



TERRY VEHR'S
EXPERIENCED. EFFECTIVE. ESSENTIAL.

BUYING A HOME

with ease

The Guide to Successfully Buying
a Home in Today's Market

EXCLUSIVE BUYER'S AGENT

Reasons to have an exclusive relationship with a buyer's agent



- We work for you exclusively and look out for your best interests.
- It's difficult to find a home simply searching on the Internet. I can create a customized search based on your wants and needs.
- We negotiate for a living.

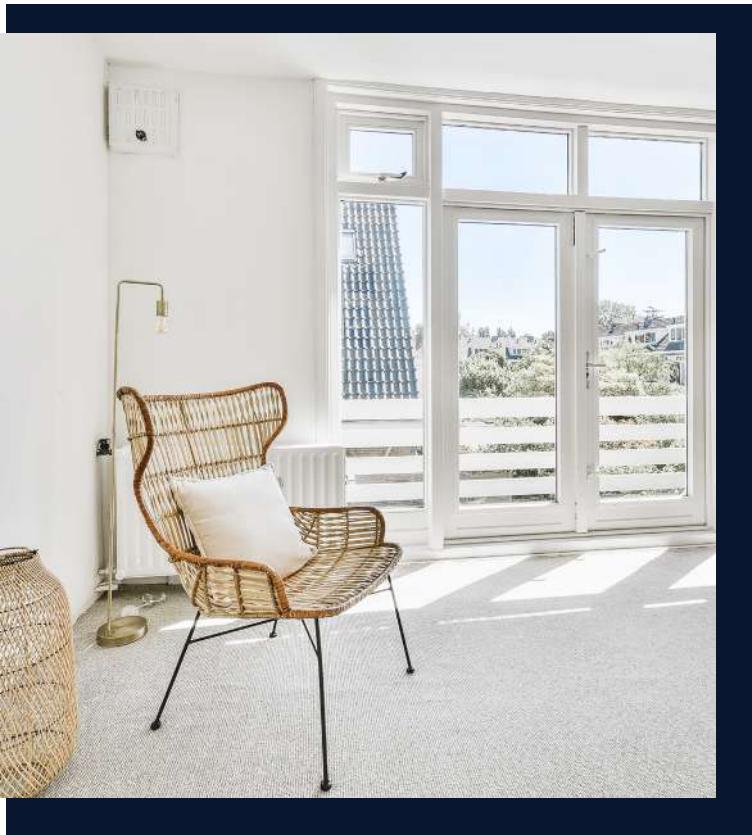


- We understand home values in each neighborhood. We see when the market is changing and we make recommendations to each of our home-buying clients. We look out for your best interests.
- We have strong relationships with local mortgage lenders, escrow, home inspectors, and home insurance representatives. This ensures you a smooth transaction.

WANT TO GET IN TOUCH?

CONTACT ME DIRECTLY AT
(206) 799-9500
vehrs@windermere.com

- If you work with more than one Realtor, you are risking being mis-aligned with your goals. Building a strong bond with a local expert ensures your goals are met.
 - We write the contract and put your needs first.
-



- We will be there for the home inspection, appraisal, walk through, and closing.
 - We will always be a phone call away. You will have unlimited access to your real estate expert to ensure you get the service you deserve.
-

- We do this every day - we know what's going on in the market, will help set expectations and prepare you to win a potential bidding war on your dream home.
-



LET OUR EXPERTISE BE YOUR REWARD



01 FIND THE RIGHT AGENT

02 PREPARE FINANCES

03 GET PRE-APPROVED

04 START HOME SHOPPING

05 MAKE AN OFFER

06 OPEN ESCROW

07 ORDER AN INSPECTION

08 NEGOTIATE FINAL OFFER

09 SCHEDULE YOUR MOVE

10 CLOSING DAY

01 FIND THE RIGHT AGENT

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interests. A listing agent has an allegiance to their sellers - their goal is to get top dollar for the home. A buyer agent's responsibility is to represent the buyer and to ensure that your interests are protected. We provide information relating to value, market/neighborhood conditions and obvious defects or red flags with the home. We negotiate repairs and pricing on your behalf and we use our knowledge and experience to navigate you through all the real estate paperwork.



02 PREPARE YOUR FINANCES

CHECK YOUR CREDIT

A mortgage requires a good credit score. Request your credit report from all three bureaus (Equifax, Experian and TransUnion).

Fix any errors or work on improving your score by:

- Paying down credit card balances
- Regularly pay your bills on time
- Do not apply for a new credit card, a car loan, or go shopping until AFTER CLOSING
- Don't close unused credit cards until you have approved

COMPILE YOUR DOCUMENTATION

When looking for a mortgage, you will need to show documentation such as your pay stubs, bank statements and prior year tax returns. Start compiling these documents.

