

# THE HOME BUYER'S GUIDE

Presented by:

**Pam Crispell, ABR, CSP, GRI, CDPE, SFR**

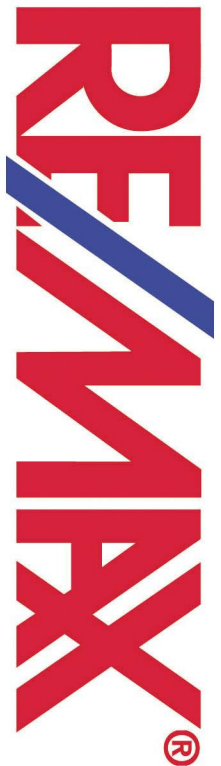
**RE/MAX Innovations**

**Office: 816.777.3126**

**Cell: 816.536.9040**

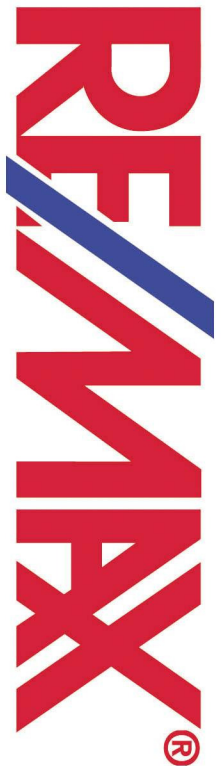
[pamcrispell@remax.net](mailto:pamcrispell@remax.net)

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

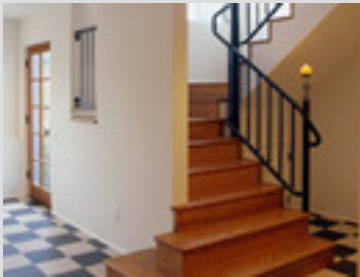


# Home Buying Goals & Objectives

- Why have you decided to purchase a home now?
- What are your primary needs and concerns?
- What has been your experience in buying a home?
- What are positive features about your present home?
- What are the negative features?
- New home requirements?
- Other needs (schools, features, etc.)
- What home styles & locations would be suitable?
- How many homes have you already looked at?
- Financing preference?
- Down payment range?
- Earnest deposit range?
- Is there someone else whose advise you will seek before making a decision?
- If we were to find a house today, would you buy it?



# MY HOME FINDER



My Home Finder gives you the ability to use the Advanced Search, Save Searches, save and organize properties into Favorite Folders, and receive E-mail Notices of newly listed properties that meet your advanced search criteria.

- **Easy-to-use search capabilities that include geographic area, school district, floor plan, architectural style, exterior features and much more. An unlimited number of searches can be tracked.**
- **E-mail notification of new listings, price changes, status changes, open house dates, and virtual tours.**
- **Agent and buyer can exchange and save comments on each home for later review as they work through the buying process.**



# Why Get Pre-Approved?

In today's highly competitive market, buyers who arrange for their financing first have a distinct advantage. Obtaining loan approval prior to beginning your home search saves time, prevents frustration and may even facilitate a "better deal" in your negotiations.



# Benefits of Pre-approval

- You'll be in a stronger negotiating position as compared to other buyers who may be competing for the same house
- A seller may be more flexible when negotiating with an approved buyer
- You can close more quickly
- You minimize the worry of whether or not you qualify for a mortgage loan



# Are You Already Pre-approved?

- **Second opinions count**
- **Are you getting the best loan for your money and your needs**
- **Experience shows 50% of borrowers are placed in wrong loan programs**
- **A Second Opinion can save you thousands of dollars on closing costs**
- **Most lenders will provide a no-obligation second opinion**

**Homeownership is easier than you think!**



# Four Things to Avoid When Purchasing Your New Home

These are four major things to avoid doing before applying for a loan and during the loan process itself. Any one of these four things can greatly impact your ability to qualify for a mortgage loan, so it is critical to avoid doing any of the following until after your loan has closed.

