BUYING A HOME

WRG WEST REAL ESTATE GROUP


YOUR STORY MATTERS TO US
Your dreams, Your needs,
Your questions, Your timeline,
YOUR WEALTH
WRG
WEST
REAL ESTATE
GROUP
We will work with you to understand your unique lifestyle, needs, and wishes. Buying a home is about more than just your next move.
It’s about your life.

BUYING A HOME

Buying a home is a big deal and you no doubt have lots of questions about where to even start.

Whether you're buying your first home, your dream home, or your tenth investment property, we know how important this is to you and we have a team of experts to make sure we find the perfect property for your unique circumstance.

At West Real Estate Group, we are passionate about homeownership because we know that there are so many benefits to owning your own home. In our opinion, the greatest benefit is your ability to build wealth. Based on a recent US Census study, the average renter in the United States has a net worth of just over $5,000 while the average homeowner has a net worth of over $230,000.

That net worth can be used if you want to start a new career or business, retire or send a child to college, or even bring security in the event you or someone you love becomes ill. In fact, the government incentives from homeownership surpass those of almost any other investment vehicle.

Tax-free growth is a perfect example. Did you know, if you lived in your home for two of the last five years, up to $250,000 of profit from the sale of that home would be tax-free? If you are married and file a joint return, the tax-free allowance doubles to $500,000.

We could go on and on, but know you are in good hands. No one cares more about you and your home purchase than we do! We are eager to learn more about you and your home buying goals. We will ask you great questions, address your fears and concerns, and put a plan together to help you find and close on your new home with confidence and ease.

Thank you for choosing our team to help guide you home. Let's get you moving!

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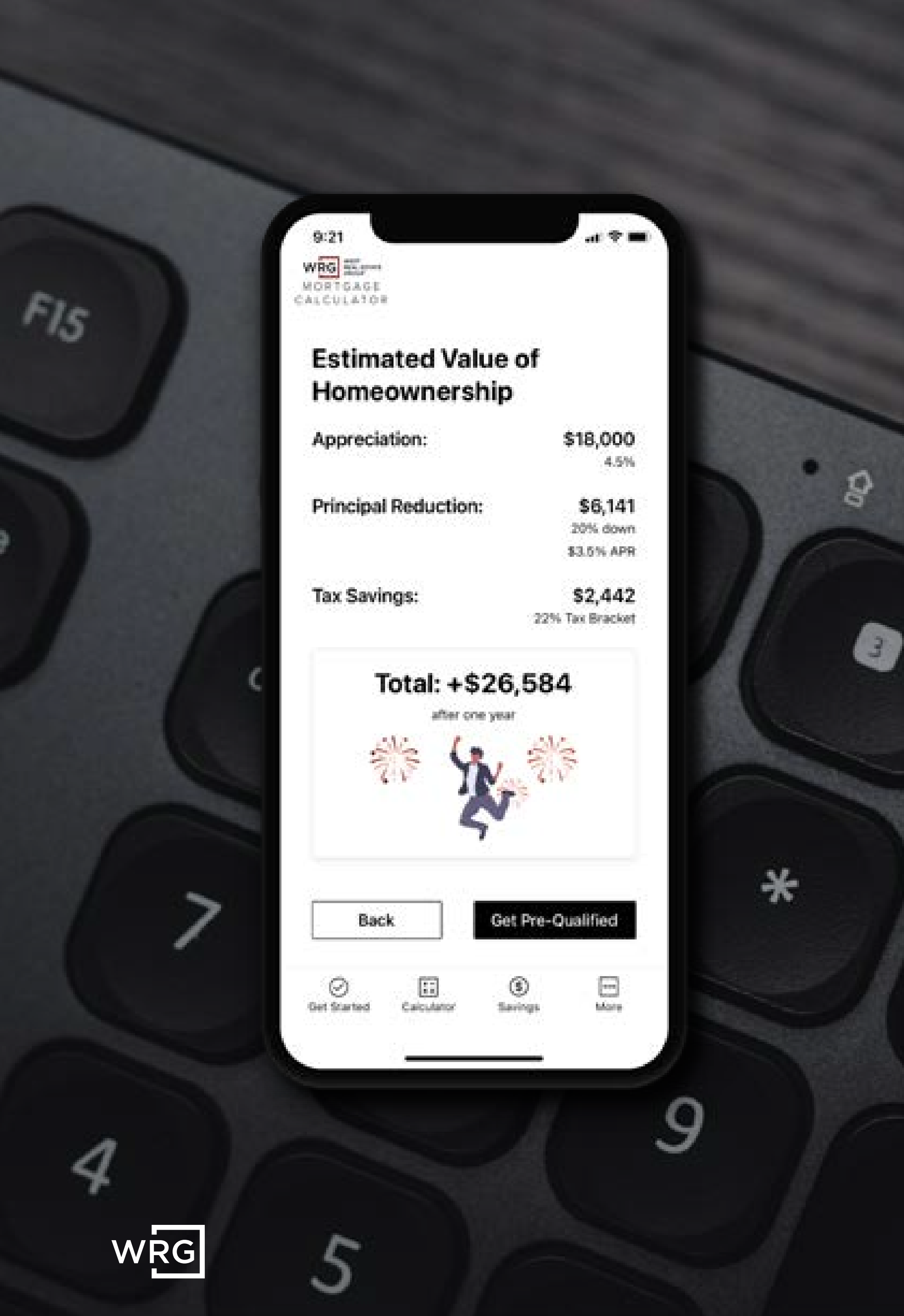