03

GET PRE-APPROVED



HOW MUCH HOUSE CAN YOU AFFORD

Mortgage lenders recommend you do not stretch yourself beyond buying a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by a mortgage lender. Being pre-approved, unlike being pre-qualified, means you have actually been approved by a lender for a specific loan amount. Your financial information has already been approved and verified by the lender.

Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure their monthly payments never increase. Find out if you qualify for a special loan and get quotes from great lenders we can recommend.



DOWNPAYMENT & OTHER EXPENSES

The down payment is your contribution toward the purchase and represents your initial ownership stake in the home. The lender provides the rest of the money to buy the property.

Downpayments are typically between 3.5% and 20% of the purchase price.

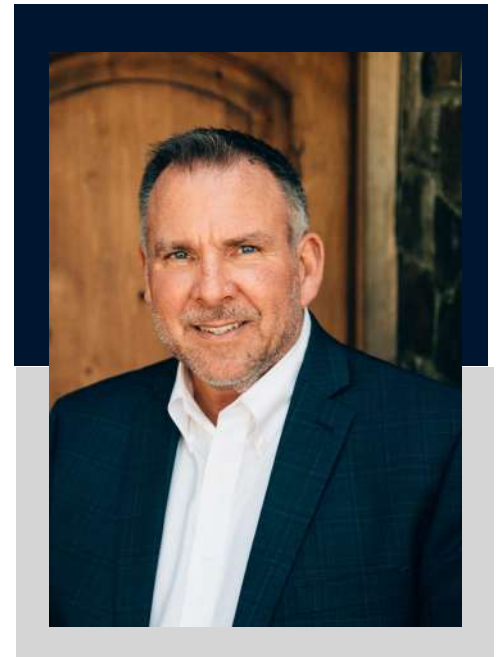
Other costs include closing costs (usually 2% to 5% of the house purchase price), insurance, appraisal and homeowner's association dues.



04 START HOME SHOPPING

Start looking at homes in your preferred neighborhoods that are in your approved price range. While this may not always be your dream neighborhood, you don't want to fall in love with homes that are in areas out of your price range. Ask your agent about the neighborhoods within your budget - are the areas in an upswing or downward trend? What are the zoning laws in the area? Is the street a popular rush-hour short-cut? Can you picture yourself living there?

While it is important to be realistic in your search and you should be willing to compromise on some items, it is important you have your list of must-have or non-negotiables and do not overlook important flaws in the home. For example, don't buy a two-bedroom house if you know you will be adding to your household and need a third (or fourth) bedroom, or don't take on a fixer upper that is already at the top of your budget.



**ASK ABOUT
CURRENT
MARKET
CONDITIONS!**

REACH OUT AT
(206) 799-9500



05 MAKE AN OFFER

When you find the right home, be prepared to work with your agent to submit an offer as quickly as possible. The offer will include your pre-approval letter, contingencies, earnest money, down payment, closing date, offer expiration and offer price. You may also optionally submit a biography letter to the sellers. This is where our expertise working in multiple offer environments will help you submit a competitive offer.

The seller can:

ACCEPT THE OFFER

MAKE A COUNTER-OFFER

DECLINE THE OFFER

If the offer is accepted, you are officially under contract to buy the house! If you receive a counter-offer, you can either accept the counter-offer, go back with your own counter-offer, or walk away. If the seller declines your offer, you could try to make a more appealing offer (if your budget allows), or move on to look for a different house.

06 OPEN ESCROW

Escrow is the period of time between your offer being accepted and closing. Escrow provides the assurance that funds are not transferred and the property ownership is not granted until all the instructions have been followed. Usually the seller chooses the escrow company and the principals to the escrow - buyer, seller, lender and agents - create the transactional instructions. Each transaction is different, but generally escrow takes 30 - 40 days. Here are the steps of a typical escrow:

1. You put down a deposit of 1-3% of the purchase price , which is held by the title company and applied towards your down payment.
2. Your lender processes your loan and will ask for any additional information needed for approval.
3. You will review and sign disclosures for the real estate transaction.
4. You complete your due diligence on the property and remove contingencies by the deadline in your offer.
5. Inspections are completed.
6. The lender orders an appraisal for the property.
7. You sign all loan and title documents when they are ready.
8. Closing occurs a couple days after you sign the documents.



07 ORDER AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of findings. You can take the home as-is or request the seller to address some or all of the findings. We will be cognizant of not being too nit-picky on small items while being very careful of potentially significant issues.