## ***1. DO NOT CHANGE JOBS***

Changing jobs before or during the loan process can create a real problem in qualifying you for a loan, particularly if that job is in a different line of work or at a lower rate of pay. During the loan process, it can also create time delays, as the new job will need to be verified.

## ***2. DO NOT SWITCH BANKS OR MOVE YOUR MONEY AROUND***

It is best to leave your money right where it is until your loan is closed. Moving your money to a new bank or even into a new account can wreak havoc with the verification process.

## ***3. DO NOT PAYOFF BILLS***

John Walter will advise you if it is necessary to pay off bills to help you qualify for a loan. He will also show you the best way to pay off bills to ensure we have the evidence needed to prove that the bills have been paid to a zero balance.

## ***4. DO NOT MAKE ANY MAJOR PURCHASES***

Many borrowers make the mistake of buying a new car, some furniture or making other major purchases without realizing the impact it can have on their ability to qualify for the loan. A large monthly payment can affect the loan amount you qualify for, and during the loan process itself, actually makes it difficult to get your loan approved.

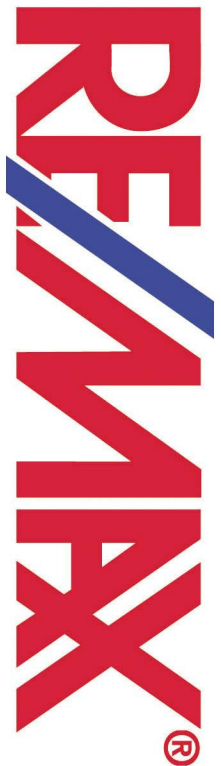
If you must do any of these things listed above (even if you have just been pre-qualified for a loan) contact your lender immediately. He/She can help you by re-qualifying you if necessary and advising you of your options. By avoiding these four things, you can look forward to a smooth and successful loan closing.



# Lowest Mortgage Rate isn't Always the Best Deal!

*When it comes to choosing a mortgage, borrowers obsessed with finding the lowest interest rate should understand that the mortgage of their dreams could turn into a nightmare.*

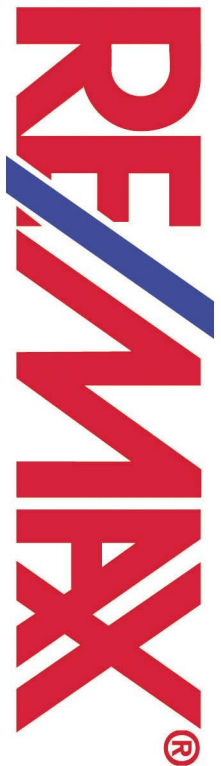
*Often borrowers miss the bigger picture. Closing costs that are far higher than estimated may outweigh what appears to be a break on the interest rate.*





# Information Needed For Loan Application

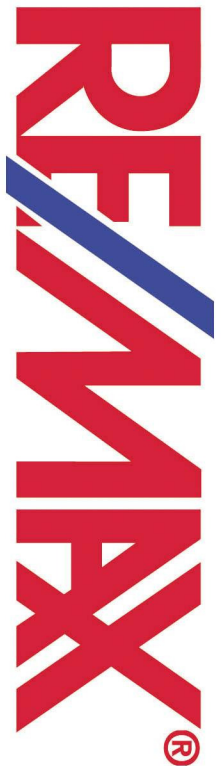
1. **W-2 (2 yrs.) & current pay stubs**
2. **Past 7 yrs. pay history on rent/mortgage**
3. **Employment info. for past 2 yrs.**
4. **Last 3 mos. bank statements**
5. **Other loan and credit card info.**
6. **Driver's license**
7. **Social Security Number**
8. **Bank name, acct. numbers & balances**
9. **Check for credit report & appraisal**
10. **If self-employed: last 2 yrs. Tax returns with schedules, YTD P&L and balance sheets**
11. **Certificate of eligibility or DD214's (FHA/VA)**



