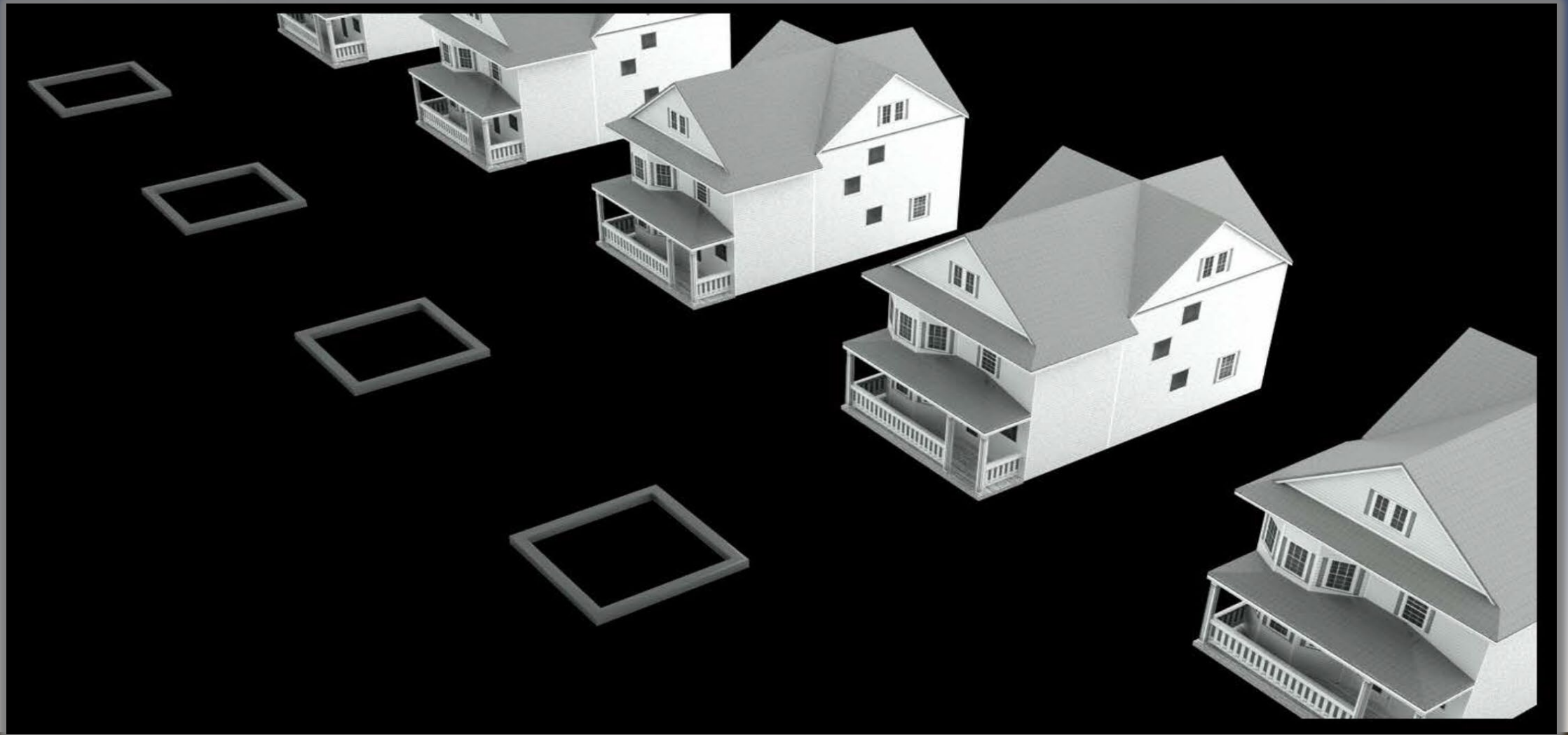
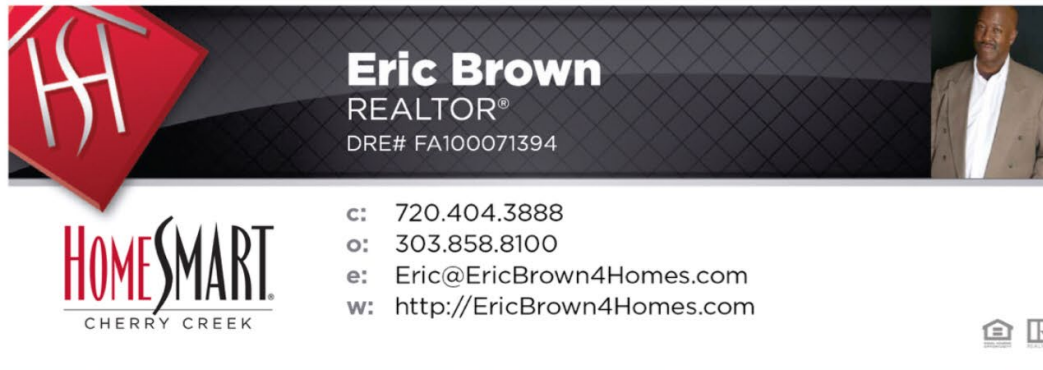


