KELLERWILLIAMS. REALTY
INTEGRITY LAKES

A GUIDE TO

BUYING YOUR HOME

PROVIDED BY
MARISA LEE, REALTOR®

Marisa Lee

REAL ESTATE

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HI, I'M MARISA

REALTOR® MN AND WI

I have been a Twin Cities resident since 2012, when I moved to Minneapolis from the Pacific Northwest. My educational and technical background is in environmental geology and habitat restoration, and my "people" background comes from my years in hospitality. Becoming a Realtor was a natural progression that allows me to take advantage of all of my technical strengths and my dedication to excellent service.

In my time here, I have been called a "maven" of Minneapolis due to my ability to create connections in the community everywhere I go. These connections are what boosted my real estate career, and I started off with a bang at the beginning of 2021. Connections are truly what it takes to be a local real estate expert. Not just expertise in negotiation and marketing and access to real-time market data, but a love and understanding of our community and the people who live here.

MY CORE VALUES

- Integrity and transparency
- Respect for people and the planet
- Inclusivity and equality
- Involvement in the community

CREDENTIALS/DESIGNATIONS

OHC Minnesota Old Home Certified
AHWD At Home With Diversity
CDS Certified Diversity Specialist
Keller Williams **Agent of Distinction**
Member of **LGBTQ+ Real Estate Alliance**, 2025 Board Secretary

My number one goal is to gain clients for life by operating with integrity and building genuine relationships. I hope to gain your trust by being transparent throughout the process, always remaining open minded, and showing up for you on all counts. I am dedicated to my business being safe and inclusive.

KW INTEGRITY LAKES

Although I operate as an independent/solo agent, I hold my license at my brokerage, Keller Williams Integrity Lakes. KW Lakes buys and sells more residential properties in the 7-County Metro than any other brokerage with 200+ local agents leading the industry.

WHAT DOES THAT MEAN FOR YOU?

A NETWORK OF EXPERTS

KW Lakes is a collaborative network of industry experts that are always ready to help each other succeed. We are consistently learning from each other by providing training opportunites, sharing market updates, and calling on each other for advice.

SUPPORT, ALWAYS

If I'm unable to accommodate a showing, **I have an amazing network** of other agents that can step in. Real estate never sleeps, but we also need to go on vacation or show up for our loved ones sometimes!

OFF-MARKET OPPORTUNITIES

Clear-Cooperation Regulations allow us to **network within the brokerage to share off-market opportunities**, a huge advantage for Buyers and Sellers.