08 NEGOTIATE FINAL OFFER

Issues typically arise after the home inspection and those issues tend to result in another round of negotiations for credit or repairs. We walk you through this process and have tough conversations on your behalf with the seller's agent. You may:

- Ask the seller to make repairs.
- Ask for a credit for the work that needs to be done.
- Don't sweat the "small stuff".
- Or a combination of any or all of the above.



09 SCHEDULE YOUR MOVE

4 WEEKS BEFORE YOUR MOVE

- Contract with a reputable moving company.
- Give 30 days notice if you are currently renting.
- Have school records transferred.
- Prepare to transfer your homeowners and auto insurance.
- Buy/find packing materials and start packing!
- Keep track of moving-related expenses (they may be tax deductible).

**FOLLOW ME
ON SOCIAL!**

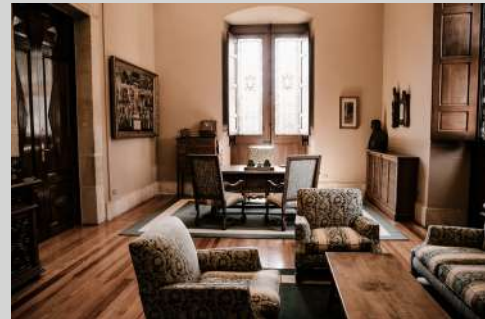
@TERRYVEHRSREALESTATE





3 WEEKS BEFORE YOUR MOVE

- Arrange appraisal (your lender will order this).
- Complete title search (title company will do this).
- Let housekeeper, landscaper and pool maintenance know of your impending move.
- Transfer prescriptions.
- Request time off work.
- Look for and arrange new furniture and decor to be delivered to the new home. Remember DO NOT USE CREDIT CARDS



2 WEEKS BEFORE YOUR MOVE

- Secure home warranty (if applicable).
- Get quotes for Homeowners Insurance.
- Schedule closing appointment.
- Contact utility companies (water, electric, cable).
- Change address with post office and with your service providers, subscriptions, etc...
- Order checks with new address.
- Minimize grocery shopping.
- Keep packing!

1 WEEK BEFORE YOUR MOVE

- Schedule and attend final walk-through.
- Finish packing.
- Clean house.
- Pack essentials for a few nights in the new home.
- Confirm delivery date with moving company. Write directions to the new home along with your cell phone number.



10

CLOSING DAY

Closing is the final step in the home buying process. While your closing date is outlined in your offer, you will work with your lender and the title agency on a timeline that allows them enough time to correctly execute their end of the deal. The average closing is 30 - 40 days.



FINAL WALK THROUGH

Not to be confused with a home inspection, the final walk through - which we will schedule - typically happens 24 hours before closing. At this point, all the seller's belongings should be completely cleared out, except for anything you agreed to keep. We will review our contract to make sure the condition of the home matches the original agreed upon state and we will review receipts or invoices from vendors who performed work to fix items in the Request for Repair. We recommend taking your time and testing all major appliances, light fixtures, toilets, windows, doors, etc.

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CLOSING COSTS & DISCLOSURES

Closing costs are the fees third parties charge when you finalize buying your home, these costs usually are 3% of the purchase price and include items such as the escrow/title fees, premium for homeowners insurance, appraisal fee, credit report charges, etc. At least three business days before closing, your lender must send you a Closing Disclosure. This form lists all final terms of your loan such as closing costs and the details of who pays and receives money at closing. You can compare this to your original Loan Estimate to make sure everything is correct.



BRING TO CLOSING

Your escrow officer usually provides a checklist of everything you'll need. This list includes your driver's license or photo ID, outstanding documents and a cashier's check payable to the title or closing company for closing costs. After you pay your closing costs, you will sign the necessary documents and the seller will sign documents to transfer property ownership. The title company will record the deed in your name and the mortgage company will release the funds to complete the sale.

FINAL STEP: Meet with me to receive the keys to your new home!



*Congratulations
on your new home!*

Terry Vehrs

(206) 799-9500

Vehrs@Windermere.com





LET'S DISCUSS YOUR OBJECTIVES

Where do you want to buy property? _____

Is there any specific part of the city/area that you prefer? _____

Is there a specific school or school district you'd prefer to live in/near? _____

If yes, which school district(s)? _____

Do you have pets? YES NO What kind, and how many? _____

Have you bought or sold a home in the past? YES NO

If yes, how long ago and where? _____

Do you need to sell a property before you can purchase another? YES NO ON MARKET

Are you currently in a lease? YES NO

If yes, when does it expire? _____

How soon do you want/need to be in a new home? _____

Are you interested in a new home, a resale home, or both? NEW RESALE BOTH

Do you or any members of your family have any disabilities, conditions, or other circumstances that would require specific home features? YES NO