HOME BUYING PROCESS



HOME PURCHASE INFORMATION


*My Commitment is to Find Your
Next Home With You!*



Eric Brown
REALTOR®
DRE# FA100071394

HOME SMART
CHERRY CREEK

c: 720.404.3888
o: 303.858.8100
e: Eric@EricBrown4Homes.com
w: <http://EricBrown4Homes.com>



I MAKE
REAL ESTATE *Easy*
FOR YOU!



Eric@EricBrown4Homes.com



FINDING A HOME



AS A HOME BUYING SPECIALIST

My Commitment is to assist you with

- 1) Locating the best home for your needs.
- 2) Negotiate the lowest price.
- 3) Secure the best financing.
- 4) Meet your home buying needs with the least amount of hassle.
- 5) Provide you with superior client service.

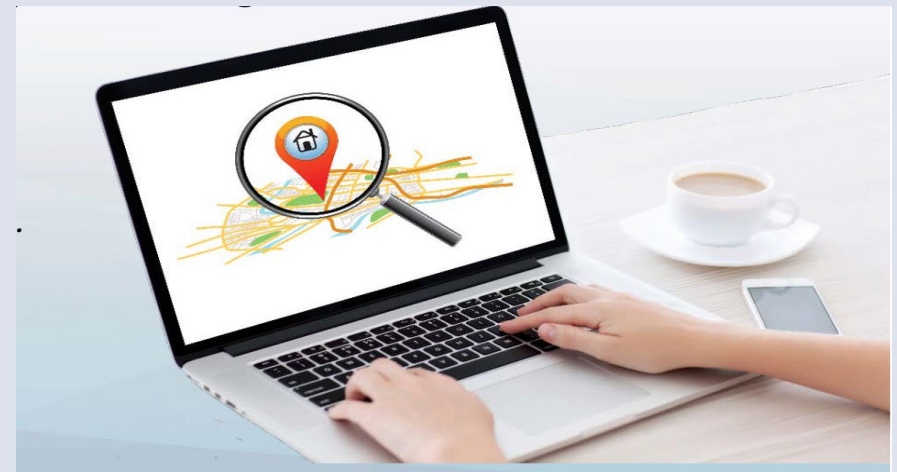
AND THE SELLER PAYS OUR COMMISSIONS, SO YOU DON'T HAVE TO!

HOW DO YOU FIND THAT SPECIAL HOME ?

I provide you with my FREE “Home Finder” Service. A list of every home that matches your home buying criteria emailed directly to your inbox as often as every day. Then, whenever any new properties matching your buying criteria hit the market, you get an instant text/email notification!

There are a lot of ways to go about finding a home, but by far, the best way is to set-up a quick get-together at my office. It will only take 15-20 minutes. It will only take longer if you have more questions. You tell me what you want and I tell you how we go about finding it for you. That's right I work for you; spend my time and dedicate my resources to making sure you get the best possible value currently available and the best part, you pay me nothing for all of this service.

If you haven't already set a time to meet with me, all you need to do is call or text me at 720-404-3888 or email me at Eric@EricBrown4Homes.com.



I USE A SIMPLE AND GUARANTEED PAINLESS FOUR-STEP PROCESS

1

Step One you have probably already taken. Chances are, you are already enrolled in my FREE Home Finder Services and have been receiving information via email on all the homes currently for sale that match your home buying criteria. I will continue providing this FREE service for as long as it takes for you to find that special home you want. So in a real sense, I have already begun working just for you.

2

Step Two is you finding a home or homes that are of the highest interest to you and tell me you would like to preview these homes in person.

