Kerby&Cristina
REAL ESTATE EXPERTS

HOMEBUYER GUIDE

YOUR SMART HOME-BUYING STRATEGY



RE/MAX RESULTS



OUR FULL-SERVICE TEAM WORKS FOR YOU

1. YOUR BUYING STRATEGY

- Your Expert Agent
- Define your needs and wants
- Written agreement for showings

2. YOUR PRE-APPROVAL

- Mortgage application
- Obtain your pre-approval letter
- Provide your proof of funds (for cash purchases)

3. CLIENT EXPERIENCE & CARE

- Set MLS search criteria & options
- Market analysis & negotiation
- Refine search
- Choose your favorites
- Get your questions answered
- We are proactive in finding you your home

4. EXPERT SHOWING AGENTS

- Have the flexibility to work with your schedule

5. STRATEGY & SUPPORT

- Comparable Market Analysis
- Write winning offers
- Negotiation
- Possible counter offers or multiple offers

6. PURCHASE AGREEMENT & ACCEPTED OFFER

- Offer accepted
- Earnest money
- Detailed inspection
- Radon / Water / Well tests

7. TRANSACTION COORDINATION

- Appraisal
- Insurance
- Final walk-through
- Utilities & mailing details

8. CLOSING DETAILS

- Title work
- Closing
- Get your keys
- You're a homeowner!

OUR TEAM MISSION HELPS US ACHIEVE YOUR REAL ESTATE GOALS AND ENSURE WE ARE ALWAYS WORKING FOR YOU!

PROACTIVE

- Anticipate
- Plan ahead
- Reach out to you
- Quick to respond

WE CARE

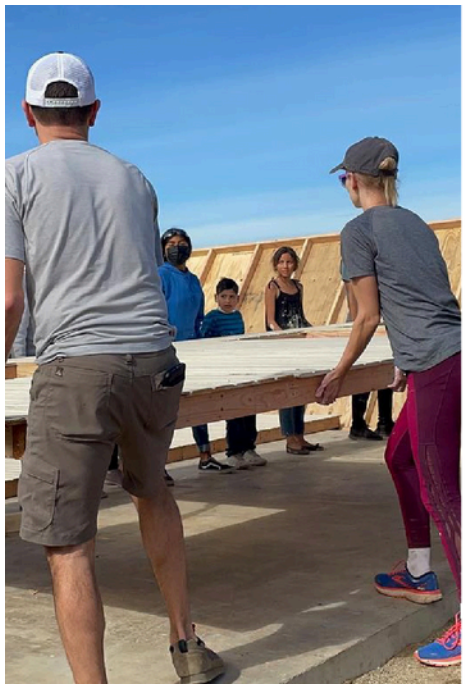
- The client is #1
- We look out for your best interests

EXPERTS

- Research
- Prepared
- Best Tools, Systems, and Processes



CHARITY FOCUS







The Kerby & Cristina Real Estate Experts Team has always been dedicated to giving back. As a result–and with the support of a passionate team–we give generously each year to a handful of very special charities.

- Homes of Hope builds houses for people in poverty in 23 countries across the world
- Our team has sponsored 4 homes
- Team members and friends of KC travel to Mexico to build them each January

- Congo Initiative provides university education to people in the Democratic Republic of Congo and invests in its economy
- Our team has sponsored 27+ university scholarships so far

- Feed My Starving Children is a global nonprofit based in the Twin Cities
- Our team helps ensure children around the world consistently have enough to eat
- We have donated 260,000+ meals which has gives children a nutritious meal everyday!
- Our team regularly helps pack the meals

- Neighborhood Development Center is a community development organization based in St. Paul
- Our team has returned nearly $550,000 to local communities

It's important to note that none of our giving would be possible without the hard work of our dedicated team members and from the support of the clients we serve. Through supporting our business, you are giving back to people in need. Together, we believe we're truly making a difference.

EXPERT ADVICE TO SETTING YOUR STRATEGY

Every decision in a real estate transaction could **save** or **cost** homebuyers tens of thousands of dollars in unnecessary expenses.