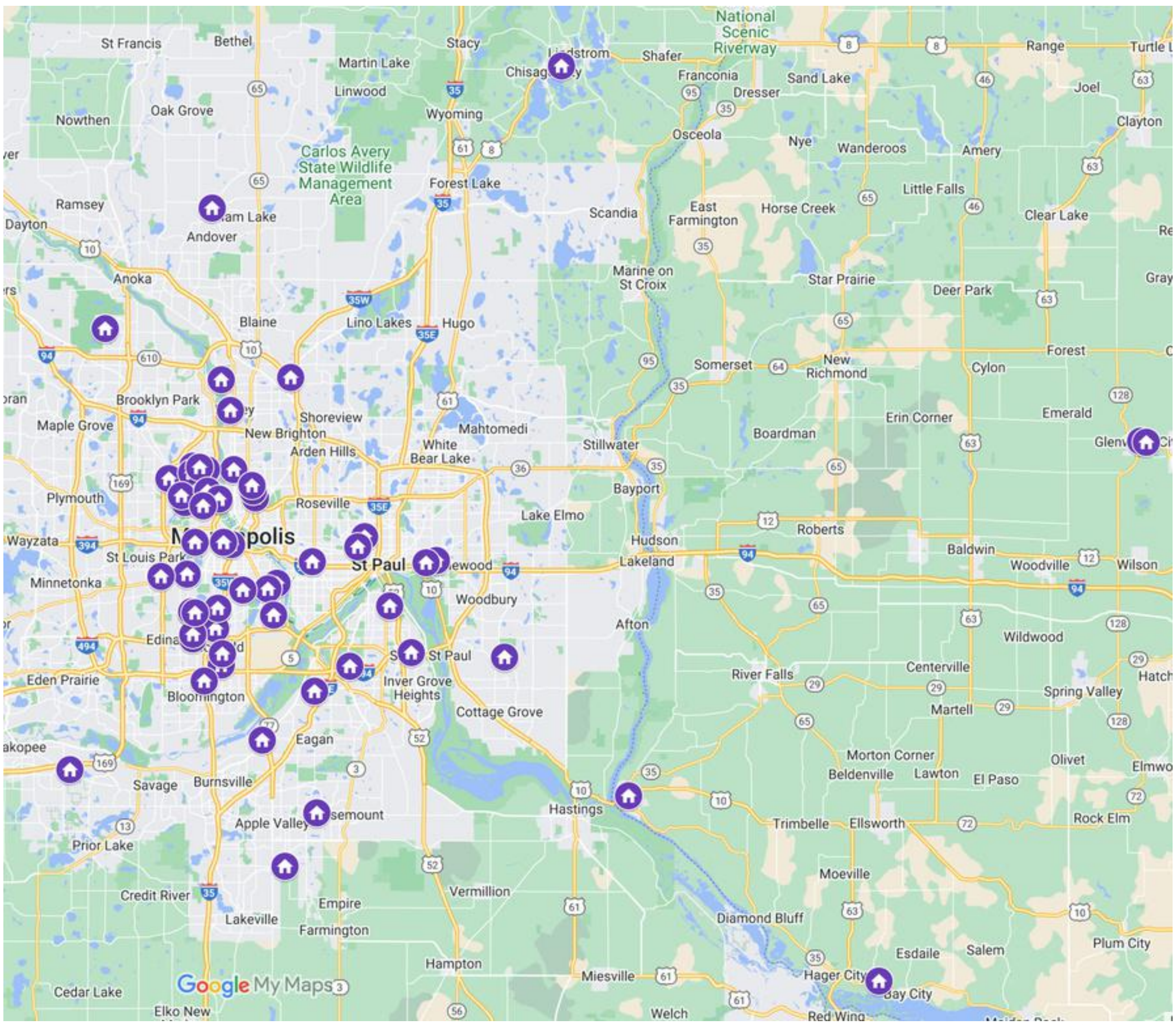
KW LAKES AGENTS BUY AND SELL MORE HOMES THAN ANY OTHER BROKERAGE IN THE TWIN CITIES METRO

KW Lakes is consistently outperforming the competition by doing a significant amount of business relative to the rest of the Northstar MLS (which covers the 13-County Metro and Western WI). The Keller Williams guiding principles are:

WIN/WIN or no deal
INTEGRITY do the right thing
CUSTOMERS always come first
COMMITMENT in all things
COMMUNICATION seek first to understand
CREATIVITY ideas before results
TEAMWORK together everyone achieves more
TRUST starts with honesty
EQUITY opportunities for all
SUCCESS results though people

I'M PROUD TO BE IN THE TOP 20% OF PRODUCING AGENTS AT KW LAKES

- 2024 Platinum Circle ($8+ million closed)
- 2023 Gold Circle ($5-8 million closed)
- 2022 Silver Circle ($2-5 million closed)



2024 SALES

on Google
check out my reviews and testimonials

KELLERWILLIAMS REALTY INTEGRITY LAKES

AGENCY RELATIONSHIPS IN REAL ESTATE TRANSACTIONS

MINNESOTA LAW REQUIRES that early in any relationship, real estate brokers or salespersons discuss with consumers what type of agency representation or relationship they desire.[1] The available options are listed below. This is not a contract. **This is an agency disclosure form only. If you desire representation you must enter into a written contract, according to state law** (a listing contract or a buyer/tenant representation contract). Until such time as you choose to enter into a written contract for representation, you will be treated as a customer and will not receive any representation from the broker or salesperson. The broker or salesperson will be acting as a Facilitator (see paragraph IV on page two (2)), unless the broker or salesperson is representing another party, as described below.

ACKNOWLEDGMENT: I/We acknowledge that I/we have been presented with the below-described options. I/We understand that until I/we have signed a representation contract, I/we am/are not represented by the broker/salesperson. I/We understand that written consent is required for a dual agency relationship.

THIS IS A DISCLOSURE ONLY, NOT A CONTRACT FOR REPRESENTATION.