3

In Step Three of the process, I will open the doors to the home or homes you wish to see personally. Additionally, I will make sure that you have the time and freedom necessary to experience each property fully while you are deciding whether or not each home is that special one just for you.

4

Finally, when I do find the perfect home for you, I'll answer all your questions and give you all the specific details that you need to make a decision. I will provide you with a current market value assessment of the home you are considering buying. There is never any pressure.

Should you decide that you'd like to purchase a home, I will handle all the details, including negotiating to your benefit. Throughout the entire process, I'll work at your pace and you'll be the one making all the decisions. I will communicate to you with the frequency necessary to keep you informed and worry free the entire process.

UTILIZING MY SERVICES IN SEARCH OF YOUR PERFECT HOME

I will use my Multiple Listing Association, Technology, the Internet and my private resources and contacts to provide you with up to date information on each new home as it comes on the market.

NEW HOMES

I work with most builders and can get all the information you need to make any decisions, but I will need to accompany you to the property on the initial visit or if you go without me you need to provide the builders Sales Agent with my contact information.

FOR SALE BY OWNER

A homeowner trying to sell his home himself is usually doing so in hopes of saving the commission, coincidentally, this is the reason a buyer wants to deal directly with a homeowner.

If you should see any property of interest to you and want the advantages of our professional services, tell me immediately so that I make the initial contact and you get “inside information”.

I UNDERSTAND THE SECRET OF POWER NEGOTIATING

Whenever possible I will deliver your offer personally to the Seller with their Agent present. I will negotiate to your benefit!

A face-to-face presentation by me on your behalf will also insure that you get the best price and terms!

I make every effort to assure your interest is always at the forefront of everything I do for you.



FINANCING PRE-APPROVAL

I ask all of my home buyers to apply for a loan and obtain loan approval before we meet and begin looking at homes for sale.

If you have not completed this process yet, it is one of the very first things I will help you accomplish before we begin the home buying process. Call me for references of mortgage brokers.

It's as Easy as 1-2-3

1. A home loan credit report is generated by the credit bureau
2. Your employment, bank accounts and rental payments (if applicable) are verified
3. All information is forwarded to the underwriter for approval



Pre-Qualified vs Pre-Approved

LOAN PRE-APPROVAL THE KEY BENEFITS

- 1) You know exactly **HOW MUCH YOU CAN AFFORD** (Eliminating wasted time looking at homes that are above or below your price range)
- 2) You get the **BEST FINANCING** (i.e., lowest interest rate, lowest down payment, which will allow you to get the most house for your money)
- 3) You can make a **STRONGER OFFER** (You get the power of immediate action, you can beat out other buyers and you can negotiate the lowest price and best terms)

WORKING RELATIONSHIPS

Seller's Agent: A seller's agent (or listing agent) **works solely on behalf of the seller** to promote the interests of the seller with the utmost good faith, loyalty and fidelity. The agent **negotiates on behalf of and acts as an advocate** for the seller. The seller's agent must disclose to potential buyers all adverse material facts actually known by the seller's agent about the property.

Buyer's Agent: A buyer's agent **works solely on behalf of the buyer** to promote the interests of the buyer with the utmost good faith, loyalty and fidelity. The agent **negotiates on behalf of and acts as an advocate** for the buyer. The buyer's agent must disclose to potential sellers all adverse material facts actually known by the buyer's agent including the buyer's financial ability to perform the terms of the transaction and, if a residential property, whether the buyer intends to occupy the property.

Transaction-Broker: A transaction-broker **assists the buyer or seller or both** throughout a real estate transaction by performing terms of any written or oral agreement, fully informing the parties, presenting all offers and assisting the parties with any contracts, including the closing of the transaction **without being an agent or advocate for any of the parties.** A transaction-broker must use reasonable skill and care in the performance of any oral or written agreement, and must make the same disclosures as agents about all adverse material facts actually known by the transaction-broker concerning a property or a buyer's financial ability to perform the terms of a transaction.

Customer: A customer is a party to a real estate transaction with whom the **broker has no brokerage relationship** because such party has not engaged or employed the broker, either as the party's agent or as the party's transaction-broker.

HOME INSPECTIONS FINDING THE MAJOR DEFECTS

I will recommend that you have a home inspection performed. Since there is a BIG difference in Home Inspections and Inspectors, I will assist you in the selection process. I'll provide you with a list of Inspectors for you to interview and possibly chose to work with you.