# House Hunting Guidelines

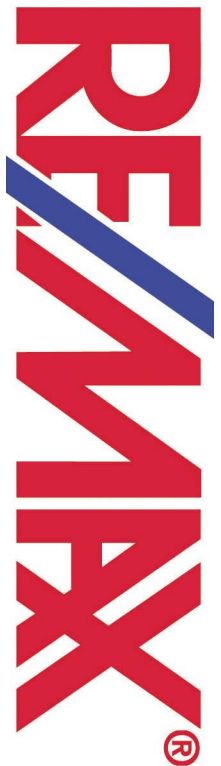
**When acting as an Exclusive Buyer's Agent, I make a variety of suggestions and recommendations to my clients. Some of these are:**

- **Do secure written approval for a home loan so you can negotiate as a cash buyer**
- **Do put your present home on the market so you can make a strong offer for the home you want**
- **Do look at enough homes to make certain you are knowledgeable about the best available homes to meet your needs but don't look at more homes if one of the first you see matches your wants, needs and price**
- **Do compare any home you are considering with other similar homes that have sold recently. Do drive through neighborhoods at different times of the day to get the feel of the area**
- **Do hire professionals to perform all inspections, surveys, etc.**
- **Do ask your Exclusive Buyer's Agent to explain and research any detail of the home buying process you don't understand.**
- **Do protect your own confidences by telling your Exclusive Buyer's Agent your time frame for moving, maximum purchase price or financing needs.**



# House Hunting Guidelines

- **Do** give your Exclusive Buyer's Agent's business card to the host at any open house or new homes subdivision you may visit without your agent. Always make certain other agents know you are represented.
- **Do** tell your Buyer's Agent when you consider looking at a FSBO. Don't lose the opportunity to be represented.
- **Do** utilize professionals to insure that you make educated decisions rather than relying on anyone's verbal representations.
- **Do** secure professional advice before signing any document that you do not fully understand.
- **Do** have your Exclusive Buyer's Agent present to protect your position before you enter into any substantial discussion about purchasing a home.
- **Do** make a serious offer. Sellers may reject further negotiations from a buyer who has alienated them with a lower offer.
- **Do** feel free to open closets, cabinets and drawers in any home you are considering purchasing.
- **Do** continue negotiations until every issue and consideration is resolved and confirmed in writing.

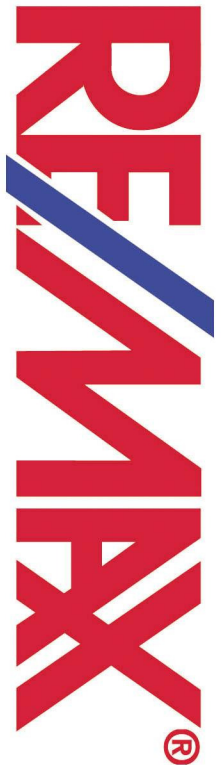


# EXPECT TO INSPECT!

We want you to make an informed decision about your next home. Hiring qualified inspectors eliminates the guesswork and reduces potential problems.



We encourage you to conduct any and all inspections needed to satisfy you about the condition of the property you plan to purchase.



# EXPECT TO INSPECT!

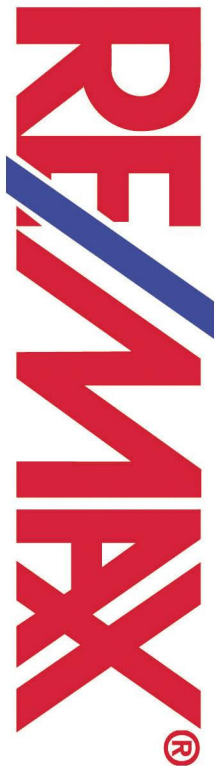
This list summarizes the most frequently requested inspections.

- Talking to Neighbors
- Home Inspection (plumbing, electrical, heating, cooling and appliances)
- Structural Engineer (for foundations, roof structure and chimney)
- Roof
- Swimming pool, hot tub, sauna
- Sprinklers
- Alarm System
- Septic system
- Survey
- Zoning
- Covenants and restrictions



# EXPECT TO INSPECT!

- Radon
- EIFS (synthetic exterior stucco)
- Cistern/Well
- Lead Paint
- Asbestos
- Electromagnetic Fields
- Carbon monoxide
- Underground storage tanks
- Hillside stability
- Air quality
- Water quality
- Mold



Another consideration is a “reinspection” by your own inspector after the Seller has completed agreed-upon repairs. Always hire the most qualified person you can find.