AVERAGE NET WORTH

RENTER

$5,000

VS

HOMEOWNER

$230,000

DREAM OF HOMEOWNERSHIP BENEFITS

APPRECIATION

Real Estate has appreciated at an average of 4% annually for the past 30 years. This is a national statistic, which means for some areas and some years, the numbers may be more or less.

PROJECTED HOME PRICE

×

AVERAGE APPRECIATION RATE

=

ANNUAL APPRECIATION

+

PRINCIPAL PAYMENTS

A certain percentage of your mortgage payment will be contributed to the principal balance of your loan. This creates more equity in your home each month you make a payment.

MORTGAGE AMOUNT

INTEREST RATE

TERM (YEARS)

PRINCIPAL PAID YEAR ONE

+

TAX BENEFITS

Homeownership can offer many benefits to the taxpayer. These can include the ability to write off and deduct interest paid up to a specific amount* of a mortgage, plus property tax benefits and private mortgage insurance, in many cases.

TOTAL INTEREST PAID FIRST YEAR

×

TAX BRACKET

=

TAX SAVINGS

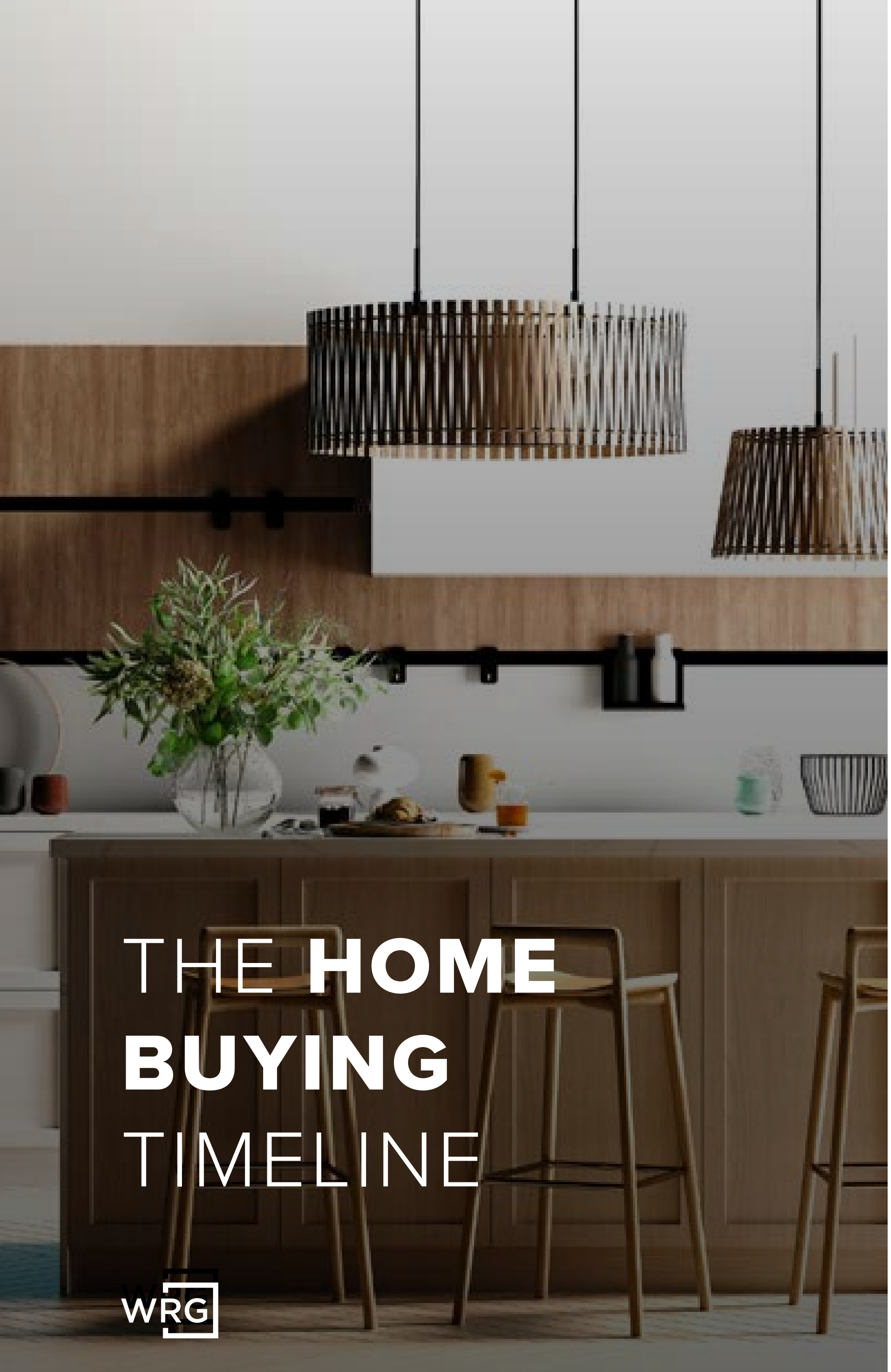
=

TOTAL SAVINGS

When you add up these 3 financial benefits of homeownership, in just your first year alone, your net worth will have increased by approximately:

TOTAL

*Speak to your tax professional or lender for information about your specific scenario



7 STEPS TO
BUYING A HOME

Purchasing a home can be a daunting task, especially for first-time buyers. The process may seem complex, with numerous steps involved, making it challenging to know where to begin. However, with a little preparation and knowledge, you can streamline the process and minimize any confusion or stress. It is essential to understand the steps involved in buying a home, from the initial thought of owning a property to becoming a homeowner.

By breaking down the process, you can approach each step with confidence and avoid any pitfalls along the way. Some of the most common steps to buying a home include setting a budget, obtaining financing, identifying a suitable property, negotiating a purchase price, conducting inspections, and closing the deal. Additionally, working with a real estate agent or a real estate attorney can provide valuable guidance and support throughout the process.

Therefore, if you're considering buying a home, it is crucial to take the time to learn and understand the process, so you can make informed decisions and achieve your homeownership goals.

STEP 1

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STEP 2

HIRE YOUR AGENT

STEP 3

SECURE FINANCING

STEP 4

FIND YOUR HOME

STEP 5

MAKE YOUR OFFER

STEP 6

PERFORM DUE DILIGENCE

STEP 7

CLOSING

STEP #1
DECIDE TO BUY

When buying your home, it's best to start with the end in mind. To begin with the 'end in mind' means to start with a clear understanding of your destination. It means to know where you are going, where you are now, and the steps you will need to take to get to your destination.

What is your ideal timeline for making your move? Are there any specific milestones or life events that are affecting your decision to buy? Are you moving for work and have to be in your new home at a specific time? Is this your first home purchase or your first investment property?