When major defects are identified, I will help determine which, if any, should be corrected by seller.

What is a Major Defect: ***any defect that would have a negatgive effect on the long term value of the home or the safety of it's inhabitants if not replaced or corrected.***



Cost approximately \$300-\$500

SEWER SCOPE

The purpose of a sewer scope inspection is to ***determine the condition of the property's sewer line and to determine if the system is functioning as designed.***

This is an inspection done by a camera attached to a snake line. The video camera records the state of the sewer, revealing any cracks, tree roots, collapsed lines, clogs and other problems inside the sewer.

A typical home inspection doesn't examine the sewer because it is buried underground. The only sure fire way to have the system inspected is to hire someone to perform a sewer camera inspection.

The cost of this inspection is worth it, buying a home is a significant investment. Taking the time to inspect the sewer line and plumbing can help you avoid costly repairs that can set you back financially.

It might cost anywhere from ***\$85 - \$200 to have the sewer line inspected***, but considering the cost to replace a sewer line ***(\$3,000 - \$25,000)***, it's money well spent.

<https://www.homeadvisor.com/cost/plumbing/repair-a-sewer-main/>

RADON TESTING

Radon is **a colorless, odorless, radioactive gas**. It forms naturally from the decay (breaking down) of radioactive elements, such as uranium, which are found in different amounts in soil and rock throughout the world.

Radon gas in the soil and rock can move into the air and into underground water and surface water.

Radon is present outdoors and indoors.

Being exposed to radon for a long period of time can lead to lung cancer. Radon gas in the air breaks down into tiny radioactive elements (radon progeny) that can lodge in the lining of the lungs, where they can give off radiation. This radiation can damage lung cells and eventually lead to lung cancer.

Written by the American Cancer Society

Cost approximately \$100 - \$150

<https://www.cancer.org/cancer/cancer-causes/radiation-exposure/radon.html>

TITLE INSURANCE

Title insurance protects your ownership right to your home, both from fraudulent claims against your ownership and from mistakes made in earlier sales, such as misspellings of a person's name or an inaccurate description of the property.

Your mortgage lender will require it for them. Title insurance protects the lender (and the secondary markets to which they sell loans) from defects in the title to your home which could include mistakes made in the local property office, forged documents and claims from unknown parties. It ensures the validity and enforceability of the mortgage document. The amount of the policy is equal to the amount of your mortgage at its inception. The fee is typically a one-time payment rolled into the closing costs.

There are two different policies to consider purchasing.

1. **Lenders policy** will protect the lenders investment.
2. **Owners policy** provides coverage up to the purchase price of the home you are buying.

Even new construction needs coverage. Even if your home is brand new, the land isn't. There may be claims to the land or liens that were placed during construction that could negatively impact your title.

Cost approximately \$1000 - \$2000

ILC'S

ILC – Improvement Location Certificate

Encroachments: The certificate confirms the location of buildings and structures and notes any that cross boundary lines or easements.

Legal description: ILCs confirm that the property's legal description is accurate. This is important for title accuracy. The certificate also confirms that the property address is correct.

Easements: The certificate confirms that all easements are documented and accurate.

Fences are a hot-button issue for mortgage underwriters. If a fence exists and it's not on the property line, a survey may be needed.

Easement: An easement is the right to use another person's land for a stated purpose..

Cost approximately \$350

SURVEYS

A survey: process of locating and measuring a property's boundary lines to determine the exact amount of land that a homeowner owns.

Some of the things that a survey will show:

- Identify any easements, building setbacks, or other restrictions on the property
- A written description for the property deed,
- Determine whether or not your home is in a floodplain
- Resolve boundary disputes

Anyone buying land without any existing structures should always order full surveys before purchasing.

ILC vs Survey

ILCs are **estimates** and not exact numbers but often used by Title Co and Mortgage Lenders.

Surveys **accurately** determine how large a plot of land is that's being bought or sold.

Cost approximately \$1000.00

APPRAISALS

An “**Appraisal**” is *an opinion of value* prepared by a licensed or certified appraiser, engaged on behalf of Buyer or Buyer’s lender, to determine the Property’s market value (Appraised Value).

The Appraisal may also set forth certain lender requirements, replacements, removals or repairs necessary on or to the Property as a condition for the Property to be valued at the Appraised Value.

The worth, or value of the property, will determine how much a lender is willing to give you to buy that particular piece of real estate.