# CONGRATULATIONS!

Your offer has been accepted – now  
what??



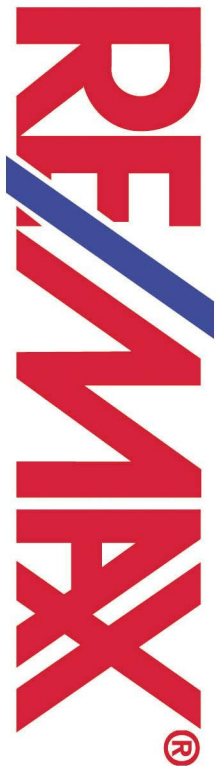
## Accepted offer

- Earnest check will be cashed (be sure sufficient funds are in the account)
- **Scheduled Inspections**
- Mechanical
- Structural
- Termite
- Environmental

Strongly encourage  
you to be present

Please let me know  
the inspection  
schedule...I want to  
be there also.

The results of the inspections must be communicated to the  
seller & resolved within a specified time period



# CONGRATULATIONS!

Your offer has been accepted – now  
what??

## Mortgage

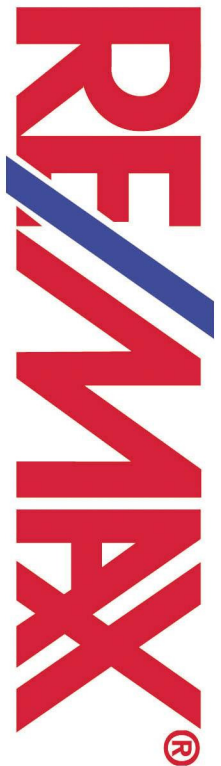
- Time to make formal application for your mortgage

## Insurance

- Contact an insurance carrier for your new home coverage

## Utilities

- One week before possession, transfer utilities to your name.  
I will provide a list for your convenience





# WHY USE A REALTOR

**Your REALTOR® can help you determine your buying power. You need to know how much house you can afford before you start the search. Your REALTOR® will provide detailed information on properties that meet your criteria from the Multiple Listing Service and other information resources only available to REALTORS®.**

**Only real estate licensees who are members of the NATIONAL ASSOCIATION OF REALTORS® are properly called REALTORS®. REALTORS® subscribe to a strict code of ethics and are expected to maintain a higher level of knowledge of the process of buying and selling real estate. They are committed to treat all parties to a transaction honestly. REALTOR® business practices are monitored at local board levels. Arbitration and disciplinary systems are in place to address complaints from the public or other board members.**

**When you find a property you like your REALTOR® will help you develop an offer including the offering price and other terms. Your REALTOR® will advise you about the importance of a home inspection and other inspections required by law in your area.**

**Your REALTOR® can also assist you in understanding different financing options and assist in identifying qualified lenders.**