SMART HOME-BUYING STRATEGY

- Determine timing & motivation
- Evaluate needs & wants
- Out-of-pocket expenses
- Financing needs & referrals
- Neighborhood & lifestyle
- Quality of life
- Set expectations according to market
- Customized plan

MARKET INTELLIGENCE

- Economic indicators and interest rates
- Trends analysis
- Knowledge of loan options
- Seasonal advantages
- Local market conditions
- National market conditions
- Builder confidence
- Absorption analysis
- Inventory of short sales, foreclosures, & vacant homes

As a team who's helped over 6,500 clients in the Twin Cities, we know exactly what it takes to get you in the home of your dreams!

6,500+ FAMILIES SERVED

10 X THE VOLUME OF THE AVERAGE AGENT

Top 1% OF AGENTS IN THE TWIN CITIES



#1 IN AGENT PRODUCTIVITY

#1 RE/MAX RESULTS TEAM IN MN

#1 LUXURY RE/MAX TEAM IN MN

FUNDING YOUR HOME PURCHASE

TRUSTED LENDERS

- Best rate & terms
- Close on time
- No surprises
- Over deliver vs. Over promise
- Gets documents to the title company on time

DECISIONS ON COST

- 15-year vs. 30-year mortgage
- Long-term hold
- Short-term hold
- Buy first or sell first
- Rental property
- 13th payment

HOW MUCH CAN YOU AFFORD? KEY FACTORS

- Your down payment
- The interest rate
- Your debt-to-income ratio
- The closing costs associated with your purchase

DOWN PAYMENT OPTIONS

LOAN TYPE	DOWN PAYMENT	DETAILS
Conventional	5% +	You can put as little as 5% down or as much as you want. If you put less than 20% down, you may have to pay mortgage insurance, but that drops off after you reach 80/20% value. There are some 3% down options as well.
FHA	3.5%	The lowest traditional down payment program; there is additional mortgage insurance for the life of the loan. Allows for lower credit scores than a conventional loan.
Down Payment Assistance*	$1,000 +	We have access to programs for people who qualify with credit and income, but do not have enough savings for a down payment.
VA	0%	A special program for military buyers that allows them to put almost nothing down toward the purchase.
FHA 203k & Renovation Mortgages	3.5% +	A special product that allows you to wrap into your mortgage the costs of repairs or improvements to the home you buy.
Contract for Deed	10% +	An ideal program for those without qualifying credit scores. Interest rates are slightly higher than market rates, but it allows for home ownership for those who would otherwise have to rent. Looks at ability to make payments.

***There are many down payment assistance programs available through our preferred vendors, just ask us for more information to find out if you qualify.**



YOUR HOME SALE OPTIONS

TRADITIONAL SALE

- Most common
- Reflects market value for the neighborhood
- Seller is not upside-down on their mortgage
- Response to an offer generally within 24 hours
- Transaction process completed within 30-60 days

BANK-OWNED SALE

- Bank owns the home
- 2-party transaction - 1 buyer & 1 bank
- Priced below a comparably sized traditional sale
- Home almost always sold “As Is”
- Best financing: cash, conventional, or renovation
- Response to an offer within 24 hours to 5 days
- Transaction process completed within 30-60 days
- Bank will typically require a closing within 30-60 days

NEW CONSTRUCTION SALE

- Brand-new homes, built to your taste
- Warrantied
- Less expensive to maintain
- Already built, in the process, or from scratch
- Great for buyers who know exactly what they want
- Think about location for cost per sq. ft (some school districts demand a premium)
- Transaction process varies, typically 4-6 months unless already built

SHORT SALE

- Selling for less than what is owed to the bank
- 3-party transaction - 1 seller, 1 buyer, & 1 bank
- Bank has to agree to the accepted offer
- Bank sends out a 3rd party to value the property
- Bank will accept, counter, or reject an offer
- Response to an offer can be more than 90 days
- Can be great deals, but wait time involved for all parties can be extreme and very hard on a buyer wanting to purchase quickly
- Transaction process varies, typically 4+ months

NEGOTIATING YOUR TERMS

Once we've found the home you wish to purchase, we'll help you determine what offer you are willing to make on the home. After all, you are the one making the payments!

