

BUYING A NEW

home





Hello!



Thank you for choosing to put your trust in me to assist in your new home purchase! Every part of me is committed to ensuring that ALL of your real estate needs are not just met, but exceeded! I've created this book for your convenience and hope that it will be a valuable resource. While the entire process is outlined for you here, please know that I will be staying in constant contact with you throughout the process.

Your experience will be unique and I will adjust our service according to your wants and needs. My focus is on your complete satisfaction.

Mariah Klemm



STEPS TO CLOSING

- 01 FIND THE RIGHT AGENT
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- 05 MAKE AN OFFER
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01 FIND THE RIGHT AGENT

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A buyer agent's fiduciary responsibility is to represent the buyer and to ensure that their interests are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone working for YOUR best interests when buying a home.



QUESTIONS TO ASK AN AGENT WHILE INTERVIEWING:

1. HOW MUCH ARE ALL YOUR FEES?
2. HOW LONG IS YOUR CONTRACT?
3. CAN I CANCEL THE CONTRACT EARLY?
4. HOW LONG HAVE YOU BEEN IN THE REAL ESTATE BUSINESS?
5. CAN I ASK FOR SOME REFERENCES?
6. HOW MANY CLIENTS ARE YOU SERVICING RIGHT NOW?
7. BEFORE LOOKING AT HOMES, DO YOU FIRST REQUIRE A CLIENT TO GET A PRE-APPROVAL LETTER FROM A LENDER?
8. HOW DO YOU ASSIST BUYERS IN CLOSING THE DEAL?
9. HOW CAN I COMMUNICATE WITH YOU?
10. WHAT ARE YOUR HOURS?

MY COMMITMENT TO YOU



1 GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs to get you in the right doors. Looking at dozens of homes every week, I can help you identify potential problems within a home.

2 INSIDER KNOWLEDGE

Well networked Realtors like myself have insider knowledge of new homes that will be "coming soon", giving you the opportunity to tour a home before it hits the market, thus giving you a competitive edge.

3 STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts with ease. I'll ensure that nothing is overlooked and that you truly understand what a paper means before ever signing on the dotted line.

4 ON YOUR SIDE

As a buyer's agent, I will always represent YOUR best interests. With a pulse on the local market and a sound understanding of how various amenities affect the value of a home, we will make sure to submit a competitive offer on the right house for you.

5 NEIGHBORHOOD EXPERT

Working daily "in the field" with inspectors, contractors, and negotiating with sellers, I have the market knowledge you need to get the best outcome. Understanding the local real estate market can go a long way when it comes time to make an offer on a home.

6 PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process behind the scenes, making buying a home a stress-free process.

02 PREPARE YOUR FINANCES

Mortgage lenders recommend you do not stretch yourself beyond buying a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need to apply for a mortgage. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

FINANCIALS AND MORTGAGE PAYMENT

- Study your credit report. Make note of any errors you see and talk to your lender about them.
- Compile necessary documents, including pay stubs, bank statements, and past tax returns.
- Determine how much of a payment you are comfortable with. Don't forget you will have utilities and regular home maintenance on top of your payment!

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs, a home inspection, and an appraisal.

- A **down payment** is typically between 3% - 20% of the purchase price
- **Earnest money** is a deposit you put down once your offer is accepted to show you're serious about purchasing a home. It's also known as a good faith deposit. Typical earnest money deposits are \$1000 - \$2500
- **Closing costs** vary, but are typically between \$3000 - \$3500
- A **home inspection** (including a general inspection, radon test, and sewer scope) is usually around \$650 total
- An **appraisal** is between \$400 - \$650



RESEARCH LENDERS AND GET PRE-APPROVED

Credit score and financial documents in hand, you're ready to start researching options for your home mortgage.

Find out if you qualify for a special loan, such as a Veterans Affairs (VA) loan, USDA loan (rural loan), or an FHA loan (non-conventional loan) as these offer more flexibility than standard conventional loans. There are also local/state grant programs that offer down payment assistance, or incentives to make home renovations/improvements in specific neighborhoods of the metro.

Once you apply for your mortgage, a loan officer will be able to place you with the loan that fits your needs best. After submitting all your personal and financial information, your credit files have been reviewed, and income and assets have been verified, the lender will issue you the pre-approval letter.

Once you obtain your letter, you can officially start looking at homes and submit an offer with confidence.

