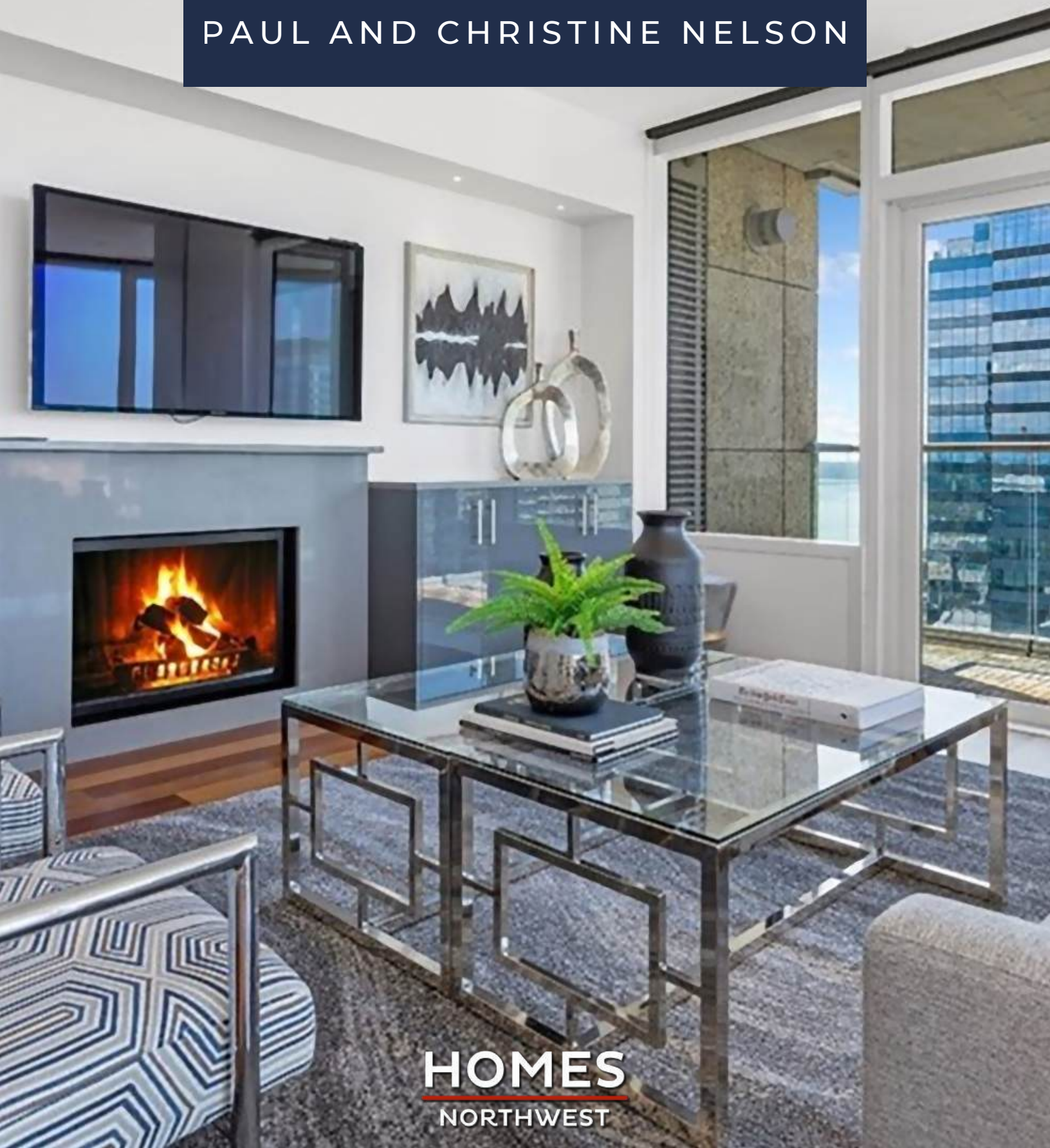


HOME BUYING GUIDE

PAUL AND CHRISTINE NELSON



HOMES
NORTHWEST

AGGRESSIVE BUYER REPRESENTATION



Paul and Christine Nelson

Unlock the power of expert representation in your home search! With a proactive approach, we not only create opportunities but also advocate for your best interests throughout the process. In today's competitive market, having a dedicated team who prioritizes your goals is essential. Don't settle for navigating the real estate landscape alone - choose trusted advisors who will guide you to success.