(Signature)	(Date)	(Signature)	(Date)

I. **Seller's/Landlord's Broker:** A broker who lists a property, or a salesperson who is licensed to the listing broker, represents the Seller/Landlord and acts on behalf of the Seller/Landlord. A Seller's/Landlord's broker owes to the Seller/Landlord the fiduciary duties described on page two (2).[2] The broker must also disclose to the Buyer material facts as defined in MN Statute 82.68, Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. (MN Statute 82.68, Subd. 3 does not apply to rental/lease transactions.) If a broker or salesperson working with a Buyer/Tenant as a customer is representing the Seller/Landlord, he or she must act in the Seller's/Landlord's best interest and must tell the Seller/Landlord any information disclosed to him or her, except confidential information acquired in a facilitator relationship (see paragraph IV on page two (2)). In that case, the Buyer/Tenant will not be represented and will not receive advice and counsel from the broker or salesperson.

II. **Buyer's/Tenant's Broker:** A Buyer/Tenant may enter into an agreement for the broker or salesperson to represent and act on behalf of the Buyer/Tenant. The broker may represent the Buyer/Tenant only, and not the Seller/Landlord, even if he or she is being paid in whole or in part by the Seller/Landlord. A Buyer's/Tenant's broker owes to the Buyer/Tenant the fiduciary duties described on page two (2).[2] The broker must disclose to the Buyer material facts as defined in MN Statute 82.68, Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. (MN Statute 82.68, Subd. 3 does not apply to rental/lease transactions.) If a broker or salesperson working with a Seller/Landlord as a customer is representing the Buyer/Tenant, he or she must act in the Buyer's/Tenant's best interest and must tell the Buyer/Tenant any information disclosed to him or her, except confidential information acquired in a facilitator relationship (see paragraph IV on page two (2)). In that case, the Seller/Landlord will not be represented and will not receive advice and counsel from the broker or salesperson.

III. **Dual Agency - Broker Representing both Seller/Landlord and Buyer/Tenant:** Dual agency occurs when one broker or salesperson represents both parties to a transaction, or when two salespersons licensed to the same broker each represent a party to the transaction. Dual agency requires the informed consent of all parties, and means that the broker and salesperson owe the same duties to the Seller/Landlord and the Buyer/Tenant. This role limits the level of representation the broker and salesperson can provide, and prohibits them from acting exclusively for either party. In a dual agency, confidential information about price, terms and motivation for pursuing a transaction will be kept confidential unless one party instructs the broker or salesperson in writing to disclose specific information about him or her. Other information will be shared. Dual agents may not advocate for one party to the detriment of the other.[3]

Within the limitations described above, dual agents owe to both Seller/Landlord and Buyer/Tenant the fiduciary duties described below.[2] Dual agents must disclose to Buyers material facts as defined in MN Statute 82.68, Subd. 3, of which the broker is aware that could adversely and significantly affect the Buyer's use or enjoyment of the property. (MN Statute 82.68, Subd. 3 does not apply to rental/lease transactions.)

AGENCY RELATIONSHIPS

AGENCY RELATIONSHIPS IN REAL ESTATE TRANSACTIONS

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IV. **Facilitator:** A broker or salesperson who performs services for a Buyer/Tenant, a Seller/Landlord or both but does not represent either in a fiduciary capacity as a Buyer's/Tenant's Broker, Seller's/Landlord's Broker or Dual Agent. **THE FACILITATOR BROKER OR SALESPERSON DOES NOT OWE ANY PARTY ANY OF THE FIDUCIARY DUTIES LISTED BELOW, EXCEPT CONFIDENTIALITY, UNLESS THOSE DUTIES ARE INCLUDED IN A WRITTEN FACILITATOR SERVICES AGREEMENT.** The facilitator broker or salesperson owes the duty of confidentiality to the party but owes no other duty to the party except those duties required by law or contained in a written facilitator services agreement, if any. In the event a facilitator broker or salesperson working with a Buyer/Tenant shows a property listed by the facilitator broker or salesperson, then the facilitator broker or salesperson must act as a Seller's/Landlord's Broker (see paragraph I on page one (1)). In the event a facilitator broker or salesperson, working with a Seller/Landlord, accepts a showing of the property by a Buyer/Tenant being represented by the facilitator broker or salesperson, then the facilitator broker or salesperson must act as a Buyer's/Tenant's Broker (see paragraph II on page one (1)).

