

home buyer

WWW.DEREKCOLWELL.REALTOR

The Insider's Guide To

BUYING YOUR NEXT HOME

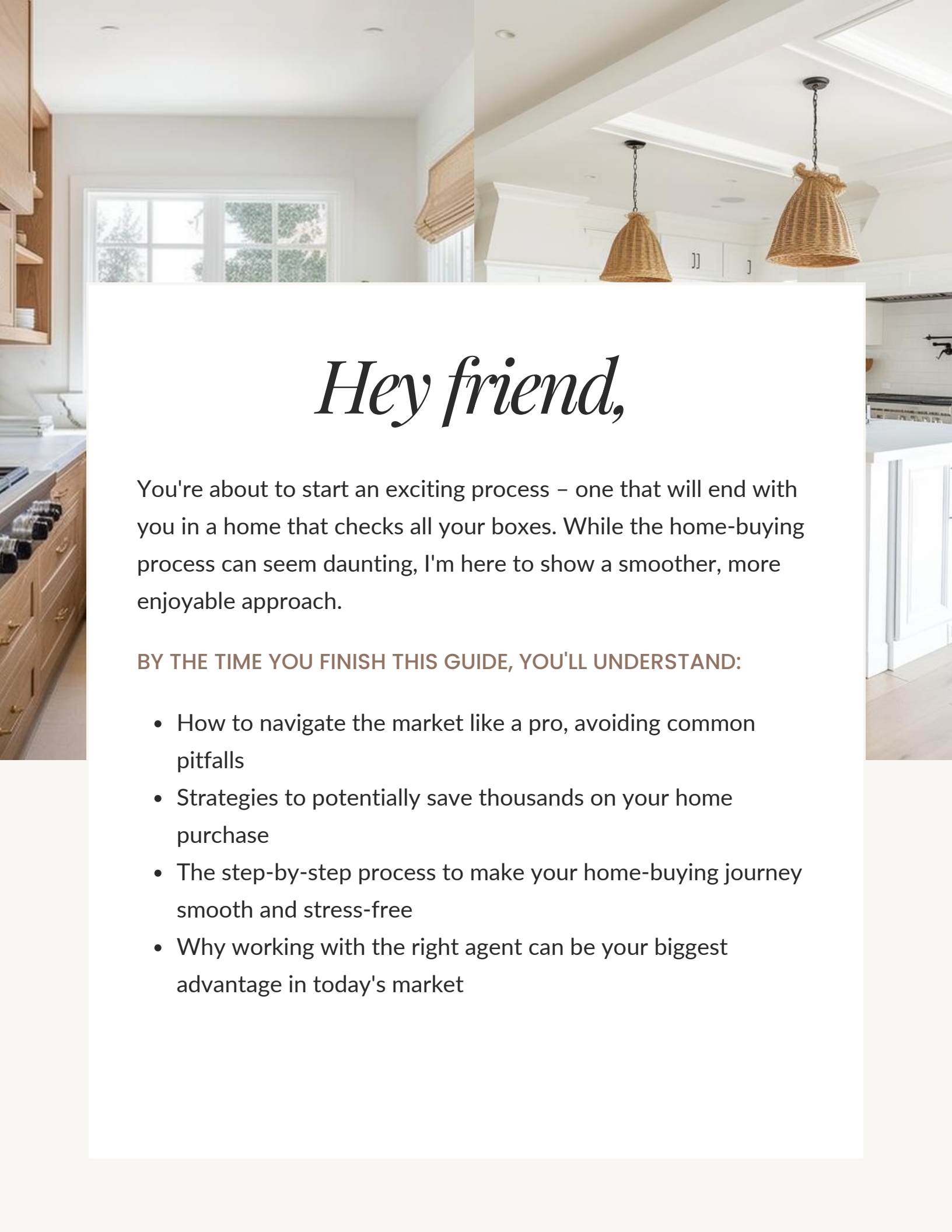
EVEN IN A CRAZY COMPETITIVE MARKET



Derek Colwell

YOUR LOCAL REALTOR®

Serving the Omaha and the
Surrounding Area for the last 3 years



Hey friend,

You're about to start an exciting process – one that will end with you in a home that checks all your boxes. While the home-buying process can seem daunting, I'm here to show a smoother, more enjoyable approach.