Some of the things that appraisers look at:

- The homes exterior
- Size of the property
- Condition of interior
- Home improvements, improvements, upgrades and additions

Cost approximately \$600 and up

HOME WARRANTY

Protects you from unplanned expenses when you don't know how reliable your appliances will be.

Includes furnace, air conditioner and many other protections that can be extremely valuable in the event unforeseen trouble occurs.



Cost approximately \$500 and up

HOMEOWNERS ASSOCIATION

A homeowners association (HOA) **is an organization in a subdivision, planned community or condominium that makes and enforces rules for the properties and their residents.** Those who purchase property within an HOA's jurisdiction automatically become members and are required to pay dues, known as HOA fees.

The primary purpose of a homeowners association is to manage a neighborhood's common areas such as roads, parks and pools.

A potential buyer or owner of property in a development should therefore develop a basic understanding of what the governing documents are, and their purpose, in order to further research their acceptability.

Although every development is different, the governing documents typically include:

- Articles of Incorporation
- Bylaws
- Declaration of Covenants, Conditions and Restrictions (CC&Rs), and
- Rules and regulations.

If an owner doesn't pay his/her fees & assessments, the association can place a lien on the property and possible sell it to pay the debt.

RECOMMENDATIONS

I always will recommend the following:

- Home Inspection
- Sewer Scope
- Radon Test
- Home Warranty

The following are mandatory by lenders, if you're getting a loan to purchase the home:

- Title Insurance
- Home Owners Insurance
- Appraisal

THE NEIGHBORHOOD

There are many factors to consider when selecting a neighborhood that is right for you.

Below are just a few of the many factors -- You may think of others that are important to you. Please write them on your Home Search Criteria form so they do not get forgotten.

Neighborhoods have characteristic personalities. Investigate to determine if the neighborhood matches your lifestyle and personality.

Scout out the Neighborhood!

Talk to people who live there. Travel to and from places that you would typically frequent to be sure you are comfortable.

Look for access to major thoroughfares, highways and shopping. Check with local civic, police, fire and school officials to find information about the area.

Look at traffic patterns around the area during different times of the day and drive from the area to work.

Is the neighborhood near parks, places of worship, recreation centers, shopping, theaters, restaurants, public transportation, schools, etc.?

THINKING ABOUT BUYING

Prior to meeting with me, write down the items from this survey. Tell me what concerns you most about buying your home using a real estate agent.

That way, when you do meet with me, **we will discuss only those things that are MOST IMPORTANT to you.** Your meeting with me will take about 15-20 minutes, unless you have more questions.

WHAT ARE YOU CONCERNED ABOUT?

	Not Concerned				Very Concerned
LOAN QUALIFICATIONS?	1	2	3	4	5
HOME VALUES? LOCATION & VALUE?	1	2	3	4	5
DOWN PAYMENT?	1	2	3	4	5
MONTHLY PAYMENTS?	1	2	3	4	5
PREVIEWING HOMES?	1	2	3	4	5
PRICING?	1	2	3	4	5
CLOSING COSTS?	1	2	3	4	5
SHORT SALES & REO'S?	1	2	3	4	5
APPRECIATION?	1	2	3	4	5
FINANCING?	1	2	3	4	5

HERE'S A PARTIAL LIST OF MY HOME BUYING SERVICES

- I provide you with a list of every home in every area of interest.
- I open the doors so you can inspect every home firsthand.
- I continue until you find the home that is exactly right for you.
- I provide you with detailed information.
- I counsel you so you can make informed decisions.
- I prepare a complete Purchase Offer for your approval.
- I negotiate directly with Seller and Agent on your behalf.
- I negotiate to your benefit in every situation.
- I open escrow and deposit earnest money for you.
- I find and help secure the best possible financing.
- I explain the findings of all inspections.
- I monitor the progress of your escrow DAILY!
- I communicate almost daily with you during escrow.
- I oversee every detail involved in your new home.
- I make sure every "i" is dotted, every "t" is crossed.
- I make sure that your escrow closes on time.
- I explain all escrow and other documents involved.
- I make sure escrow closes.
- I hand you the keys to your new home.
- I check in with you in case there are any surprises.
- I handle all of your friend's and family's real estate needs.
- I personally provide the same level of service to your referrals.
- I ask you to grade me on our services.
- I will continue to serve you for all your real estate needs and wants.

All of this
and in most
cases you pay
me nothing!