# Why Should You Use an Accredited Buyer's Representative?



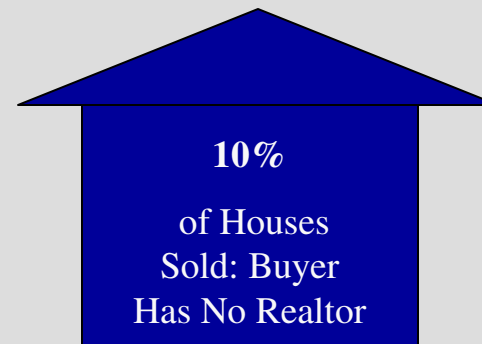
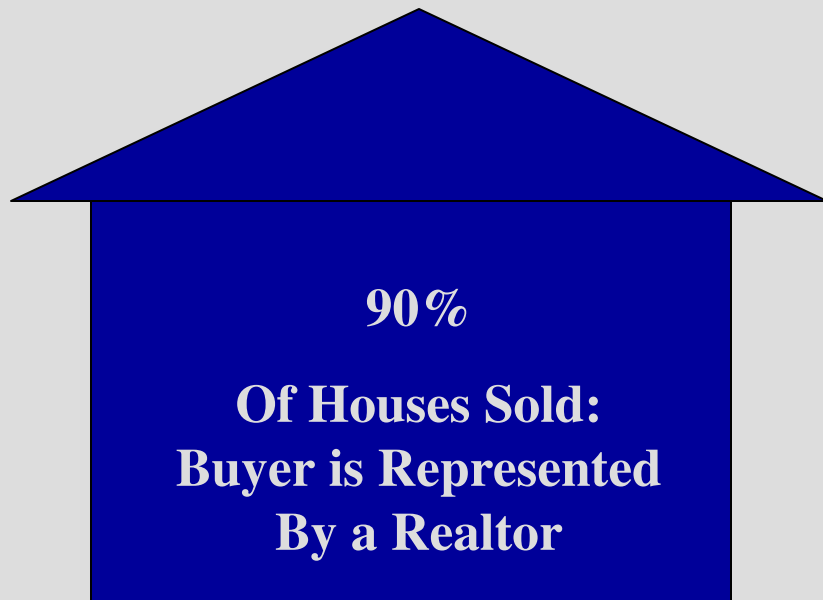
Buying a home is a big decision and a personal one.

You need the **RIGHT PERSON** to find a home that suits your needs.

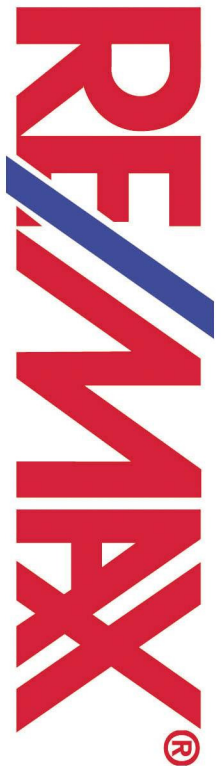
Why should you look for the ABR designation before looking for a home? These three letters after a REALTOR's name tell you that you will be working with buyer representative who is committed to your best interests. The ABR Designation is awarded by REBAC to those REALTORS who have met the specific educational and experiential criteria needed to provide the high level quality service required by REBAC (Real Estate BUYER'S AGENT Council).



# You Should Know...



**As you can see, the large majority of houses are purchased by the serious buyer who insists on representation by a Realtor.**



# BUYER REPRESENTATION

The Listing Company  
Represents the Seller's  
Interests

The Showing Company  
Represents the Buyer's  
Interests

**Buyers and Sellers are each  
represented by their own agent**

LEGAL DUTIES OF  
BUYERS AGENT TO  
SELLER

•Disclose if Buyer is unable to complete contract

LEGAL DUTIES OF  
BUYERS AGENT TO  
BUYER

- Obtain acceptable price
- Suggest negotiating strategy
- Disclose all information agent knows
- Keep Buyer's information confidential
- Disclose if Seller is unable to complete contract



# As Your Buyer's Agent I Will...

- Promote and protect your interests!
- Sign an agency agreement saying I will represent you, the buyer
- Locate and show available properties, pointing out strengths and weaknesses to you
- Counsel you about the property values
- Keep your bargaining and financial position confidential
- Advise you on offers you may want to make on a property
- Assist you in arranging for property inspections
- Submit offers to purchase promptly
- Respond honestly and accurately to questions
- Consult with you regarding counter offers
- Negotiate on your behalf
- Follow-up on needed corrections/repairs
- Supply information for any services requested
- Provide guidance and support throughout the closing process



# As a Buyer's Agent...More Services I'll Provide

## *Arriving at a Good Price on Your Next Home*

I will provide you with a written market analysis for the homes you're interested in purchasing. This comprehensive report will examine similar properties that have already sold and you'll be able to make an informed decision about the amount you offer the seller.