BY THE TIME YOU FINISH THIS GUIDE, YOU'LL UNDERSTAND:

- How to navigate the market like a pro, avoiding common pitfalls
- Strategies to potentially save thousands on your home purchase
- The step-by-step process to make your home-buying journey smooth and stress-free
- Why working with the right agent can be your biggest advantage in today's market

hey there. Nice To Meet You!

SO YOU'RE THINKING OF BUYING A HOME?

I'm Derek, and I'm committed to making your home-buying experience better.

When I bought my first home, I realized how much easier and more enjoyable the process could be with the right guidance. That experience inspired me to become a real estate agent who does things differently.

My goal is straightforward: to help you find the best home for you and secure the best possible deal in this market.

I'm here to look out for your best interests at every turn, making the process as smooth and advantageous for you as possible.

Ready to experience a different kind of home buying journey? Let's get started!



Who You Partner With Matters

INDUSTRY INSIGHT THAT PAYS OFF

With years of experience in real estate, I've mastered the ability to spot great deals and market trends early. This means:

- My data-driven advice maximizes your investment potential
- You'll benefit from my ability to spot hidden opportunities
- Expect transparent recommendations from me, empowering your decisions



CONNECTED AND IN-THE-KNOW

In this business, who you know can be as important as what you know:

- You'll have access to my vetted network of top industry professionals
- My industry connections mean early looks at upcoming listings for you
- Need renovation help? I'll connect you with trusted contractors





Common Challenges You Might Encounter

HOME BUYING HURDLES I'VE OBSERVED

1. *Information Overload*

- With countless listings online, it's easy to feel overwhelmed.
- How do you know which properties are truly worth your time?

2. *Competitive Market*

- In hot markets, desirable homes can receive multiple offers
- How can you make your offer stand out without overpaying?

3. *Hidden Costs*

- From inspection fees to closing costs, unexpected expenses can add up quickly.
- How do you budget effectively?

4. *Time Pressure*

- Balancing home searches with your daily life can be stressful.
- How do you ensure you don't miss out on great opportunities?

5. *Complex Paperwork*

- The legal documents involved in buying a home can be confusing.
- How do you ensure you understand what you're signing?

6. *Negotiation Missteps*

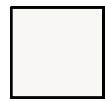
- Without a proper strategy, it could leave money on the table.
- How do you secure the best price through negotiation?

Over the years, I've noticed a pattern: buyers who try to navigate this process alone or with the wrong agent often end up stressed, overwhelmed, and sometimes with a home that's not quite right for them.



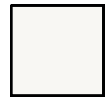
What Could These Challenges Mean for You?

POTENTIAL IMPACTS ON YOUR HOME BUYING JOURNEY



1. Loss of Your Dream Home

That perfect house slips through your fingers because you hesitated too long.



2. Financial Stress

Unexpected costs blindside you, straining your savings and peace of mind.



3. Settling for Less

You end up compromising on important features because you feel pressured or uninformed.



4. Buyer's Remorse

You rush into a decision and later regret it, stuck with a home that doesn't truly fit your needs.



5. Family Tension

The stress of the home search starts affecting your relationships and work life.