RESEARCH MORTGAGES AND LENDERS

- Find out if you qualify for a special loan, such as a VA, USDA, or a local grant program
- Request quotes from multiple lenders and comparison shop for loans.
- Limit any credit pulls during this time to make sure you get the best interest rate possible



SHOPPING TIPS

- Consider your future plans. The average homeowner is in their home 3-7 years
- Drive around your desired area at different times of the day
- Only look at homes within your price range
- Visit open houses to get a better understanding of home values and different layouts

Once you're pre-approved, now it's time to make a list of the things you'll need to have in your home. Ask yourself how many bedrooms and bathrooms you'll need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your kids and/or pets to play in?

Once you've made a list of your must-haves, don't forget to think about the kind of neighborhood you want, types of schools in the area, the length of your commute to and from work, and the convenience of local shopping. Take into account your safety concerns as well as how good the rate of home appreciation is in the area.

WHILE ON TOUR

- We will make sure to check out the little details of each home
- Does the layout make sense or does it feel awkward (this one is huge!)
 - Look closely at the electrical panel and systems
 - Evaluate the basement and check for foundation issues/water

Review the neighborhood and surrounding areas

- Are the surrounding homes well maintained?
 - How much traffic is on the street
- Is the neighborhood turnover rate high?

MAKE AN OFFER

05

Your finances are in order, your ideal neighborhoods identified – next up is finding that perfect property and making a competitive offer. More importantly, one that is accepted over other offers. As more and more people look to become homeowners, it's important to prepare yourself for the mortgage process, home search, bidding wars, and what you'll do next if you do not get the home of your dreams.

Here are my 6 strategies to get your offer accepted!

01

COMPETITIVE OFFER

A good rule of thumb, specifically in a seller's market, is to start strong. To do this, we will assess the property's market value with a CMA and determine what it's worth in the current market.

02

EARNEST MONEY

This deposit signals how serious a buyer you are. A solid deposit is \$1500 or more. So, be sure you do not back out of the contract for no good reason. If you do, you'll lose your earnest money. Don't forget - this deposit will be directly applied to your down payment at closing.

03

GIFT OF TIME

Express your willingness to work with the sellers' timetable for closing. We can ask the sellers when their ideal closing and possession date would be so the offer will make them feel like they are winning!

04

KEEP IT SIMPLE

So, you really want to purchase the pool table for an additional fee or want the seller pay for a home warranty. Maybe you want to ask for a flooring allowance in your offer. In today's competitive market, keeping your offer with as few special requests as possible will always be the best approach.

05

LIMIT CONTINGENCIES

Contingencies can add time to the negotiation process. They're beneficial to buyers, but can be a nuisance to sellers who are ready to move on fast. It's important to avoid any unnecessary contingencies. According to the National Association of Realtors, the offer with the fewest contingencies is often the most attractive.

06

ESCALATION CLAUSE

An escalation clause is a way to automatically escalate your bid by a certain dollar amount, up to a certain dollar amount. This can be very beneficial to you when there are several competing offers, and you don't know what the highest offer will be.

THE OFFER PROCESS

First Offer
Submitted

A seller can:

- ACCEPT THE OFFER
- COUNTER THE OFFER
- DECLINE THE OFFER

Counter

A counter offer is when the seller offers you different terms. If this happens, you can:

- ACCEPT THE COUNTER OFFER
- DECLINE THE COUNTER OFFER
- PROPOSE A NEW COUNTER OFFER

Repeat

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

Accepted

Once all parties agree on all the terms, you are officially under contract! CONGRATS!

ORDER AN INSPECTION

A home inspection can help identify deficiencies in the home you've purchased. You typically have between 5-7 business days after your offer is accepted to complete your inspections. I highly recommend ordering a general home inspection, a radon test, and a sewer scope.

A home inspection takes about 2 hours and it is important you take off work to attend. This is a great time for you to learn more about your home and things to monitor. Once the inspection is complete, you will be provided with a report of the findings later that day.



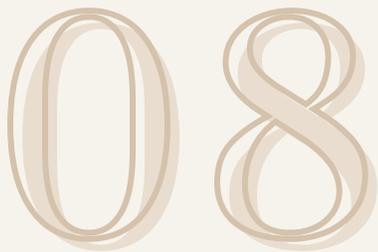
NEGOTIATE FINAL OFFER

07

Here are your options if a home inspection reveals problems:

- Ask the seller to hire someone to make repair(s)
- Ask for credits toward your closing costs
- Ask for credits to hire your own contractor to make repair(s) after closing
- Back out of your purchase (if you have an inspection contingency in place)
- Move forward with the deal

In order to negotiate for credits, start by getting an estimate from a local contractor or construction professional for how much the repair(s) will cost. With my extensive experience on homes, I will be able to aggressively negotiate on your behalf and give you the best contractor recommendations.



