

KOHL REALTY

HOME BUYERS GUIDE



where the experts are™

608.345.1461
stephanie@kohlrealtywi.com
www.kohlrealtywi.com

Before We Begin



First, we need to get to know each other. I need to know your needs, or wants, and your dreams. Things you like and don't like.

And if you don't know yet, that's okay too. We will explore together. Whether this is your first home or your fifth home, I will provide you with a thorough understanding of the buying process and the ever changing real estate market.

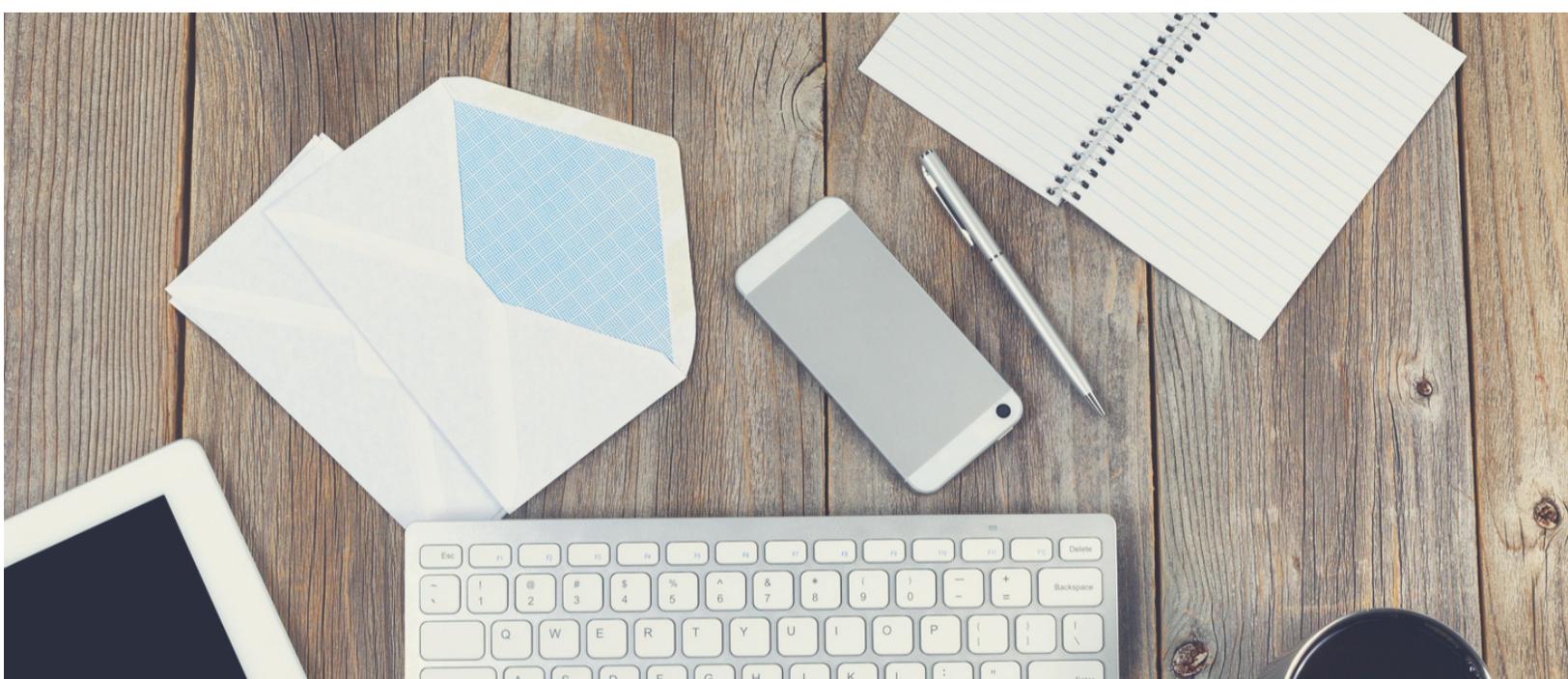
Next, we need to assess your buying power with a trusted lender. It is important to get yourself pre-approved before you start house hunting. We need to know what we're looking for! It can take a little while for your lender to go through the pre-approval process so it's best to plan ahead and do this before you start looking. That way you are ready to go when you find your perfect home.