6. Negotiation Nightmares

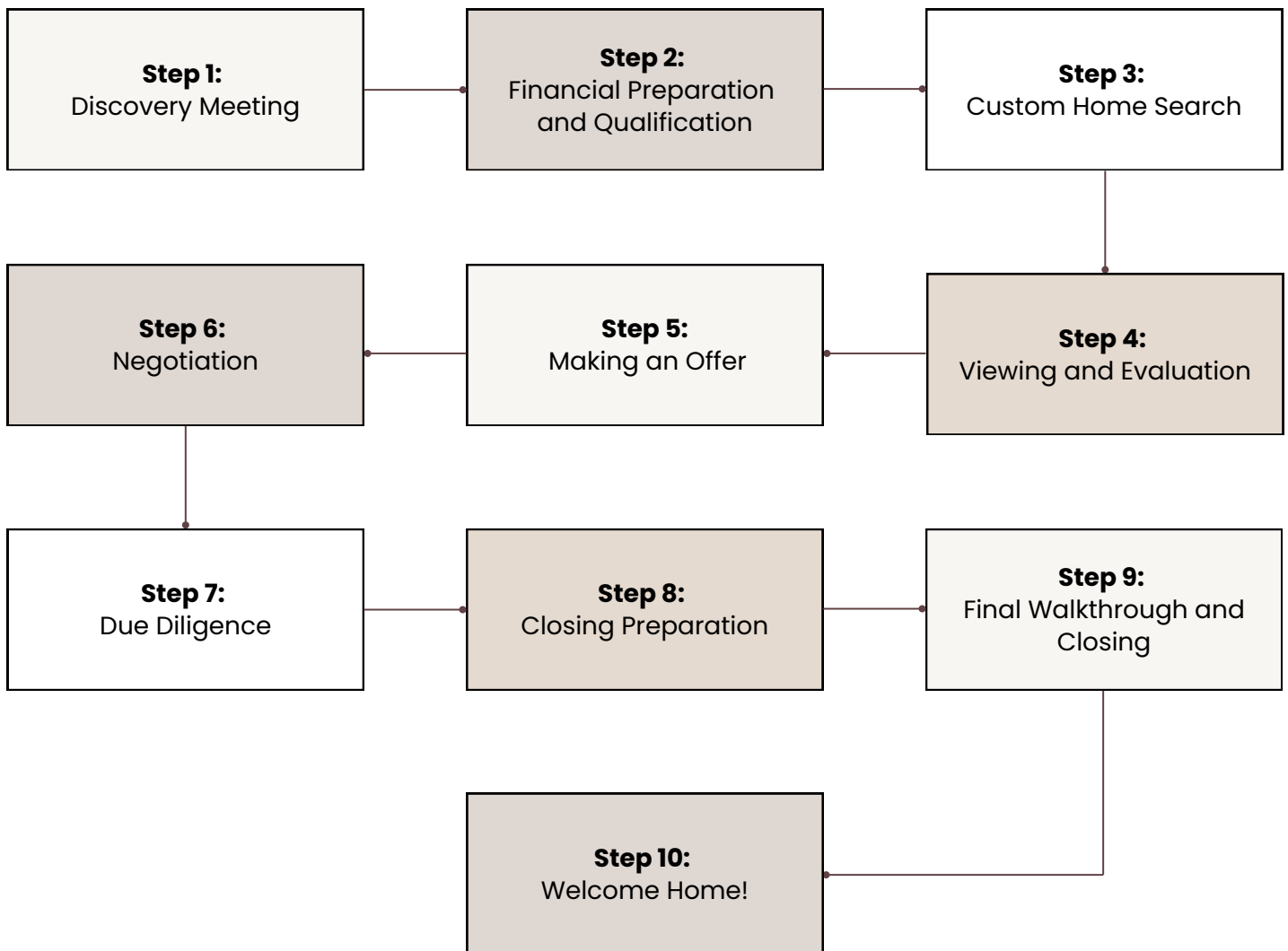
You overpay for your home, leaving less for furnishings or renovations.

But there's good news: with the right approach, these challenges can be avoided. Let me show you how.

Your Simple Path to Home Ownership

MY TRIED AND TRUE HOME BUYING METHOD

My 10-step approach makes home-buying efficient and stress-free, avoiding common challenges. Here's our game plan



I Make it Easy. You Make it Home.

BREAKING DOWN MY 10 STEP APPROACH

My goal is to get you the best deal possible on a home that truly fits your needs, all while making the journey smooth and understandable.

Step 1: Discovery Meeting

- It's a comprehensive consultation to understand your needs wants, and budget.
- I'll create a customized home-buying strategy tailored to your specific situation
- I will walk you through the Buyer-Broker Agreement explaining our relationship and how I'll be compensated
- After this meeting you'll know exactly how much purchasing your home will cost from the start

Step 2: Financial Preparation

- I'll connect you with trusted lenders from my vetted network of top industry professionals
- I'll ensure you receive top-notch service and the best possible financing options
- We will sit down and I'll explain all financial documents in plain language, walking you through every line
- You'll totally understand exactly what you're signing





Step 3: Custom Home Search

- You'll get access to real-time market data and trends to inform your decisions
- I'll send you insights into neighborhood-specific information you won't find online
- I send you a curated list of properties that match your criteria, saving you time and energy
- I cut through the noise to present you with vetted, high-quality options

Step 4: Viewing and Evaluation

- I ensure flexible scheduling and a proactive approach so you never miss out on a great home
- If a home is available and you want to see it, I'll make sure you get in there.
- You'll receive an in-depth analysis of each property's value, condition, and potential
- I'll help identification of any red flags or hidden opportunities

