRM AND PROUD TO BE A PART OF OUR LOCAL KW FRANCHISE

KDSMITH@KW.COM

WWW.CALLKDSMITH.KW.COM

@CALLKDSMITH

Home Buyer's ROADMAP



DISCLAIMER: Use this roadmap as a quick overview of the buying process. If you have any questions, please reach out to your REALTOR®!

Real Estate TERMS

PRE-APPROVAL

A pre-approval is a preliminary evaluation conducted by the lender to show that the buyer has the funds to purchase up to a certain amount. This is extremely helpful when you find a home you're ready to put an offer on.

OFFER

An agreement between a buyer and a seller to purchase a piece of real estate. This is sometimes referred to as a sales contract.

CONTINGENCY

When an offer is accepted by the seller, but there are certain conditions that must be met before the sale is final.

CLOSING COST

The fees that are paid at the end of the purchase by either the buyer, seller or both. These include taxes, insurance and lender expenses.

EARNEST MONEY

Also known as "good faith" money, this is money put up by the buyer into a trust or escrow account. This action shows the buyer is serious about purchasing the home.

TITLE SEARCH

A title search proves that the property is, in fact, owned by the seller. You can also purchase title insurance to make that no issues that arise later.

APPRAISAL

The appraisal is the value given to a property based on comparable properties that have recently sold. This is typically required by the lender in order to decide if the requested loan amount is in alignment with the value of the property.

HOME INSPECTION

An inspection is a professional examination of the property's condition. Your agent can recommend a qualified home inspector for you.

DISCLOSURES

All seller's are required to fill out a property disclosure stating what they know about the property - good or bad.

CLOSING

This is the final step of your real estate transaction. At closing the funds from the buyer are provided to the seller and the buyer receives the keys. This process typically takes an hour.



Table of CONTENTS

- 01 FIND A GREAT AGENT
- 02 FINANCIALS
- 03 TOUR HOMES
- 04 MAKE AN OFFER AND NEGOTIATE
- 05 INSPECTION
- 06 APPRAISAL AND LOAN APPROVAL
- 07 SCHEDULE YOUR MOVE
- 08 CLOSING

Preparing to Buy



FINDING *a Great agent* 01

A real estate agent is a huge asset to you as you go through the home-buying process. This is one of the biggest decisions of your life and you need a skilled professional guiding you through the process.

Your agent will be working with your best interests in mind and can help guide you through all the stages of home buying.



CONNECT YOU WITH THE PERFECT HOME

Agents often have access to information about homes going on the market before the public. They can also arrange open houses and tours of homes that match your criteria.

NEIGHBORHOOD KNOWLEDGE

Agents will be able to offer insightful details about the neighborhoods you are considering.

ATTENTION TO DETAIL

The process of buying a home requires a good deal of paperwork. Your real estate agent will help you fill out all documents and get them submitted properly.

PROFESSIONAL NEGOTIATOR

Agents deal with any difficult conversations that need to happen. They will also help you submit a strong offer and negotiate with the seller on your behalf.

EXPERT GUIDE

Realtors are there to help you with any questions you have along the way. They offer an objective opinion when you're analyzing the features you're looking for.

Financials

02



HOW MUCH HOME CAN YOU AFFORD?

Lenders recommend that you spend no more than 3-5 times your annual income on a new home.

You can find many mortgage calculators online, which provide a great starting point. When calculating, don't forget to include extra expenses like home inspection, appraisal costs, and money for any home improvements.

DO YOU NEED A DOWNPAYMENT?

While it's ideal if you can put a 20% downpayment on your new home, it certainly isn't necessary.

There are many ways to put down much less and with certain types of loans you may need as little as 3.5%.



Find a Home



HOME SEARCHING TIPS

- Take photos with your phone while visiting each house. Organize the photos at home with the address of the property so you can remember details later.
- Focus on the things you can't change like the neighborhood, lot or size of bedrooms.
- Test things as you walk through the home. Open and close windows, turn faucets on and flush toilets to make sure everything is in working order.

We will start touring homes and weigh all the positive and negative aspects of each one.

When you find *the* house, your next step will be to make an offer and go through any negotiations.