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(1) This disclosure is required by law in any transaction involving property occupied or intended to be occupied by one to four families as their residence.

(2) The fiduciary duties mentioned above are listed below and have the following meanings:
Loyalty - broker/salesperson will act only in client(s)' best interest.
Obedience - broker/salesperson will carry out all client(s)' lawful instructions.
Disclosure - broker/salesperson will disclose to client(s) all material facts of which broker/salesperson has knowledge which might reasonably affect the client(s)' use and enjoyment of the property.
Confidentiality - broker/salesperson will keep client(s)' confidences unless required by law to disclose specific information (such as disclosure of material facts to Buyers).
Reasonable Care - broker/salesperson will use reasonable care in performing duties as an agent.
Accounting - broker/salesperson will account to client(s) for all client(s)' money and property received as agent.

(3) If Seller(s)/Landlord(s) elect(s) not to agree to a dual agency relationship, Seller(s)/Landlord(s) may give up the opportunity to sell/lease the property to Buyer(s)/Tenant(s) represented by the broker/salesperson. If Buyer(s)/Tenant(s) elect(s) not to agree to a dual agency relationship, Buyer(s)/Tenant(s) may give up the opportunity to purchase/lease properties listed by the broker.

NOTICE REGARDING PREDATORY OFFENDER INFORMATION: Information regarding the predatory offender registry and persons registered with the predatory offender registry under MN Statute 243.166 may be obtained by contacting the local law enforcement offices in the community where the property is located, or the Minnesota Department of Corrections at (651) 361-7200, or from the Department of Corrections Web site at www.corr.state.mn.us.

MN:AGCYDISC-2 (8/19)

YOUR GOALS

PRICE, LOCATION, and CONDITION: This is the trifecta! But depending on your budget, your timeline, and other factors, all three may not always come together. Often times we are realistically looking for your "80% House" as opposed to 100% (nothing is perfect)! As you're getting prepared for homebuying mode, ask yourself:

- What is the MOST important of these three considerations? Is it the same for all parties involved?
- Do you have any flexibility?

Likewise, when we start to build your search and look at homes, I will ask you straightforward questions such as:

- What if you found the perfect home but it was across the school attendance boundary you were hoping for?
- What if you find the perfect location and condition but the price is slightly higher than you wanted? Is it worth it if you plan to be there long enough to build equity?
- Are you willing to do some repairs and cosmetic updates to bring the condition up to your standard if the layout and the location are perfect for you?

YOUR FUTURE HOME: NEEDS AND WANTS

What are your NEEDS vs. your WANTS? Remember, these could always change as we go through the process, so stay adaptable and keep re-evaluating!

NEEDS are often permanent things that can't easily change, like the number of bedrooms, the general layout, the school district, or the size of the garage.

WANTS can be achieved more easily or they are "bonus features" like a fenced-in yard, a dishwasher, or an updated kitchen.

THE BUYING PROCESS

It's nice to break down the home-buying process into easy steps, but between the lines there are a lot of little details to keep organized. That's what your agent is here for! I will be helping you navigate every step of the way for you so you are always confident about your next steps.

I'M HERE TO MAKE IT EASY!

BUYER CONSULTATION

FINANCING: GET PREAPPROVED

THE HOME SEARCH

MAKE YOUR OFFER

INSPECTION & NEGOTIATIONS

PENDING/ APPRAISAL

FINAL STEPS/CLEAR TO CLOSE

CLOSING!

01 BUYER CONSULTATION

- Discuss your goals, needs, and wants
- Get a grasp on market conditions and learn the ropes!
- Review Agency Disclosure and sign Buyer Agreement

02 GET PREAPPROVED

- Provide your financial information to a trusted lender (or a few - it's okay to shop around!)
- Understand your debt to income ratio and what you can afford
- Determine your monthly mortgage payment (PITI) and set your budget
- Get a pre-approval letter
- Keep your credit score and income steady - if anything changes your preapproval may be affected.

