

# BUYERS GUIDE

---



---

[www.TroyOlsonTeam.com](http://www.TroyOlsonTeam.com)



Our Vision at the Troy Olson Team is to exceed all of your real estate expectations and become your realtor for life.

Our Mission is to provide a positive & memorable real estate experience to our clients.

We Promise to always serve you with the highest level of service and knowledge to help you achieve your biggest real estate goals.

# OUR PROMISE



# BENEFITS OF BECOMING A HOMEOWNER

---

Tax Benefits

Appreciation

Equity

Savings

Predictability

Freedom

Stability



# WHAT TO DO BEFORE YOU BUY

---

1. Identify why you are buying.
2. Talk to your lender about financing options.
3. Create your criteria list.
4. Talk with your agent about a plan to find the right home.
5. Create a plan to sell your current home (if applicable).





# BUYERS TIMELINE

01

## Agent Meets with Seller

To best serve you, we will sit down with you to discuss your criteria for your home and how we can provide our best resources to help you find the right home.

02

## Buyer Gets Pre-Approved

Getting pre qualified or pre approved gives you a better understanding of how much you can afford and how to proceed with buying a home.

03

## Agent Shows Properties to Buyers

With our KW App and Custom MLS search tool, you will be able to find properties on the market that fit your criteria. Once you have found properties you would like to see, we can schedule time to preview homes.

04

## Submitting an Offer

Once you have found a home you love, our team can discuss terms and prepare an offer and submit to the listing agent.

05

## Negotiations

The listing agent and seller can reject, counter, or accept an offer. In this step, we will negotiate the best terms for you that will win us an offer.

06

## Executed Contract

Once all parties have agreed on offer terms, we have an executed contract. You will be introduced to the title company and will start the escrow process.



# BUYERS TIMELINE

07

## Option Period

During this period, the buyer will have the negotiated amount of days from the executed date to perform any inspections for the home. You will also deliver earnest and option money to the title company. This is where repairs or credit is negotiated.

08

## Title Company & Lender

The title company will contact you for documents that need to be completed or actions to take during this process. They will open title, complete a title examination, and issue a title commitment to make sure title is clear and free of liens.

09

## Appraisal

To make sure you are not overpaying, the lender will order an appraisal. If an appraisal waiver is signed, the buyer waive their right to terminate due to appraisal.

10

## Clear to Close

Once the lender has given buyer approval, both parties are clear to close. Closing are arranged at the title company with the closing officer. 1-3 days before closing, you and the buyer's agent will schedule a final walkthrough to make sure everything is satisfactory for move in.

11

## Closing

During closing day, you will need to bring a valid ID and anything else needed for the closing. You will sign required documents and deliver the deed.

12

## Funding

Once the seller receives the sale proceeds, the buyer receives possession of the property. The utilities will need to be transferred in the buyers name.



# BUYER'S CLOSING COSTS

---

**Down Payment**

**Application Fees**

**Appraisal Fee**

**Credit Check Fee**

**Origination/Underwriting Fee**

**Survey (if needed)**

**Escrow & Title Fees**

**HOA Fees**

\*Closing costs for a buyer can range from 2%-5% of the sales price.





# GLOSSARY

---

## **Annual Household Income**

Collective income from everyone in your household before taxes or other deductions are taken, investment income or dividends, Social Security benefits, alimony, and retirement fund withdrawals.

## **APR**

APR refers to the annual percentage rate, which is the interest rate you'll pay expressed as a yearly rate averaged over the full term of the loan. APR includes lender fees in the rate, so it's usually higher than your mortgage interest rate.

## **Appraisal**

A written justification of the price paid for a property, primarily based on an analysis of comparable sales of similar houses nearby.

## **Appraised Value**

An opinion of a property's fair market value, based on an appraiser's knowledge, experience, and analysis of the property. Since an appraisal is based primarily on comparable sales, and the most recent sale is the one on the property in question, the appraisal usually comes out at the purchase price.

## **Closing Costs**

Generally 2-5% of the purchase price includes lender fees, recording fees, transfer taxes, third-party fees such as title insurance, and prepaids and escrows such as homeowner's insurance, property taxes, and HOA fees.





# GLOSSARY

---

## **Closing Disclosure**

A document that provides an itemized listing of the funds that were paid or disbursed at closing.

## **Deed**

The legal document conveying title to a property.

## **Down Payment**

A cash payment of a percentage of the sales price of the home that buyers pay at closing. Different lenders and loan programs require various down payment amounts such as 3 percent, 5 percent, or 20 percent of the purchase price.

## **Earnest Money Deposit**

Also known as an escrow deposit, earnest money is a dollar amount buyers put into an escrow account after a seller accepts their offer. Buyers do this to show the seller that they're entering a real estate transaction in good faith.

## **Prepays**

Prepays are expenses paid at the closing for bills that are not technically due yet, such as property taxes, homeowner's insurance, mortgage insurance, and HOA fees.

## **Third-Party Fees**

Any closing costs charged by someone other than your lender, typically including fees for an appraisal, a property survey, a title search, owner's and lender's title insurance, and sometimes an attorney.



---

# NEXT STEPS



Contact us with any questions and we will be happy to guide you through the process of purchasing your home!

[www.troyolsonteam.com](http://www.troyolsonteam.com)

*Thank you!*

---