Make a list of all the things you need and want in a new home. Think about how many bedrooms and bathrooms you need.

Do you want a big kitchen or is a fenced-in yard more important to you?



MAKE *an Offer*

04



Once you've found the home you want, the next step is to make an offer. We will look at comparable properties in the area and decide on a strong first offer.

Many owners price a little high, however, occasionally you may want to consider offering OVER the asking price. We will discuss the best option for your situation and based on the market when it's time.

NEGOTIATE *an Offer*

Many times after the initial offer is presented the owner will come back with a counter-offer.

As a buyer, don't be afraid to bargain for what you want. Whether that be cost, a new roof or the whole house painted. You don't know what they're willing to do unless you ask.

Inspection

05

It's always a good idea to add a contingency clause into your offer stating that you have a certain amount of time to have the property inspected. This gives you the right to back out of the agreement if you and the seller can't agree on repairs.



Plan to attend the last 30 minutes of inspection and be prepared to ask any questions you have.

You will receive a report of findings, but it's sometimes easier to see the issue and hear the information directly from the inspector.

After the inspection is complete, decide if there are any pressing issues you want to negotiate with the seller.

Be careful to not be too picky, but also not let major concerns go unaddressed.

FINAL

Steps



APPRAISAL

06

Your lender will require an appraisal of the home before finalizing the loan.

The home appraiser will take into account the neighborhood, housing market, age and condition of the home, etc.

A property title search will ensure that the sellers are truly the owners of the property and any liens or judgments are disclosed.



and Loan APPROVAL

The loan is only fully complete after the lender approves the loan. You will receive a final approval letter after they review your income, credit report and employment status once more.

Home owners insurance is also required before the mortgage company will finalize the loan.

CLOSING *and Moving*



SCHEDULE

your move

You will want to get movers scheduled as soon as possible. Make sure to avoid scheduling the move and closing on the same day if possible. If you will be doing renovations, start getting quotes from contractors.

Make sure you set up the transfer of utilities for closing day.



Closing



Closing is the final step for you to become the legal owner of your home. You may choose to take a final walk-through just before closing to assure that negotiated work has been completed and everything is in working order.

The closing process itself requires a lot of paperwork and patience. Be prepared with your government issued photo ID, cashier's check and any other documents required by the title company or loan officer.

Don't forget to re-key all the locks and change the garage door opener code when the property is officially yours.

Congratulations on your new home!



LANDSCAPING & TERMITE

- WEBB LANDSCAPING - 503-871-6945
- FERNANDEZ OAK D LAWN SERVICES LLC - 541-220-1264
- HEALTHY HOME PEST CONTROL - 541-570-0095
- GOOD EARTH PEST CONTROL - 877-517-7378

ELECTRICAL & PLUMBING

- CAMAS CREEK ELECTRIC - 541-990-6924
- NORTHSIDE ELECTRIC - 503-585-4879
- NW PLUMBING CO. LLC - 541-749-0841
- STUTZMAN SERVICES - 541-801-3383

HOME INSPECTOR

- PROVISION HOME INSPECTIONS - (904) 907-0397
- PILLAR TO POST-MILLS TEAM - (541) 998-4559
- GREATER PURPOSE HOME INSPECTIONS - (541) 231-4598
- RISING TIDE HOME INSPECTION - (541) 206-1347

HVAC

- HENDRIX HEATING - (541) 981-5660
- HEAVY METAL HVAC - (541) 876-3825
- BIRCHFIELD HEATING - (541) 926-1374
- MIKE'S HEATING & AC - (541) 497-7711

HOME TOURING

Checklist

ADDRESS OF PROPERTY: _____

DATE VISITED: _____ PRICE: _____

BEDROOMS: _____ BATHROOMS: _____ SQUARE FOOT: _____

LOT SIZE: _____ YEAR BUILT: _____

SCHOOL DISTRICT: _____

CURB APPEAL

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

INTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

EXTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

PRICE

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

LOCATION

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

NEIGHBORHOOD

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

ADDITIONAL COMMENTS: _____

Notes

[illegible]



Kristin D. Smith
REALTOR®



@CALLKDSMITH

(541) 974-5550

KDSMITH@KW.COM

WWW.CALLKDSMITH.KW.COM