Contact us today to experience the difference professional representation can make in finding your dream home.

☎ 206-261-SELL(7355)

✉ PAUL@PAULANDCHRISTINE.NET

🌐 WWW.PAULANDCHRISTINE.NET

🐦 TWITTER.COM/PAULREALESTATE

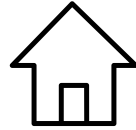
f FACEBOOK.COM/PAULANDCHRISTINENELSON

📷 INSTAGRAM.COM/EASTSIDELUXURLIVING

HOME BUYING PROCESS



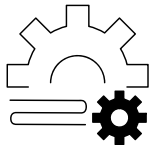
Pre-qualify with a Lender
Know what you can afford
before you get your heart set
on any home



House Hounting
Work with your Realtor® to
find your dream home. It's out
there, be patient!



Offer and Acceptance
Make an offer and enter into
contract. Title and Lender are
both notified.



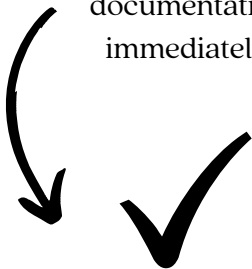
Loan Processing
Continue working
with your lender and
provide all requested
documentation
immediately.



Inspection
Order inspection, review
inspection report and work with
your Realtor® on repair
addendum strategies.



Appraisal
Your Lender will order an
appraisal to ensure the loan
amount is appropriate for
the property purchased.
Appraisals take a while.
Order quickly!



**Loan Underwriting and
Approval**
After appraisal, your loan
goes to under writing for
final approval.



Signing/Closing
Meet with the title/escrow
representatives to sign all
necessary documents.



Funding
The title company
verifies documents and
then requests loan funding
and deed recordation.



WELCOME HOME





GETTING APPROVED

One of the biggest mistakes first time home buyers make is starting their home search without connecting with the lender first. Here's why, you might find the perfect home then face major disappointment when you find out you do not qualify to buy it. This can be a huge let down and a major waste of your time. Connecting with an experienced lender will not only help you discover what you qualify for but they will also make sure you do not have any red flags that would stop you from getting a home before you invest your nights and weekends house hunting.

What things will your lender likely ask for?

There are many things your lender will review to help you get pre-approved for your next home. Here's a couple of things they may ask for:

Bank Statement	Credit Report
Tax Return	Pay Stubs
Monthly Debts	



HOME LOANS

First-Time Home Buyer Loans

Conventional 97: From Freddie Mac or Fannie Mae. 3% down payment and 620 minimum FICO score.

FHA loan: Backed by the Federal Housing Administration. 3.5% down and a 580 minimum credit score.

VA loan: Only for veterans and active-duty service members. Zero down payment is required. Minimum credit score varies by lender but often 620.

USDA loan: For those on low-to-moderate incomes buying in designated rural areas. Zero down payment required. Credit score requirements vary by lender but often 640.

WSHFC loans: May include competitive interest rates and down payment assistance for \$0 down payment loan.

MORTGAGE MISTAKES TO AVOID

WHEN BUYING YOUR NEXT HOME

- **DO NOT** COSIGN A LOAN FOR ANYONE.
- **DO NOT** IGNORE THE LENDERS REQUIREMENTS
- **DO NOT** APPLY FOR NEW CREDIT CARDS.
- **DO NOT** LEASE A NEW CAR.
- **DO NOT** BUY FURNITURE BEFORE CLOSING.
- **DO NOT** PUT LARGE DEPOSITS TO YOUR ACCOUNT OUTSIDE OF YOUR PAY CHECK.



- **DO NOT** QUIT YOUR JOB, CHANGE JOBS OR BECOME SELF EMPLOYED.
- **DO NOT** BUY A CAR
- **DO NOT** APPLY FOR NEW CREDIT CARDS.
- **DO NOT** CHANGE BANKS
- **DO NOT** SPEND ALL YOUR SAVINGS.
- **DO NOT** GET BEHIND ON YOUR BILLS
- **DO NOT** MAKE BIG CREDIT CARD PURCHASES.

HOUSE HUNTING

Find out how much you can afford to spend on a home.

Find a mortgage payment that fits your budget and use that as a ceiling on price when you're shopping for a home.

Decide which features you want vs need.

Make a list of items you just can't live without. Share it with your real estate agent and keep it with you when you house hunt.

Find a real estate agent.

House hunting is just so much easier with a good real estate agent in your corner. Our services are free to you. Please add us to your list of agents to interview.