Step 5: Making an Offer

- I'll provide data-driven strategies to help you make competitive offers without breaking your budget
- I'll leverage my relationships within the industry for your benefit
- I'll pull out all my tricks and strategies to make your offer appealing
- You'll have confidence knowing your offer is strategically crafted

Step 6: Negotiation

- We'll use smart negotiation tactics to secure the best possible deal
- I'll advocate on your behalf with your best interests in mind
- I'll leverage my industry connections and market knowledge for your advantage
- You'll benefit from my experience in handling various negotiation scenarios



Step 7: Due Diligence

- We'll have full coordination of all aspects of the purchase, from offer to closing
- You'll have access to my vetted network of inspectors and other specialists
- I'll use proactive problem-solving to address any issues that arise
- You'll have peace of mind knowing every detail is being inspected closely.

Step 8: Closing Preparation

- You'll experience my seamless transaction management to keep the process on track
- We'll have clear communication with regular updates on the progress of your home purchase
- I'll use straightforward explanations of complex processes and terms
- You'll feel confident and informed throughout the closing process

Step 9: Final Walkthrough and Closing

- We'll go to your home and have a thorough final inspection of the property to ensure everything is as agreed
- We'll ensure all conditions of the sale have been met before closing
- I'll guide you through the closing process with clarity and confidence
- You'll be fully prepared for this final step in your home-buying journey

Step 10: Welcome Home and Ongoing Support

- I'll hand you over your keys and you will start the process of moving all your belongings in your new home
- I'll assist you with any questions or concerns after you've moved in
- If you need renovation help in the future you'll have access to my connections with trusted contractors
- I'll provide you with ongoing market updates and resources for all your post-purchase needs



Understanding the NAR Settlement

HOW IT EFFECTS YOU AS A BUYER



The key change: sellers are no longer required to offer compensation to buyer's agents as a condition of listing their home on the Multiple Listing Service (MLS).

HOW DOES THIS AFFECT YOU AS A BUYER?	HOW DO I GET PAID NOW?	WHAT DOES THIS MEAN FOR YOUR HOME SEARCH?
• You may be responsible for my commission if a seller doesn't offer compensation • We need a signed agreement outlining my services and compensation. • You might need to factor potential agent fees into your home-buying budget.	• If the seller offers compensation, I can still be paid through this offer. • If no seller compensation is offered, you may need to pay me directly. • My compensation could become part of our negotiation process when making offers.	• We'll discuss my compensation upfront and have a clear agreement. • Some sellers may still offer buyer agent compensation, others may not. • We might need to negotiate my compensation as part of your offer on a home.



What If Sellers Don't Offer Agent Commission?

HERE ARE SOME FACTS TO CONSIDER

The Pros of Sellers Offering Buyer Agent Commission

When sellers offer a buyer's agent commission, it often works in your favor. This approach typically leads to a wider selection of homes for you to consider, as these properties tend to attract more attention from buyer's agents. You're likely to have access to a broader range of options that fit your criteria. Additionally, homes with offered commissions may move more quickly in the market, potentially allowing you to act fast on a property you love.

The Flip Side of Sellers Offering Buyer Agent Commission

However, it's important to understand potential drawbacks. Sellers offering commission may factor this cost into their listing price, potentially resulting in a higher asking price. This could impact your negotiating power or stretch your budget. While you don't directly pay the commission, it's ultimately part of the overall transaction cost. Consider how this aligns with your financial goals when viewing homes with and without offered commissions.

*"Derek is absolutely one of the best! I am so thankful for all of his help!
You will not be disappointed working with him!" - Lacey (Client)*

Potential Seller Approaches to Agent Compensation



Upfront Compensation Offer

With this approach, sellers are clear about their willingness to offer compensation to buyer's agents.

- We'll know from the start if the seller is offering compensation and how much.
- This transparency can make the offer process more straightforward.
- It may indicate a motivated seller, potentially giving us more room for negotiation on other terms.

Flexible Compensation Approach

This strategy keeps compensation as part of the overall negotiation process.

- The seller's agent might say, "Submit your offer, and we'll consider all terms."
- We'll need to include agent compensation as part of our offer strategy.
- This approach gives us flexibility to negotiate commission alongside other terms of the sale.