We understand that many people who are buying a home and making a move have a lot more going on than what meets the eye. We believe it is our responsibility to ask thoughtful questions that will help us to better understand your unique situation. That way we tailor our advice accordingly to better assist you in reaching your goals on time and with the least amount of stress to you.

The questions on the following page were designed to help you think about your upcoming move and assist you in identifying your most important goals so that we can craft a plan that will get you to your new destination on time and on budget.

> **West Real Estate Group helped us narrow our options, focus on our priorities, buy the right home at the right time, and feel confident about our decision without regrets.**
>
> **- Ben & Terry Bergquist**

BUYER'S INTERVIEW

Name:

Property Address:

Mailing Address:

Phone#

E-Mail:

Cities You'd Like to Buy in:

Describe your house for me:

Beds

Baths

Sq. Ft.

Style

Stairs

Maximum Price:

Preferred School District:

Do You have A Home to Sell:

When Do You Want To Purchase By:

Are You Currently in A Lease:

Have You Qualified For A Mortgage:

If Yes, Up To What Amount:

Do You Have Enough Funds For A Down Payment:

Do You Have Enough Funds For Closing Cost:

What Monthly Range Do You Want To Stick To:

What are your most important features?:

OUR MISSION STATEMENT

We are in business to make the process of buying and selling a home less complicated and more enjoyable. We are a group of people who are passionate about educating, empowering and helping people obtain the American dream of homeownership.

From top left: Jazmyn Davis, CJ Westwood, Luke Brodt, Will Bogdonoff, Alex Zayshlyy, Derek Cassel

From bottom left: Dawn Lee-Schlieder, Victoria West, John West, Marena Crouch, Nicole Brushey

WRG

STEP #2 - HIRING YOUR AGENT

When you bump up against some of the more serious things in life, like making a will or buying a home, you don't want to screw it up. But how in the world are you supposed to find professional help you can actually trust when the marketplace is so full of people who may be licensed to do the job, but who lack the experience, track record, tools, or even the heart to serve?

When you have decided to purchase a home, you will undoubtedly have many options when it comes to choosing a Realtor. With so many friends, relatives, and quite literally thousands of other agents in Idaho, how do you choose?

My mom's friend's sister is a Realtor. Should I just use her?

Maybe... maybe not. Not all agents are created the same. Our advice is to not settle... ask a lot of questions and carefully vet out the agent that will represent you best.

Most people know someone with a real estate license and oftentimes they feel obligated to use them. Since your home purchase will be one of the largest transactions you will ever be apart of, no one should guilt you into using them just because you know them.

Asking the right questions when interviewing an agent should help you gain insight into their competence, experience, and values. The Realtor you choose should be able to:

- **Provide you with a resume to show you their experience and qualifications for the job**
- **Provide you with a plan to show you how the buying process works.**
- **Provide you with past client reviews and have public online reviews available**
- **Explain what happens should you not be happy with their service**

The agent you choose should also be an expert in the neighborhoods and communities you are interested in. They should be someone who will be willing to tell you the truth even if it might be hard to hear. There are very large financial implications and legal issues in regards to real estate, not to mention the stress that comes with buying a home.

At West Real Estate Group, we come prepared to explain the current real estate market to you, and will take the time to show you how the market may impact your decision. We approach everything with the 'heart of a teacher.'

When buying or selling a house, you want a real estate agent who negotiates the best deal and treats you as their most important client. That's what you get when you choose to work with our company.

Google Business Review 5.0 ★★★★★

RAMSEY TRUSTED Providers

STEP #3
SECURING FINANCING

If you are not paying cash, the next step in the buying process is to decide which lender and loan program to use. Having a written pre-approval letter is key.

ASK ME FOR A GREAT
LENDER
RECOMMENDATION

COLLECT REQUIRED DOCUMENTS

You will need to gather two years of tax returns, recent pay stubs, any asset statements like 401(k), and two months of bank statements for all borrowers. In order to get a full approval, all of these items need to be collected in advance.