Put Away Some Savings.

Your path to home ownership will undoubtedly have certain obstacles that you must overcome along the way. However, you can prepare yourself to deal with them more easily.





MAKING THE OFFER

**To make an offer we need to know a couple of things first.
Here are some of the important things we need to know:**

**Offer
Amount**

**Escrow
Deposit
Amount**

**Target
Closing
Date**

**Target
Mortgage
Commitment
Date**

**Type of
Financing**

**Inspection
Period**

**Pre-approved
Letter
From Your
Lender**

**What
Appliances
& Fixtures
Will Stay**

**Do you need
a closing
cost credit?
If yes,
how much?**



HOME INSPECTIONS

**Home Inspections are Extremely Important,
Spend Now to Save Later.**

Inspection Time Period

**The average home inspection period is 5 to 7 days
which excludes weekends and holidays.**

Some Types of Inspections

**Home
Inspection**

**Pest & Bug
Inspection**

**Radon
Testing**

**Mold
Inspection**

**HVAC
Inspection**

**Septic
System
Inspection**

**Lead Paint
Inspection**



PRE CLOSING CHECKLIST

Home Insurance

Mortgage companies will require proof you have been obtained home owners insurance before you can close on a new home.

This is also known as insurance binder. Shop for your insurance early in the buying stage. This step alone can help put you in a better position to close on time.

Review the Closing Disclosure

You have three business days to review your Closing Disclosure. Use your three days wisely. Now is the time to review your documents, ask questions and ensure you understand what you are signing up for. If something does not look correct contact your closing attorney.

Transfer Utilities

Call your local utility providers ahead of time and let them know you will be purchasing the home. This will help you avoid any temporary shut offs.

FINAL WALK THROUGH

The purpose of the final walk through is to make sure that the property in is good condition in which you agreed to buy it.

Here are the list of things you should check during your final walk through.



Turn on and off every light fixture



Flush toilets



Run water and check for leaks under sinks



Inspect ceilings walls and floors



Test all appliances



Run the garbage disposal and exhaust fan



Check garage door openers



Test the heating and air conditioning



Open and Close all doors



Make sure all trash is removed from the home

MEET OUR TEAM



Paul Nelson

RESIDENTIAL SPECIALIST

Co-Owner/Broker
Homes Northwest Real Estate
Licensed Since 1992



Christine Nelson

MANAGING BROKER

Co-Owner/Broker
Homes Northwest Real Estate
Licensed Since 1996



Udip Regmi

LICENSED BROKER

Buyers Agent
Homes Northwest Real Estate
Fluent in Hindi/Punjabi/English



Patrick O'Brien

LICENSED BROKER

Buyer's Agent
Residential Specialist
Homes Northwest Real Estate

MEET OUR TEAM



Rick Kadar

MORTGAGE BROKER

Revolution Mortgage
1st Time Buyer/Down Payment
Assistance Specialist
253-961-7309



Debbie Stevens

TITLE AND ESCROW

VP Stewart Title And Escrow
425-577-9931
www.Stewart.com



Brian Dodds

PRE INSPECTION SERVICES

Owner/Titan Inspection Services
206-260-0314
www.TitanInspection.com



Dale Osborne

PROFFESIONAL PHOTOGRAPHER

Northwest Real Estate Photography
206-850-0544
Dale@nw-rep.com

RESPONSE TIME

Communication with you and agents who have prospective buyers are my top priority. I will ensure I am available to guide you through each step of the process and be available for all of your questions or concerns. Buyers will experience prompt responses and information to all their requests. Communicating quickly ensures we don't miss out on any opportunities for our buyers..



CLIENT TESTIMONIALS



Paul and Christine were the best agents we could have. We were so lucky to find them. They were able to find us our new dream home. Both of them are so flexible, willing to help and available at all times.



Aabha Bamba and Sid Sharma



Paul and Christine helped relieve that stress from buying our home. We got a better home than we thought possible. They always remained professional, stayed in touch, were able to answer all of our questions.



Syremom Sin and Vira Mao



Paul and Christine were miraculous. They were always available and easy to reach. They held my hand through out the entire home buying process. Don't even think about buying a home with anyone else. They know their stuff!



Mark Veloria



I have to say that they are the best agents that we've dealt with and I would refer anyone I know that is buying or selling a home. They are very kind, considerate, and intelligent people. You never have a problem reaching them.