No Compensation Offered

This approach makes it clear that the seller isn't offering compensation to buyer's agents.

- We'll need to discuss how my services will be compensated, potentially by you directly.
- This might affect our offer strategy, as we may need to factor in my compensation.
- It could give us leverage to negotiate a lower purchase price, as the seller isn't paying commission.



Proof in Action

REAL SUCCESS RESULTS FOR REAL CLIENTS



Paige and Trevor (First-Time Buyers)

Challenge: Limited budget in a competitive suburban seller's market, using VA Financing

Solution:

- Aggressively toured both pre existing and new construction homes
- Leveraged by extensive network of agents and investors to identify listings pre-market
- Negotiated an offer to purchase with a homeowner that met all parties needs

Result: Secured a charming 4-bedroom ranch home below their approval limit with a large backyard and updated kitchen



The King Family (Relocating Military Buyers)

Challenge: Moving from out-of-state on a short purchasing timeline to find a home

Solution:

- Conducted virtual tours to help narrow down exactly what they're looking for
- Provided in-depth analysis of neighborhood benefits and commute times to work
- Negotiated an inspection and repairs from the seller on a tight timeline

Result: Found and closed on a home in a great neighborhood in under 30 days, with a smooth transition that included an inspection and repairs from the seller

"Derek created a very positive experience for my husband and I as first-time home buyers! From the beginning, Derek was willing to go the extra mile to help us find the perfect home" – Brooke



Rick (House Hack Investment Property)

Challenge: Finding a property with strong rental income potential under \$250,000

Solution:

- Analyzed home styles that would be best suited for his plans
- Leveraged contacts to find off-market properties
- Provided detailed ROI projections for various rental scenarios

Result: Acquired a suitable ranch home below budget that provided separated living spaces between main floor and basement to enable him to rent out a portion of his property



The Moore Family (Prior Bankruptcy Homebuyer)

Challenge: Qualifying for a home loan with a recent bankruptcy on their record

Solution:

- Focused search on homes that have been on the market for a lengthy period, to take advantage of seller urgency
- Prioritized properties in certain neighborhoods, keeping their children in desired school districts
- Negotiated the inclusion of an inspection, and seller paid for repairs

Result: Wrote 1 offer and got it accepted, with negotiated repairs, in their desired school district

"Derek has set the bar high for any future realtors we use. He listened to our wants and needs then went out and found multiple listings that matched our criteria. Never was a house pushed on us and he was more than willing to go to multiple showings a day. Oh, and did I mention we did all our search virtually with him either videoing the whole property or doing it live via FaceTime. Great alternative for a military move when you just can't get to the area. I also loved that he figured out my quirks and addressed them before I even asked. You will not regret using Derek!! We haven't"

- Saul and Emily (PCS Orders, Homebuyers)



Ready to Start Your Home Buying Journey?

You've seen the process, you've read the success stories. Now, it's your turn to experience the difference of working with me. Here's how we can begin:

1. **Free Consultation:** Let's meet for a no-obligation chat about your home buying goals. We'll discuss your needs, answer your questions, and see if we're a good fit.
2. **Custom Home Buying Strategy:** If you decide to move forward, I'll create a tailored plan just for you, leveraging all the tools and strategies we've discussed.
3. **Your Dream Home Awaits:** Together, we'll navigate the market, find your ideal home, and make it yours.



TAKE THE FIRST STEP:



Call:

402-841-9698



Email:

derek@nebraskarealty.com



Schedule Online:

www.derekcolwell.realtor

REACH OUT TODAY!

Having the right agent can make all the difference. Don't leave your home purchase to chance. Let's work together to make your home-buying experience smooth, successful, and even enjoyable.



Frequently Asked Questions

YOU MAY BE WONDERING ABOUT SOME THINGS



How much do I need for a down payment?

Typically, you'll need 3-20% of the home's purchase price. The exact amount depends on the type of loan and your financial situation. Some programs offer options with 0% down!



What's the difference between a fixed-rate and adjustable-rate mortgage?

A fixed-rate mortgage keeps the same interest rate for the entire loan term. An adjustable-rate mortgage (ARM) has an interest rate that can change periodically based on market conditions.



How long does the home buying process usually take?

On average, it takes 30-45 days from offer acceptance to closing. However, the entire process, including home searching, can take 2-6 months.



What's included in closing costs?