If yes, which features do you or your family members require? _____

Property Type: Residential Commercial Land

Home Type: Single Family Condo Townhouse

Buying Reasons: Primary Vacation Home Investment Property

Bedrooms: # _____ Bathrooms: # _____ Garage Space: # _____ Stories: # _____

Home Size Range: # _____ to _____ sq. ft. Open Floor Plan Yes No

Top 5 Wants/Must Haves:

1. _____

2. _____

3. _____

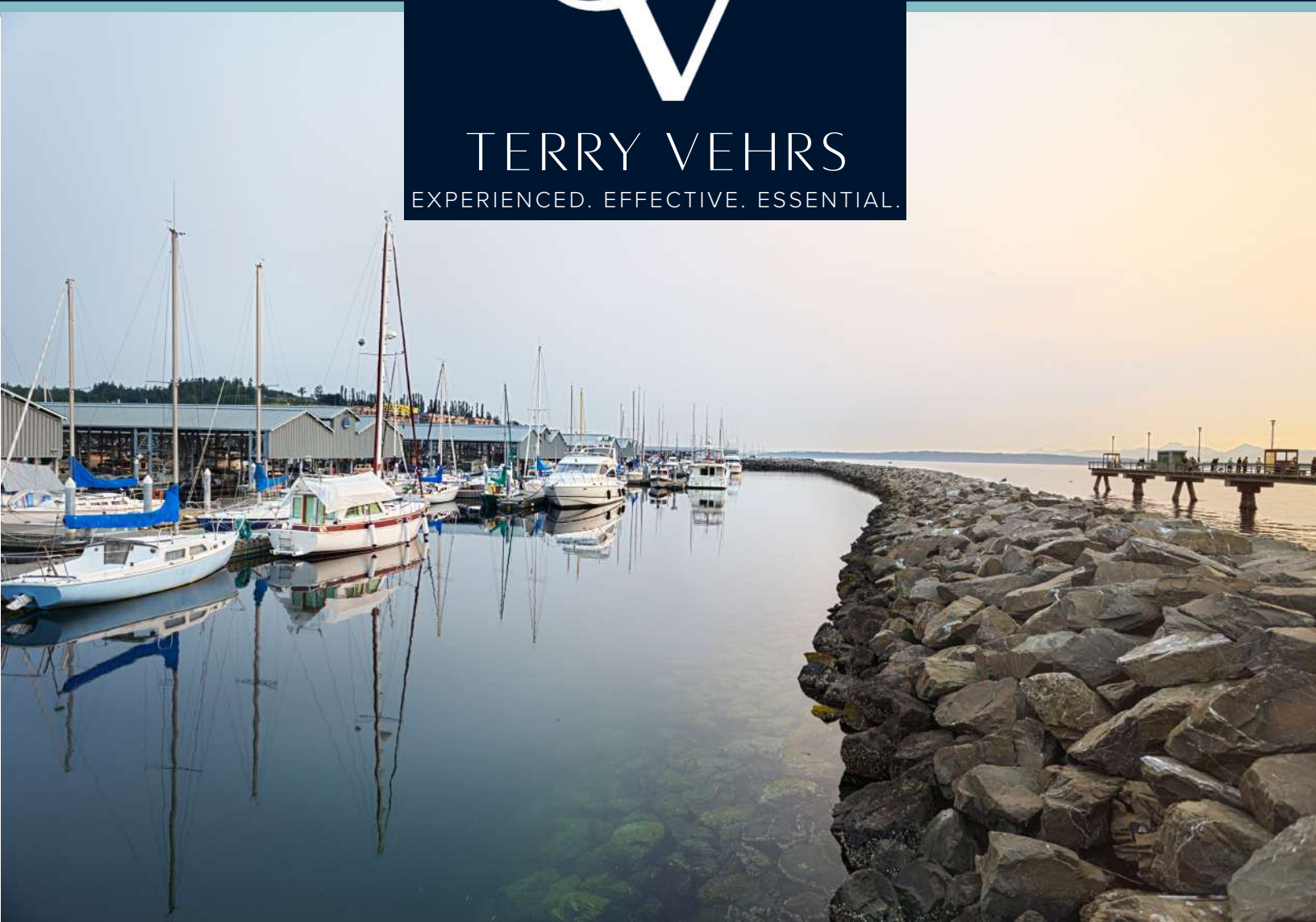
4. _____

5. _____




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REAL ESTATE

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THANK YOU!

I LOOK FORWARD TO BEING YOUR ADVISOR AND HELPING
IN THE PURCHASE OF YOUR NEXT DREAM HOME!

Terry Vehrs

Managing Broker
206-799-9500 | Vehrs@Windermere.com




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REAL ESTATE

Windermere Real Estate M2 LLC

TERRYVEHRS.COM