REVIEW LOAN PROGRAMS

Loan programs vary based on location and condition of the property, credit scores, available down payment and length of loan.

DOWN PAYMENT, TERM AND RATES

Our preferred lenders always offer the best rate on the first appointment. They all offer a variety of loan programs including 0% down VA, USDA, FHA 3.5% down, and conventional loans that start at 3% down.

OBTAIN PRE-APPROVAL AMOUNT

Many lenders offer a fast, over-the-phone prequalification. This is not the same as a pre-approval. Always get fully pre-approved to make sure you get the best property for the best price.

STEP #4
FINDING YOUR HOME

We understand that finding your ideal home can be a challenge, however it can be a lot easier with the right information and advice. Smart home buyers choose a team like us to work for them in finding the perfect property. We can make sure you have access to the best homes before the competition.

ACTIVELY LISTED HOMES & OPEN HOUSES

Our technology allows you first access to all properties that are for sale by any brokerage or agent in the area. We automatically send you new listings up to two times a day.

FOR SALE BY OWNER

Our team has access to all For Sale By Owner (FSBO) properties. We can schedule an appointment with any property on or off the market. Take caution, as most FSBO properties do not sell because they are overpriced.

FORECLOSURES

We are experts at locating and selling HUD homes, Bank Foreclosures and Short Sale properties. If you are interested in bank owned homes, we can provide you with a list of available properties.

OFF-MARKET HOMES

Our team has a database of WOULD-sell properties. These homes are available only to buyers who have committed to being our clients. These include off-market homes, previously failed sales and motivated sellers who do not want a home publicly advertised.

NEW CONSTRUCTION

Home builders represent their best interests at all times. You need an advocate to help you save money and not overpay. Let us know in advance if you ever want to visit a new construction property and we will register you as being pre-approved and represent you fully.

Start Your Search Today at:

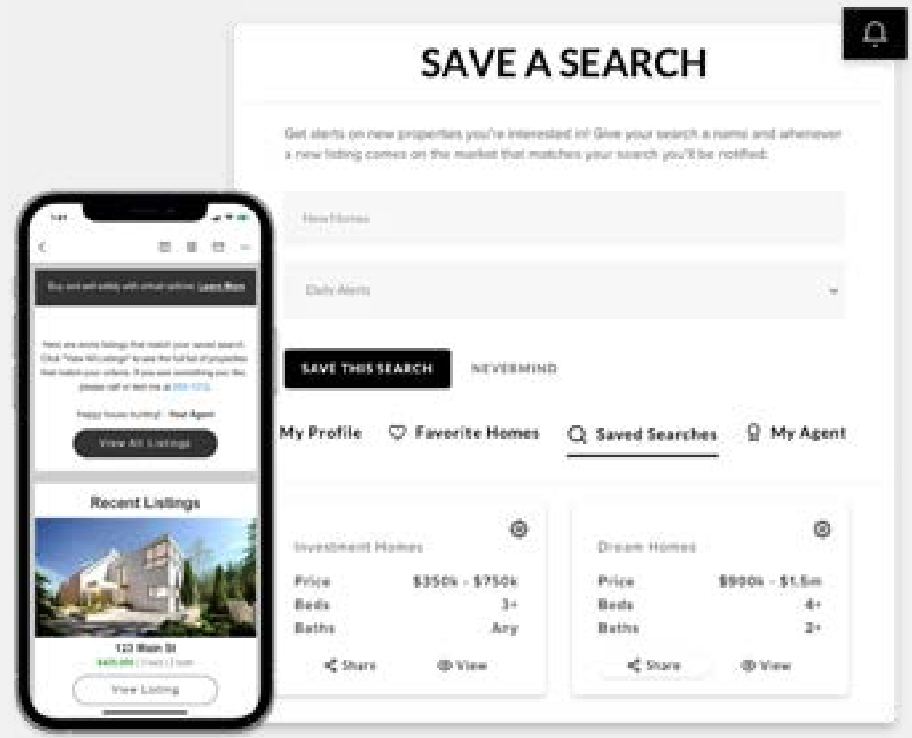
WestRealEstateGroup.com

SEE AND SAVE LISTINGS

No need to scour the internet looking for homes - our website updates directly from the IMLS every 5 minutes!