03 THE HOME SEARCH

- Set up your automatic email search in OneHome - we can adjust at any time
- Download the HomeSpotter app for quick access to listings
- Calibrate! Check out some homes and see what works for you and what doesn't
- Narrow down the search as needed
- Off-market and pre-market listings: I will keep an eye on listings that may be available to view off the MLS (less competition!)

04 MAKE YOUR OFFER

- Familiarize yourself with the Purchase Agreement and learn how to write a competitive offer
- Review comparable properties, seller disclosures, and TISH
- Set your terms
- Negotiation/counter-offer

05 INSPECTION & NEGOTIATION

- Deposit your Earnest Money
- Perform a home inspection to identify defects, especially where health and safety is concerned
- Consider sewer, radon, or other specialized inspections
- Negotiate repairs as needed
- All inspections and negotiations must be done during the Inspection Period
- If you have a Homeowner's Association, you will have a Statutory Rescission Period to review HOA terms.

06 PENDING & APPRAISAL

- Shop for home insurance and send proof of coverage to lender
- Title Company performs the Title Search and coordinates your closing date
- Lender orders the appraisal to determine the market value of the home
- Appraisal results - if the home appraises lower than the Offer Price you may need to re-negotiate with the Seller
- Stay in close contact with your lender to lock in your interest rate and loan terms
- Certify funds needed for closing

07 FINAL STEPS

- Written Statement and "Clear to Close" from Lender
- Review and sign final closing disclosure
- Final ALTA from Title Company with cash needed to close
- Initiate wire transfer or cashier's check
- Final Walk Through
- Pre-sign documents if possible

08 CLOSING DAY!

- Bring your valid ID and cash to close (wire or cashier's check)
- Sign, sign, sign!
- Set up utilities and transfer mail
- Get your keys!
- Change the locks
- File Homestead status

After closing day, I am always available if you need anything!

FINANCING: OBTAINING A MORTGAGE

The first step to getting a mortgage is to obtain a pre-approval which will be issued by a mortgage originator. There are two main types of mortgage originators: mortgage brokers and mortgage loan officers. A mortgage broker acts as a middleman, working with various lenders to find the best loan options and rates for a borrower. They handle much of the application process and are typically paid a commission by the lender. In contrast, a mortgage loan officer works for a single financial institution, like a bank or credit union, and can only offer that institution's specific loan products.

You are HIGHLY encouraged to shop around to find the best fit for your financial situation and your needs. Although interest rates are generally similar across different lenders, there could be other considerations that affect your mortgage amount such as lender-specific loan programs and your eligibility for downpayment assistance. For example, some banks will have in-house programs that waive the borrower’s Private Mortgage Insurance, or they may offer certain forgivable grant amounts or help with closing costs. Although you may love your bank or credit union, mortgages aren’t always their focus, so they may not offer some perks that a mortgage-specific lender or a broker could. Note: As part of Consumer Protection laws, you can have your credit pulled by multiple lenders/brokers within a 14-day period without your credit being negatively affected.

WHAT TO HAVE ON HAND:

- Your government-issued photo ID and Social Security number.
- Current and previous residential addresses for the last two years.
- Pay stubs from the last 30 days (or more if your income fluctuates) and W-2 forms from the last two years, more may be needed in some situations.
- Federal tax returns from the last two years or more.
- If you're self-employed, you'll likely need business tax returns, profit and loss statements, and business bank statements.
- Documentation for any other sources of income, such as Social Security benefits, pension, disability, alimony, or child support.
- Contact information for your employers over the past two years.
- Assets and Debts such as bank statements (checking and savings) for the last two to three months, including all pages.
- Statements for retirement and investment accounts (e.g., 401(k), IRA, stocks) for the last two to three months.
- A list of all your debts, including credit cards, auto loans, student loans, and other personal loans, with their monthly payments and balances.

