







# BUY YOUR HOME

## Phase One

### Outline Your Objectives

- What is your motivation to buy?
- What price are you considering?
- What is your timeline to move?
- What are your ideal features and "non-negotiables"?
- What are you looking for in a neighborhood?

### Planning & Preparation

- Discuss objectives & process with your agent
- Select a lender and begin loan process
- Obtain a loan pre-approval letter
- Sign exclusive buyer agreement with your agent
- Research neighborhoods of interest

### Understanding the Market

- Analysis of active, pending sold homes
- Review contract and timelines
- Personal timing and seasonal considerations

## Phase Two

### Finding Your Home

- Browse & review online listings with your Agent
- Review how online websites work
- Set notifications of new and off-market properties
- Attend Open Houses with your Realtor
- Select your ideal location and home

### Offer & Negotiation

#### Strategies

- Learn about the Purchase Contract from your Realtor
- Discuss multiple offer strategies (as needed)
- Offer presentation & highlighting buyer strategies
- Negotiate to optimize price and terms
- Acceptance of offer/ Counter offer





## Phase Three

### Under Contract

- Realtor will notify Title Company of acceptance & send fully executed contract
- Turn in Earnest Money to Century 21 Bell Real Estate at 2103 Warren Avenue
- Realtor will send fully executed contract & notify lender to begin loan process.
- Contact insurance agent regarding homeowners insurance

### Inspections & Disclosures

- Schedule all desired home inspection
- Review all disclosures and reports
- Approve or negotiate repairs based on inspection reports
- Review and approve all seller ad state required disclosure
- Meet deadlines and remove contractual contingencies
- Schedule final walk-through prior to closing

## Phase Four

### Closing

- Meet with title company to sign title and loan documents
- Arrange down payment and closing costs wire
- Transfer utilities to new location prior to closing

### Working Together Again

- Staying in touch and keeping you informed on current market
- Second Homes and Investment Properties
- Provide Resources and Vendors
- Feedback, Testimonials, Referrals
- Client Events



REAL ESTATE

**CENTURY 21**

Bell Real Estate



# What to **AVOID** during the **CLOSING PROCESS**

## **Avoid Changing Jobs**

A job change may result in your loan being denied, particularly if you are taking a lower-paying position or moving into a different field. Don't think you're safe because you received approval earlier in the process, as the lender may call your employer to re-verify our employment just prior to funding the loan.

## **Avoid Switching Banks or Moving Money Around**

After the lender verified your funds at one or more institutions, the money should remain there until needed for the purchase.

## **Avoid Paying Off Existing Accounts**

If your loan officer advises you to pay off certain bill in order to qualify for the loan, follow that advice. Otherwise, leave your accounts as they are until your transaction closes.

## **Avoid Any Large Purchases**

A major purchase that requires a withdrawal from your verified funds or increases your debt can result in your not qualifying for the loan. A lender may check your credit or re-verify funds at the last minute, so avoid purchases that could impact your loan approval.

## **Five Star Review**



Taryn was over the top helpful with questions and working with our schedules for showings. She even gave us information and advise on things we were unaware we needed help with. We will absolutely use Taryn again in the future! Thank you!

-Thompson Family



# WHO PAYS WHAT?

Below are some examples of typical closing costs.

## Buyer

### Paid Costs

- **Appraisal:** One-time fee for new Loan
- **Credit Report:** For loan applications
- **Homeowners Insurance:** Paid by buyer for fire/hazard insurance
- **Prepaid Interest:** Prorated depending on the time of month the loan closes
- **PMI\*:** Some lenders and loan programs require Private Mortgage Insurance (PMI)
- **Lender's Title Insurance:** Paid by buyer for inspection

## Both

### Paid Costs

- **Title Fee:** Buyer & Sellers each pay their own
- **Notary Fees:** Buyer & Seller will choose which party will pay
- **Recording Fee:** Fee to file legal documents at the Court House
- **Property Tax\*:** Annual fee for owning a property
- **Documentation Preparation:** For deed(s) & other legal documents required to consummate the transaction

## Seller

### Paid Costs

- **Real Estate Commission**
- **Disclosure Report**
- **Home Warranty & Existing Encumbrances**
- **Homeowners Association (HOA) Dues & Transfer Fees**
- **Owners Title Insurance Premium**



# Happy Client **CLUB**

## Five Star Review



"Taryn and the company staff were wonderful in assisting with an out of state sale, taking time to view many listings and making the process seamless all the way from Louisiana. Thank you so much!

- Yarnes Family



## Five Star Review

Repeat Customer



Taryn was wonderful during our home buying process. She worked around our crazy schedule to show us homes and always got back to us quickly. The seller of the house we ended up purchasing was out of state and Taryn helped us with communicating back and forth between them and the listing agent. She was willing to go above and beyond to help us with all aspects of the home buying process that she could. She was a pure joy to work with.

-Fluharty Family



**AFTER**

# The Closing

## Records

You'll receive all records pertaining to your home for easy reference.

## Recorded Deed

Deeds are E- Recorded in Laramie County if you want a copy contact your title company.

## Property Taxes

You may not receive a tax statement for the current year on the home you buy. However it is your obligation to make sure taxes are paid when due. Check with your mortgage company to find out if taxes are included in your payments.

## Title Insurance Policy

Your title company will make sure you have a copy of everything you went over at closing.



*When you want a* **NEW** *home...*

**Taryn Nemec**

**307.214.6840**

[ExploreWyoRealEstate@gmail.com](mailto:ExploreWyoRealEstate@gmail.com)