Closing costs typically include loan origination fees, appraisal fees, title searches, title insurance, surveys, taxes, deed-recording fees, and credit report charges. They usually range from 2-5% of the purchase price.



Do I need a home inspection?

While not always required, a home inspection is highly recommended. It can reveal potential issues with the home that may affect your decision to buy or the price you're willing to pay.



How do I know how much home I can afford?

A general rule is that your monthly home expenses should not exceed 28% of your gross monthly income. We'll work together to determine a comfortable budget based on your specific financial situation.



What's PMI?

Private Mortgage Insurance (PMI) is typically required if your down payment is less than 20% of the home's purchase price. It protects the lender if you default on your loan.



Can I buy a home if I have student loan debt?

Yes, you can still buy a home with student loan debt. We'll need to look at your debt-to-income ratio and credit score to determine how it affects your home buying options.



How do I know if I'm ready to buy a home?

It's about your finances and life goals. If you've got stable income, savings, and you're ready to settle down, you might be ready. Let's discuss it over coffee—you could be closer to buying a home than you think!



What's the first step in buying a home?

Reach out to me, and I'll connect you with some of the best lenders in the industry to get you pre-approved. It's your first step toward an enjoyable house-hunting journey. Let's sit down and discuss how to get you moving!



What's the importance of getting pre-approved for a mortgage?

Pre-approval gives you a clear idea of how much you can borrow and shows sellers you're a serious buyer. It can give you an edge in competitive markets



Buying a Home is More Than Just a Transaction

YOU DESERVE NOTHING BUT THE BEST OF THE BEST

As we wrap up this guide,

Remember:

- Your home-buying journey is unique
- With the right guidance, this process can be exciting
- Your perfect home is out there waiting for you

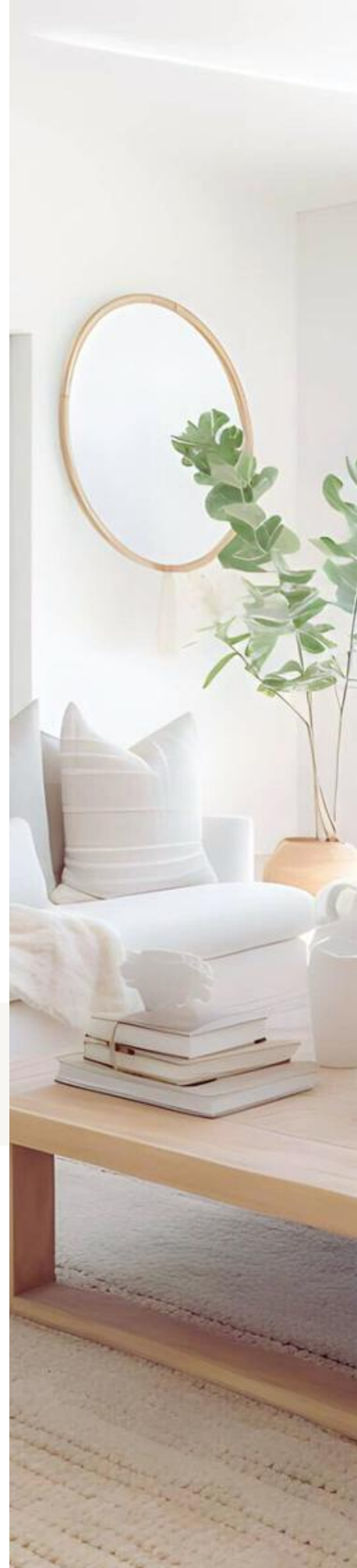
MY COMMITMENT TO YOU:

I'm not just here to help you buy a house. I'm here to help you start your next life chapter with confidence. From our first meeting to long after you've moved in, count on me as your trusted real estate resource.

"Home is where love resides, memories are created, friends always belong, and laughter never ends."

I hope this has given you valuable insights and a clearer picture of the home-buying process. Remember, you don't have to navigate this journey alone. I'm here to help turn your home ownership dreams into reality.

Here's to your exciting new beginning!



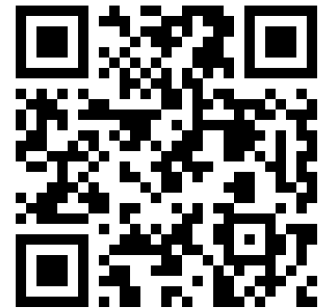
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