FINALIZE THE LOAN

After the home inspection, your mortgage lender will order an appraisal of your home to ensure your home is worth what you are paying for it. Low appraisals can happen from time to time, but we always write into the contract that you will have the ability to renegotiate the price with the seller if the appraisal comes in low, unless you have requested to remove your appraisal contingency.

Once the appraisal is complete, you will continue working with your mortgage lender to upload any other financial documents they may need to submit your mortgage to underwriting to be fully approved.

Three business days before closing, your mortgage lender will send you a Closing Disclosure (also known as the CD). This document shows all the fees relating to your purchase and it will give you the exact amount of money you'll need to bring to closing.

PLAN YOUR MOVE

UNDER CONTRACT

- Start decluttering your current home. Sort through every drawer and closet, removing items you no longer need or like
- Donate or sell items that are in good condition
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies and book your moving truck
- Contact an insurance company for quotes on homeowners insurance.

4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Buy packing materials
- Start packing items you don't regularly use
- Contact internet and cable companies and get on their installation schedule

2 WEEKS TO MOVE

- Schedule your closing
- Contact utility companies (water, electric, gas)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Start packing your seasonal items

1 WEEK TO MOVE

- Schedule final walkthrough
- Finish packing
- Deep clean current home
- Pack essentials for a few nights in new home
- Confirm moving truck and moving help
- Sign your preliminary closing disclosure
- Obtain cashiers check for closing day



10 CLOSING DAY

CLOSING DAY

Closing is when you sign paperwork to officially transfer the home into your name and receive your keys. Closings are held in a real estate office, bank, or law firm and signing takes between 30 minutes to an hour. They can be scheduled anytime Monday - Friday between 8AM - 4PM.

FINAL WALK THROUGH

We will do a final walk through the home within 24 hours of closing to check the property's condition. This final inspection takes about 15-30 minutes. We will make sure any repair work that the seller agreed to make has been done and they left the home in a satisfactory condition.

Other items to note:

- Make sure all appliances are working properly
- Run the water in all the faucets/showers/toilets and check for any possible leaks
- Open and close garage doors with opener
- Check that seller did not leave any excess garbage, etc.
- Look for any damage as a result of the seller's move out

CLOSING TABLE

Who will be there:

- Your Realtor, Mariah
- Your loan officer
- A closer

BRING TO CLOSING

- Government-issued photo ID
- Cashiers check for your purchase (unless you wire the funds in advance)

RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially a homeowner!!

Time to throw a party and get to know your new neighbors.

MARIAH KLEMP

client compliments



You can't go wrong with this spark plug. Mariah worked tirelessly to understand what my wife and I were looking for and made the perfect recommendation. Mariah was present at every step along the way and helped to point out features we would like or issues that may arise. If you're looking at the DSM area, get in touch with her today because I'm sure her calendar will be full quickly.

- Todd V., Waukees



Mariah was so great to work with! As first time homebuyers she really took the time to explain everything to us and made the process so smooth and easy! She was always available to show houses to us within hours of us texting her and really went above and beyond! She gave us honest opinions and feedback at houses we saw, always had our family and our future in mind, and pointed out things we may not have noticed! We ultimately found our home because of Mariah and we are so grateful for her knowledge expertise!

- Jenny P., Norwalk

She has been truly amazing through a lot of ups and downs. She was always there to help in anyway she could. Answered all our questions. Because we're veterans, she even set us on the right path to get benefits we weren't aware of.

- Cindy M., Johnston

MARIAH KLEMP

client compliments



We LOVE Mariah! Mariah was the best agent a first time home buyer like ourselves could have asked for. She answered ALL of our questions-big and small, was always available to us via phone or text, and was honest about the condition of homes we toured or wanted to tour. She negotiated our deal HARD and we are so thankful we chose her as our agent. She is kind, caring, and funny, but also honest, and knows her way around a real estate deal.

- Claire G., Des Moines



All I can say is...WOW. Not only is Mariah an expert on the home-buying process, but she is also genuinely wants what is best for her client. As a first time home-buyer I was nervous about what I needed to do, but Mariah held my hand the whole time and helped land me into an incredible home. She is timely, an excellent communicator, and always had my best interests in mind. She helped me negotiate everything I needed to and explained everything to me in a way that was clear and understandable. I am SO appreciative of all her hard work! 1000% will be using her again for any future home-selling or buying needs!

- Savannah S., Des Moines

As a first-time homebuyer, Mariah was instrumental in guiding me through the purchasing process.

- Ashley L., Des Moines



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