## *The Fair Housing Act*

Please don't expect me to discriminate in any way in the sale, lease or financing of real estate based on a person's race, religion, color, sex, national origin, handicap or familial status.

I abide by the Fair Housing Act of 1968 with 1988 amendments and the Civil Rights Act of 1866.





## **Pam Crispell, ABR, CSP, GRI, CDPE, SFR**

As your Realtor, I am committed to listening carefully to your needs and will set an individualized plan of action to help you achieve your real estate goals. I pledge to you the highest level of service possible while maintaining honesty, fairness and integrity in all that I do. Above all, I am committed to always placing my client's goals first.

### **Experience**

25 years with Western Auto Supply Company

Licensed Realtor since 2001

Top Rookie for the second quarter of 2002

New Homes Community Manager

New Homes Sales Specialist

7.2 million in sales for 2004

Chairman's Circle 2004

Named one of KC's Five Star Agents in Customer Satisfaction by KC Magazine

### **Education**

Associate Degree from CMSU

Graduate, Career Education Systems

Graduate, JCNR Academy of Real Estate

Graduate, Floyd Wickman Sweathog Training

Certified New Homes Sales Professional (CSP)

Accredited Buyer's Representative (ABR)

Graduate Real Estate Institute (GRI)

Certified Distressed Property Expert (CDPE)

Short Sale and Foreclosure Resource (SFR)

Completed the CRS course on Business Planning and Marketing

### **Organizations**

Member, National Association of REALTORS

Member, Heartland MLS

Member, Missouri Association of REALTORS

Member, KC Regional Association of REALTORS

Member, Women's Council of REALTORS

816.777.3126 Office

816.536.9040 Cell

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

[pamcrispell@remax.net](mailto:pamcrispell@remax.net)



7/24/2014

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# RE/MAX Fast Facts

- Home Buyers and Sellers Prefer RE/MAX—J.D. Powers & Associates 2011 Home Buyer/Seller Study recognizes RE/MAX for providing the highest overall customer satisfaction for both home buyers and home sellers.
- RE/MAX voted “Best of the Northland” again in 2011 by the readers of the Liberty Tribune Newspaper.
- RE/MAX International is comprised of 6,259 Offices Nationwide with over 89,628 Agents.
- [www.remax.com](http://www.remax.com) is the #1 Real Estate Company Website in the World!
- RE/MAX listings are shared on 258,406+ other websites.
- [www.remax.com](http://www.remax.com) has the highest TrustGauge score of any of the major real estate companies.
- RISMedia Power Broker Report—RE/MAX ranks #1 with an average of 14.7 closed transactions per associate.
- 2011 Real Trends 50 ranked RE/MAX #1 in average transaction sides per agent, double many of our competitors.
- RE/MAX Associates average more years of experience than any other real estate company.
- RE/MAX Associates make giving back to the Community a priority with Corporate sponsorships of Susan B. Komen and the Children’s Miracle Network.



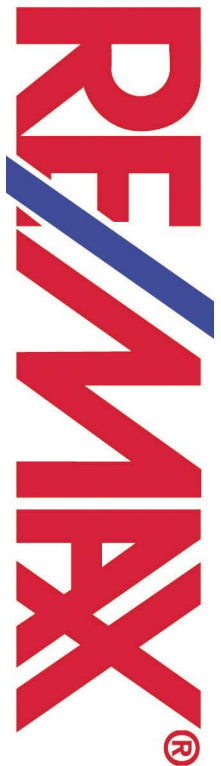
**NOBODY SELLS MORE REAL ESTATE THAN RE/MAX!**



*“The house that you looked at today  
and want to think about until tomorrow  
could be the same house that someone  
looked at yesterday and thought about  
until today.”*



*David Knox  
President & Founder  
David Knox Productions  
Real Estate Training Seminars*



# My Commitment to You...

To Represent  
**YOUR**  
real estate interests  
throughout the transaction

## My Satisfaction Guarantee...

If at any time during the buying process, you are unhappy with the level of service you are receiving, I will release you from the Buyer Agency Agreement.