GET LISTING ALERTS

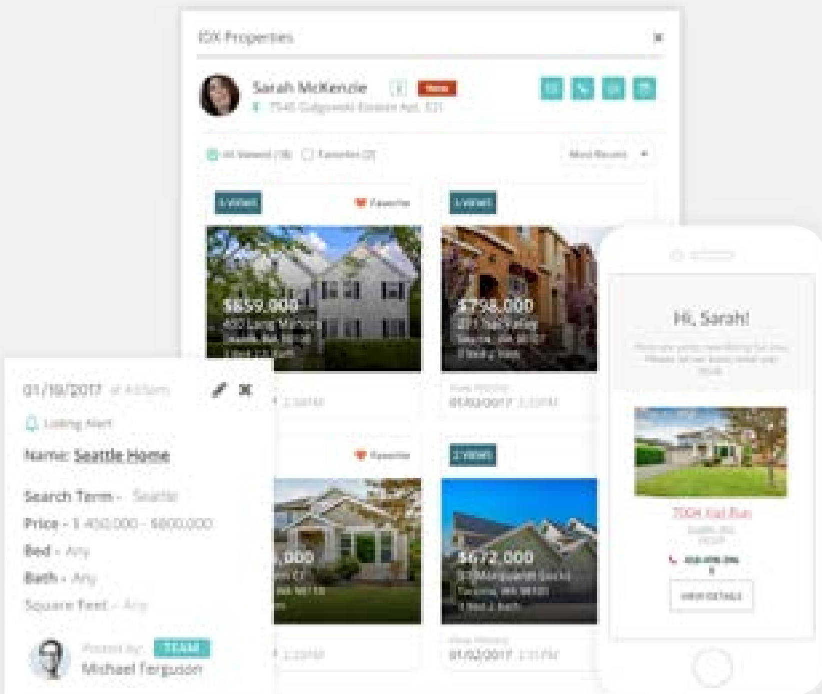
Be first to know when a property hits the market. When you save a search on our site, any new homes matching your wish list criteria will be delivered straight to your inbox the moment they go up for sale.



FAVORITE PROPERTIES AND TOUR HOMES

Click the ♡ icon when find a house you love to save it in your favorites section and let us know you like it. Hit “See This Listing” or reach out to your agent directly to schedule an in-person showing. We’re happy to walk you through the home and answer any questions, so you can make an informed descision.

> WRG is top of the line! Loved the listing notifications while watching new properties come up on the market as well as being a seller to get continuous feedback from each showing. We had a whole team working for us and they did an incredible job with photos, communication, expectations, and advice along the way.
>
> **- Kevin McGinnis**



STEP #5
MAKING AN OFFER

WORK WITH A TRUSTED REAL ESTATE AGENT

MAKE AN OFFER AT OR BELOW YOUR PRE-QUALIFIED AMOUNT

DETERMINE YOUR EARNEST MONEY DEPOSIT (EMD)
This goes towards closing.

CONSIDER THE CONDITION OF THE HOME
Does it need costly renovations? How old is the home?

READ BETWEEN THE LINES FOR ANY CONTINGENCIES
(steps the seller requires before closing)

COMPARE IT WITH THE MARKET
Is the area a buyer's market or sellers market?

BE PREPARED TO COUNTER OFFER!

STEP #6
PERFORM DUE DILIGENCE

Inspections are typically scheduled within 5-10 days after the contract is signed. It is the buyer's responsibility to hire the inspector of their choice, then review the report and respond within the agreed upon timeframe in the contract.

Outcomes:

- You can accept the home in AS-IS condition.
- You can offer to re-negotiate and ask for repairs to be done, request a credit to be given at closing, or ask for a reduction in price.
- You can choose to cancel the contract and walk away from the transaction.

We will help you in choosing a professional inspector and will negotiate terms and conditions that will be in the best interest of you, our client, to move forward successfully to closing.