Find Your Lender

I can't stress enough how important it is to work with a lender that is responsive, easy to work with, and fast.

Trust me, you do not want to find out a week before closing that your lender dropped the ball and you can't buy your house!

Most buyers don't realize that the lender you go with can make or break your offer. Realtors know the "good" lenders from the "bad" ones and if you are working with a bank or lender that is known for being difficult to work with or for taking too long for financing, they will be less likely to accept your offer.



I typically recommend a Mortgage Company versus a Bank. I think of it like going to a cardiologist for your heart versus a general doctor.. they are specialists! They tend to have more freedom and flexibility and quick turn around times.

I have some favorite agents so if you are interested in setting up a meeting with them, let me know and I can get you some contact info.

The Hunt

I will set you up with a Personalized Home Search Center that is directly connected to the MLS and is updated every 15 minutes! Your search center will show you all homes that match your personal search criteria and will automatically email you when you have a new match.

Showings: When you find something that you would like to see, we will schedule a private showing. I will be available to you as much as possible to view homes. I recommend seeing no more than 4-5 homes in a day. More than that and you'll be exhausted and overwhelmed. Typically we need at least 24 hours in advance to schedule showings for the homes you would like to see. After a set of showings we will take a moment to recap and talk about the pros and cons and your likes and dislikes.

Open Houses: Please do not visit an Open House without me. I legally need to see the property before putting in an offer, plus I would miss out on some quality time with you! Every house we look at together helps me get to know you better and learn your preferences and needs.

When to Start the Hunt:

The timing varies so much. I've had buyers that take 1 day to find the perfect home and others that take 1 year. But for most cases, it takes a few months from start to finish until you are in your new home.

*Depending on what part of the month you close in, you'll have 1-2 months after closing before your first mortgage payment is due.



Contingencies exist to protect You, the Buyer



Inspection Contingency: Recommended for every home. Typically 10-15 days until deadline. Anything listed in the Real Estate Condition Report must be addressed up front with the Offer to Purchase. Anything found in the Inspection that you would like to request repair on, is done with an amendment.

*Radon Testing may be added on to the Inspection if you choose.



Financing Contingency: For every transaction unless it's a cash offer. Typically 30-45 days until deadline. Includes your lender processing, underwriting, and approving your loan.



Appraisal Contingency: Protects you from overpaying for the house. Your lender will order one either way and will only finance the amount the house appraises for.



Buyer's Home Sale Contingency (aka Bump Clause): Contingent on selling and closing of your current home. You can remove the contingency after accepting an offer on current home, but before you do, a Secondary Offer can "bump" you out. A Bridge Loan may be an option for you depending on your financial situation and your lender. Talk to your lender.

Next Steps After an Accepted Offer

- 1** Send Your Earnest Money
- 2** Order Inspection
- 3** Order Appraisal (lender)
- 4** Sale of Buyer's Home (if applicable)
- 5** Order Home Owners Insurance
- 6** Loan Commitment
- 7** Final Walk Through
- 8** Closing... Sign a bunch of papers and get the keys!
The house is now yours!

Your Costs



Pre-Closing Costs:

These costs are out of pocket costs to you that happen *before* closing. Please plan accordingly.

1. **Earnest Money:** Typically 1% of the purchase price paid within 3 days of your accepted offer to be held in the Trust Account of the Listing Agent's Firm. This check will be cashed and then credited towards your closing costs

2. **Home Inspection:** Typically \$300-\$400 plus an additional \$100-\$125 for optional Radon Testing. Additional Inspections may be added for an additional cost if deemed necessary depending on the house (ie: Chimney, Roof, Foundation, Electrical, Pool)

Closing Costs:

These costs are paid at closing with a cashiers check (not a personal check). They include your downpayment, lender processing and underwriting fees, and home owners insurance prepaid for your first year.

The amount of these costs vary so please talk to your lender.

Buyer Agency

In the State of Wisconsin, Buyer Agency is required by law in order for me to represent you and talk frankly about the properties we see together. Agency Law establishes what type of relationship you will have with a Realtor and what type of representation will be provided to you.