Once you gather all the above information (tedious, right?), you've done a lot of the hard work already! Now, you get to apply for a loan. Usually the best way to get started is to fill out the lender's online application. Don't worry if you don't have all the answers, just do your best and they'll follow up with anything else they need. Remember there is usually not a one-size-fits-all approach in mortgage lending because everyone's financial situation is different. If you've been working one job with a set salary, the process will be easier. If you're working multiple jobs, you have tipped income, or you're self-employed (or all three) the process will be more complex. **Ultimately, the lender needs to package your financial information into their algorithm to generate a pre-approval by evaluating your ability to pay back the loan. The main factors they will take into consideration are your income and your debt (debt-to-income ratio) and your employment history.**

DO'S AND DO-NOT'S

While you are searching for a home, there are some VERY IMPORTANT do's and do-not's to remember. Once you've received your pre-approval, it will usually be good for 90 days. If you haven't purchased anything during this time, the lender will likely just need some updated financial information (paystubs, tax returns, etc.) to "refresh" your pre-approval. Remember that **the lender is on your team!** If you have any concerns about changes to your financial situation, for better or worse, let them know! It's a lot easier for them to solve a potential problem pro-actively.

DO:

- Keep your credit score the same or better by paying all bills, loans, and credit cards ON TIME.
- Report any changes in your employment, even if it's a positive like a raise or bonus.
- Ask your lender before making any large or out-of-the-ordinary purchases.

DO-NOT:

- Quit or change employment.
- Take out any new lines of credit, even if they're small
- Let anyone else pull your credit.
- Increase the balance of your credit cards.
- Make any cash deposits - if you're using a "gift" from friends or family, there is a very specific way to go about it that your lender will advise.

UPFRONT AND CLOSING COSTS: WHAT TO EXPECT

UPFRONT COSTS

expenses that you will have ahead of closing

- **EARNEST MONEY** will be somewhere around 1%-2% of the sale price. The earnest money deposit is made to show the seller that you are entering into the transaction with good faith. Unless you choose to make it non-refundable, your earnest money is fully refundable if you back out during an inspection, if your financing falls through, or if the deal falls through due to the non-performance of the Seller. When you close, the earnest money will be credited towards your closing costs.
- **HOME INSPECTION** The cost of the home inspection is paid by the Buyer. A basic single family home inspection costs between $450-$650. Additional add-on services such as sewer scope, chimney inspection, or radon gas testing can cost $150-$250 per service. If you back out of the deal, this money is non-refundable. However, if you uncover something "scary" that we can't negotiate, you will be relieved to have spent the money!

CLOSING COSTS

these costs are bundled into one "Cash at Closing" amount that you'll pay at the closing table

- **LOAN-RELATED FEES** The Buyer is responsible for paying the appraisal fees, which can be between $450-$700. If there are any issues with the appraisal that require a follow up inspection, the Buyer may need to cover these costs as well. There are a handful of additional fees collected by the lender to process your loan application, this covers the costs of tasks like underwriting and credit risk analysis. Typically these come out to between 0.5% and 1% of the loan amount. Note: sometimes your appraisal fee is paid ahead of closing.
- **DISCOUNT POINTS** Discount points are "bought" at the time of purchase to reduce the interest rate of your loan. When the term point is used, it generally refers to one discount point which is 1% of the loan amount. How much the point reduces the interest rate varies by the lender, it may be around 0.125% to 0.25%.

UPFRONT AND CLOSING COSTS:

- **TITLE PROCESSING & TITLE INSURANCE** The Title company crosses the t's and dots the i's for the sale and title transfer. They will collect all the ownership, tax, and lien information (a.k.a. the title search) about your property to insure the title is transferred smoothly. They also provide title insurance to protect you and the lender from anything that may come up after closing – VERY important and often required by the mortgage lender.
- **PROPERTY TAXES & INSURANCE ESCROW** If you have a mortgage, property taxes and homeowners' insurance are usually paid as part of your monthly payment; the bank will pay on your behalf twice per year when taxes are due and quarterly or annually for your insurance. You will likely be required to pre-pay a few months' worth of taxes and insurance at closing in order to buffer your escrow account.
- **BROKER ADMIN FEE** The Broker admin fee covers the costs of safely processing and filing your paperwork. This varies by broker; mine charges $499 which is pretty typical.

LESS COMMON COSTS

uncommon, but you should be prepared for this stuff!