HOME APPRAISAL

If you are buying your home with cash then there is no need to worry about a home appraisal, but if you are getting a mortgage then your bank will require one before closing. Home appraisals are a risk-prevention step for the lender to ensure that the home is worth at or above the amount you are borrowing.

This is another opportunity in the home buying process where an experienced agent can make or break the deal by negotiating on your behalf. We do upfront research to ensure that the appraisal process is as smooth as possible.

Outcomes:

- The home appraisal comes in “at-value” and the transaction proceeds.
- The home appraisal comes in “over-value” and the transaction proceeds.
- The home appraisal “does not meet value” and in this case we can provide additional comparison homes to the appraiser to support the agreed upon sales price OR both agents can re-negotiate to create a win-win

BUYER BEWARE WHEN BUYING A HOME

01

Do not change jobs, become self-employed or quit your job

02

Do not buy a car, truck or any vehicle

03

Do not excessively use credit cards, cancel cards or fall behind on payments

04

Do not spend money you have set aside for closing

05

Do not leave out debt or liabilities from your loan application

06

Do not buy furniture on credit

07

Do not originate any inquiries into your credit

08

Do not make large deposits or withdrawals without checking with your loan officer

09

Do not change bank accounts

10

Do not co-sign a loan for anyone

STEP #7
CLOSING DAY

Congratulations! You made it to the closing table! Here are a few things you need to be aware of during the process.

Our team will coordinate your signing date with your escrow officer at the Title Office. We will also remind you to bring any necessary items to that appointment, including a current ID so that things go smoothly.

We will also send you a reminder to set up or transfer utilities at the correct time prior to closing.

CLOSING

- Recording of the signed deed (completed by the escrow officer-Title company) at the local county courthouse.

- Exchange of keys, garage door openers, security codes and/or devices, appliance manuals etc will be coordinated by our team so there are no questions on what you need to do.

- Homeownership legally transfers to you when the signed deed is recorded at the seller's local county courthouse.

BUYER'S RESPONSIBILITIES

01

Schedule
Move-In

02

Set Up Or
Transfer Utilities

03

Forward And Change
Mailing Addresses

04

Obtain
Your Keys

05

Meet Some
Neighbors & BBQ
With Your Agent

LOYALTY AGREEMENT

West Real Estate Group will provide you with a number of very important benefits:

1. We will assist you in securing the best financing program for your specific situation.

2. We will automatically email you properties that match your buying criteria daily. This will allow you to drive by at your convenience and determine which properties you want to view.

3. We will arrange a private showing of any property you want to see, including new construction and For Sale By Owner homes (subject to their consent).

4. When you find a property you like, we will use our experience and discuss a strategy regarding offer price, financing terms, possession date, and anything else you want to know.

5. We will provide any information about the home that will enable you to make an informed decision about purchasing the home (i.e. listing history, public information, taxes, etc.).

6. We will present the offer on your behalf and then negotiate in your best interest to help you secure the property, at the best possible price and terms.

7. We will guide you through the necessary steps to purchase including appraisal, inspection, insurance, communication with title company, etc.

8. We will be available to answer any questions you might have.

In return for these services, you agree to:

1. Seek pre-approval from a lender (or proof of funds for cash transactions) prior to viewing homes.

2. Notify us of any listed properties you wish to view and inform all agents, For Sale By Owners or New Homebuilders that West Real Estate Group is working with you.

3. Have a member of our team formulate an offer on any home (new or re-sale) through us.

4. Acknowledge that the Broker is being retained solely as a real estate agent and not as an attorney, tax advisor, lender, appraiser, home inspector, or other professional service provider.

5. This agreement expires 90 days from today's date. It will automatically renew every 30 days unless either party notifies the other party of termination in writing.

Agreed & Accepted By:

Buyer Initial	Date	Buyer 2 Initial	Date
Agent Initial	Date	Agent 2 Initial (optional)	Date

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YOUR TRUST IN US

OUR PROMISE

We are grateful to have the opportunity to help you with your real estate needs. Here's our upfront promise: We guarantee you will be satisfied with our service - and if you aren't, we will make it right or cancel the contract.

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