A Real Estate Agent working with a buyer *without* a Buyer Agency Contract is, by law, working as an agent of the seller and is prohibited by law from giving the buyer critical advice such as professional opinion of price or in suggesting negotiation strategies.

Buyer Agency is the Only way I can Legally work in your best interest and Negotiate on your behalf

- Expressing a professional opinion of the seller's asking price based on a comparative market analysis prepared for you
- Negotiating exclusively on your behalf throughout the transaction
- Critiquing a seller's property beyond disclosing defects
- Advising on, writing the offer, and drafting provisions in your best interest
- Responding honestly and accurately to questions concerning the property
- Providing community data and market conditions
- Accompanying you to the closing and assist through the process

Commission to the Buyer's Agent is typically paid by the Seller. Which means that it is Free to the Buyer! So there's no reason not to have someone working on your behalf.

Multiple Representation

You will see this section on your Buyer's Agency Contract and you'll need to make a choice:

CHECK ONLY ONE OF THE THREE BELOW:

- The same firm may represent me and the other party as long as the same agent is not representing us both (multiple representation relationship with designated agency).
- The same firm may represent me and the other party, but the firm must remain neutral regardless if one or more different Agents are involved (multiple representation relationship without designated agency).
- The same firm cannot represent both me and the other party in the same transaction (I/we reject multiple representation relationships).

This section asks you to choose how you would like me to represent you in the event that you are interested in writing an offer on a house that is listed by either myself or another agent in my firm, Realty Executives Cooper Spransy.

The most commonly appropriate option is #1, but here's a breakdown of each scenario so you can choose what you prefer:

1. = it's okay if the house we want to buy is listed by an agent that is also part of the firm Realty Executives Cooper Spransy, as long as the agent for the listing is not Stephanie Kohl.
2. = it's okay if Stephanie Kohl is also the listing agent for the house I want to buy. Stephanie would legally need to remain neutral in this situation and I'm okay with that.
3. = it is Not okay for the listing agent of the house I want to buy to be part of Realty Executives Cooper Spransy at all, even though it's a different agent.

What sets me apart

Not all Realtors are created equal. I try to offer an elevated experience to every one of my clients. I do my best to keep the experience pleasurable for all parties involved.

Respect: I am going to work hard for you. I will do my best to have a good attitude and be a positive force during this adventure. And I ask the same of you!

Honesty: I am not going to try to sell you on every home we see. I will give you the facts that matter most so that you are informed with every detail of the home. I will not only point out positives but I will point out negatives that you should consider as well.

Communication: I will be in touch with you in a variety of ways, from sending you daily listing alerts to showing appointments and weekly check-ins via your preferred method of communication. I will be reachable when you need me and respond quickly to any correspondence between you and the sellers or listing agents. I also ask that you keep in communication with me and respond in a reasonable amount of time. There are many time sensitive pieces once an offer is on the table. Please provide me with contact methods that you check regularly.

Support: As your agent, it is my job to work for your best possible price and terms. I take that very seriously. I will run a market analysis on the house so that we're not just throwing a dart. I will negotiate terms in your best interest and present an offer that has the best chance of being accepted. I will explain contracts and contingencies to you, manage details and meet deadlines. There are a lot of moving parts in a home purchase transaction and I will be on top of them all.

You get only me: I don't work with a team, and that is by choice. I limit the number of sellers and buyers that I take on at one time so that I can give my clients the attention they deserve. I specifically chose not to be a "buyers agent" or "listing agent", I'm both! That keeps me up to speed on the both sides of the market so I can better serve my clients. I won't pawn you off onto another agent after our initial meeting and I don't have an assistant. When you call me, you talk to me, and I am personally with you through the entire journey.

I make friends with other Realtors: It might sound silly but not everyone does this. 10% of all realtors do about 90% of the sales in this area which means I work with many of the same Realtors and it's important for us all to play nice. Even when things go wrong I keep a respectful attitude, communication lines open, and respond quickly. When there are multiple offers on a property and you have an agent that is known to be knowledgeable and easy to work with, it strengthens your offer.