Sunny and Mandeep Sahota

CLIENT TESTIMONIALS



**Evelyn and
Ronald Hickman
Sammamish**

Paul and Christine listed and got my home sold in short order. Any problems that arose they were able to get handled to everyone's satisfaction. They stayed in contact throughout the whole process, answering all questions. I highly recommend Paul and Christine for your buying or selling needs.



**Michael and Kim
Kendall
Bellevue**

Paul went to incredible lengths to get this deal done. My unique situation required a lengthy process under the most difficult of circumstances. Paul handled it like a pro, with tenacity and without complaint. Sincerely honest, timely, communicative, terrific character, and just felt like we were old friends right from the start.



**Brian and Daniel
Baker
Bellevue**

We were referred to Paul from my wife's uncle and we are so glad we hired him. Paul and his wife Christine went to work, presented us with incredible home options and found us our dream home. From day one their team went right to work. Thank you Paul and Christine.

**Meghan and
Robert Clark
Woodinville**



My husband got transferred to California and we had to move fast. I didn't want to have our family split up while selling our home. Paul listed our townhome on a Tuesday and we had it sold the following Sunday. We never thought things could go so fast. Thank you Paul!!

**Doug Kiehn
Real Estate Investor
Redmond**



I have worked with Paul for a number of years buying and selling distressed homes. He always finds me the best deals and after I complete my renovations, he always sells them for above market value making me a very nice profit. I highly recommend.

**Zhang Chu
Mercer Island**



After watching an over priced home sit for 3 months, My financial adviser recommended Paul and Christine to help find my next home. Paul suggested "we come in low and get you that house". They negotiated the price well below where I thought I could ever get it. Don't waste your time using anyone else.

DRIVEN BY RESULTS



COMMON REAL ESTATE TERMS

Appraisal

In order to get a loan from a bank to buy a home, you first need to get the home appraised so the bank can be sure they are lending the correct amount of money. The appraiser will determine the value of the home based on an examination of the property itself, as well as the sale price of comparable homes in the area.

Assessed value

This is how much a home is worth according to a public tax assessor who makes that determination in order to figure out how much city or state tax the owner owes.

Buyer's agent

This is the agent who represents the buyer in the home-buying process. On the other side is the listing agent, who represents the seller.

Closing

The closing refers to the meeting that takes place where the sale of the property is finalized. At the closing, buyers and sellers sign the final documents, and the buyer makes the down payment and pays closing costs.

Closing costs

In addition to the final price of a home, there are also closing costs, which will typically make up about two to five percent of the purchase price, not including the down payment. Examples of closings costs include loan processing costs, title insurance, and excise tax.

Comparative market analysis

Comparative market analysis (CMA) is a report on comparable homes in the area that is used to derive an accurate value for the home in question.

Contingencies

This term refers to conditions that have to be met in order for the purchase of a home to be finalized. For example, there may be contingencies that the loan must be approved or the appraised value must be near the final sale price.

Dual agency

Dual agency is when one agent represents both sides, rather than having both a buyer's agent and a listing agent.

COMMON REAL ESTATE TERMS

Escrow Company

An escrow company is an independent third party in a real estate transaction whose primary role is to protect the interests of all parties involved in the sale

Inspection

The purpose is to check that the house's plumbing, foundation, appliances, and other features are up to code. Issues that may turn up during an inspection may factor into the negotiation on a final price or repairs

Listing

A listing is essentially a home that is for sale. The term gets its name from the fact that these homes are often "listed" on a website or in a publication.

Listing agent

This is the agent who represents the seller in the home-buying process. On the other side is the buyer's agent, who represents the buyer.

Mortgage broker

The broker is an individual or company that is responsible for taking care of all aspects of the deal between borrowers and lenders, whether that be originating the loan or placing it with a funding source such as a bank.

Offer

This is the initial price offered by a prospective buyer to the seller. A seller may accept the offer, reject it, or counter with a different offer.

Pre-approval letter

Before buying a home, a buyer can obtain a pre-approval letter from a bank, which provides an estimate on how much the bank will lend that person. This letter will help determine what the buyer can afford.

Real estate broker

A real estate broker is a real estate agent who has passed a state broker's exam and met a minimum number of transactions. These brokers are able to work on their own or hire their own agents.

Title insurance

Title insurance is often required as part of the closing costs. It covers research into public records to ensure that the title is free and clear, and ready for sale.

REPRESENTING BUYERS SINCE 1992



HOMES NORTHWEST

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