- **REPAIR FUNDS** Sometimes, the appraiser or the municipality will require repairs that are considered a health or safety concern; this could happen before closing or afterwards, in which case the funds usually need to be "escrowed." Examples are peeling paint, a crumbling chimney, or a broken window. These costs may be paid by the Seller, but in a competitive market the Buyer might have to cover all or some of the amount.
- **ATTORNEY FEES** Some Buyers choose to hire a real estate attorney, especially if the transaction is particularly complex. If you need advise on the legal implications of your contracts, an attorney will need to be consulted. Some have a one-time fee, others pay by the hour. You can expect to pay at least $1,000 for attorney services if applicable.

SEARCHING FOR YOUR HOME

START WITH YOUR PITI!

PITI stands for Principal, Interest, Taxes and Insurance - this is what your monthly mortgage payment is comprised of. While the Principal and Interest payment will remain the same, keep in mind that your property taxes and homeowners insurance do tend to increase over time. The point here, is that we want to make sure that your PITI is at a comfortable level for you and your situation. From there, we can back out the Sale Price of the home(your budget).

AUTOMATED EMAIL SEARCH

Once we establish your budget and your needs, we will set up an automated search through the OneHome portal, which pulls the most detailed and up to date information directly from the Multiple Listing Service (MLS). We will develop your criteria based on location, price, and home features and when any new or modified listings hit the market they will be delivered straight to your inbox. We can adjust your serach as your criteria change.

LISTING STATUS: COMING SOON, ACTIVE AND PENDING

- **Coming Soon:** The home can be viewed online but it will not be available for showings until the “Active” Date
- **Active:** The home is available for showings.
- **Active, with Contingency:** Once they accept an offer, the home will usually go into “Active, inspection” or “Active, [another contingency].” It can usually still be shown, but they cannot accept another offer unless it is a backup.
- **Pending:** At this point, the contract between the Buyer and Seller has cleared the Inspection contingency and they are just working on financing in order to close.

OFF MARKET LISTINGS

We may also have the opportunity to explore in-house “pocket” listings amongst my brokerage, and sometimes from other real estate agents - I will also be keeping an eye out for these! Keep in mind these may not be showing ready, but in exchange, you may have the ability to get in on a listing before there is any competition!

WRITING YOUR OFFER

The elements of your offer include terms like the Sale Price, the Closing Date, your earnest money amount, and various other contingencies and often times “sweeteners” to make your offer more enticing to the Seller. How strong will build your offer will depend on the amount of other Buyers interested, how much time is on the market, and frankly, what your gut is telling you!

CONTINGENCIES:

Contingencies are terms of an offer that are conditional. Less contingencies = stronger offer.

- Inspections
- Your mortgage financing
- Sale of Buyer’s home
- Appraisal
- Statutory rescission (HOA document review)

DOWNPAYMENT/FINANCING:

Is the offer financed (vs. cash)? Is it conventional, FHA, VA or another type of financing? What is the % of the sale that is funded with a cash downpayment?

APPRAISAL:

If the offer is financed, an appraisal will usually be required by the lender to determine the market value of the property. Appraisals are a contingency in most financed offers. Sometimes the Buyer and/or lender will offer “appraisal gap coverage” in case the property appraises lower than the Sale Price, which assures the Seller’s bottom line.

EARNEST MONEY:

Earnest money is a deposit made by the Buyer upon acceptance of their offer. Typically it is refunded if a contingency is not met (unless it is offered as non-refundable). However, if a Buyer is unable to fulfill their obligations of the contract it may be forfeited to the Seller.

A NOTE ON CASH SALES:

Why do cash sales win? No financial contingencies and no appraisal!

ACCEPTED OFFER: INSPECTION AND APPRAISAL

Your offer is accepted - CONGRATS! Now what?

EARNEST MONEY:

Your earnest money will be due within 48 hours of Offer Acceptance (i.e, when both parties have officially signed and "executed" the agreement). This money must come from YOUR bank account, it cannot come from another person as a gift. Typically we can deposit the Earnest Money online through a secure portal called Trustfunds.

THE INSPECTION PERIOD:

Your inspection period (usually 7 days) will begin on the day that the Purchase Agreement is Executed. During this time, you are allowed to do your inspections, but you will also need to leave a day or two for negotiation if necessary. Typically we will focus on negotiating health and safety type of concerns that were not previously identified in the Seller's Disclosure or during the showing - electrical, foundational, water intrusion - rather than smaller maintenance-related repairs.

APPRAISAL AND FINANCING CONTINGENCY::

If the offer is financed, an appraisal will usually be required by your lender to determine the market value of the property (because the bank does not want to lend you more than the house is worth). Appraisals are a contingency in most financed offers - if the appraisal value falls short, we go back to the negotiation table. Sometimes the Buyer and/or lender will offer "appraisal gap coverage" in case the property appraises lower than the Sale Price, which assures the Seller's bottom line. Financing in general is a contingency, if something happens such as losing a job that makes it so you're unable to obtain the mortgage, the deal will fall through and typically your earnest money will be returned.

OTHER CONSIDERATIONS

HOMEOWNER'S INSURANCE

Once you're through the inspection period, you can start shopping for Homeowner's Insurance. I have a list of great referrals for you! Usually it will make the most sense financially to bundle with your Auto or other insurance plans. SHOP AROUND because unlike interest rates, premiums can vary greatly between providers.

WORKING WITH THE TITLE COMPANY

The Title company is the third member of your team who works with your lender and your agent to finalize all the paperwork, and to facilitate the payment and deed transfer. They will do a Title Search to ensure your Title is clear and they will also provide Title Insurance to protect you in case anything unforeseen comes up after closing. The Title Closer will be the one to meet with you at closing and collect your payment and final signatures.

LOAN COMMITMENT & CLEAR TO CLOSE

About a week or so prior to closing, your lender will usually produce a Loan Commitment or a "Written Statement" for the Seller that essentially says everything is moving along towards closing on time. Sometimes there will be a few "conditions" left such as review of updated paystubs or no changes in employment. Once ALL conditions are satisfied, that's when they will issue your Clear to Close! Don't make any big purchaes just yet... they could re-pull your information right before Closing (you can quit your job or buy the house AFTER closing).

FINAL WALK THROUGH AND CLOSING DAY!

Sometime within ~24 hours before closing we will do a final walk through to ensure the home is in its expected condition and personal property has been removed. As long as that goes well, closing will take place as scheduled and you will leave the appointment with keys in your hand!

MY PROMISE TO YOU

Real Estate is my full time job and my livelihood. When I become your fiduciary, I hold myself accountable for handling your transaction with the highest level of care. Sometimes hard conversations need to take place. I will always approach these with honesty and transparency, and with your best interest in mind. I will always listen to your input, take your feedback to heart, and continue to learn and grow in this ever-changing business.

NOTES

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Marisa Lee
REAL ESTATE

TERMS AND FAQ'S

APPRAISAL

When we sign a listing agreement, we will also review an Estimated Net Sheet in order to understand the costs and fees associated with your sale. Don't forget to include second mortgages, HELOCs, or liens that will need to be paid off when the home closes.

CONTINGENCY

Unless your sale involves an estate or the property is in poor condition, I would not typically advise an As-Is Sale. It may limit your Buyer pool and create the impression that there is something wrong with the home.

DEED/TITLE

You can choose to offer a relatively inexpensive Home Warranty plan with your sale. This is a nice gesture to Buyers and reassures them that they don't have to worry about unexpected repairs right after they move in.

EARNEST MONEY

We will work with a Title Company to ensure that all loose ends are tied up, every penny is accounted for, and your Title is clear to transfer to the next owner. Mechanic's liens, unpaid property taxes and utility bills, and the status of probate can affect the transfer of your deed. If any of these ring an alarm bell, please notify me immediately!

EQUITY

When we sign a listing agreement, we will also review an Estimated Net Sheet in order to understand the costs and fees associated with your sale. Don't forget to include second mortgages, HELOCs, or liens that will need to be paid off when the home closes.

ESCROW

Unless your sale involves an estate or the property is in poor condition, I would not typically advise an As-Is Sale. It may limit your Buyer pool and create the impression that there is something wrong with the home.

MONTHLY PAYMENT/PITI

Your PITI is made up of the Principal, Interest, property Taxes, and homeowner's Insurance.

PRIVATE MORTGAGE INSURANCE

We will work with a Title Company to ensure that all loose ends are tied up, every penny is accounted for, and your Title is clear to transfer to the next owner. Mechanic's liens, unpaid property taxes and utility bills, and the status of probate can affect the transfer of your deed. If any of these ring an alarm bell, please notify me immediately!