MAKING AN OFFER

- Pre-approval in hand
- Type of financing
- Sales price
- Comparable market analysis (comps)
- Earnest money
- Home warranty
- Inspection repair costs
- Property tax assessment review

EARNEST MONEY

- $ amount determined in purchase agreement
- Due 3 days after offer is accepted
- $ is applied towards your down payment

MULTIPLE OFFER STRATEGY

- "Dear Seller" letter
- Zero repair allowance
- Increased earnest money
- Flexible closing date
- Short inspection
- Consultation with home inspector
- Appraisal gap
- Sellers rent back

CLOSING COSTS*

- Credit Report: $65-$135
- Prepaid Insurance: $2,000+
- Prepaid taxes (up to 6 months)
- Prepaid Home Owners Association Fees (when applicable)
- Lender Origination Charges: $1,000+
- Appraisal Fees: $550
- Title Fees: $2,000+
- Buyer Broker Commission
- Closing Fees: $1,000+

*** There are options around how you can pay your closing costs and fees at closing:**

- Bring cash on top of your down payment.
- Utilize down payment assistance programs.
- Finance costs into your mortgage.
- Negotiate and ask the seller to pay any part or all of your closing costs and buyer broker commission.

** Keep in mind how seller concessions may impact your "net offer" to the seller, especially in multiple offers.*

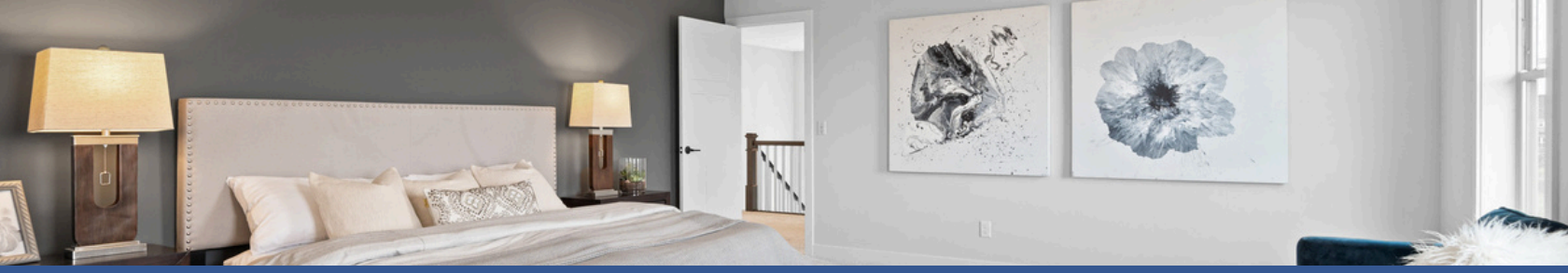
See this example:



YOUR OFFER
The total amount of your purchase price

SELLER'S CONTRIBUTION
The amount of your closing costs you ask the seller to pay for you

NET OFFER
The final amount the seller is actually receiving, viewed as your actual or "net" offer



PROTECTING YOUR HOME: HOME INSPECTIONS

We highly recommend you have a Certified Home Inspector conduct a thorough inspection. Typical cost of an inspection on average is $500-$650. The inspection is to eliminate potential surprises for the buyer. Your home cannot "pass or fail" an inspection. The Inspector's job is to report on major damage or serious problems that require repair and make you aware of repairs that are recommended or necessary. Once you have done the inspection, work with your agent to ensure you communicate and negotiate any items you wish within the contractual time frame.

INSPECTIONS TYPICALLY INCLUDE

- Appliances
- Plumbing
- Electrical
- Roof and Attic (if accessible, depending on weather)
- Heating and Air Conditioning

Note: AC can't be inspected in the winter months

- Foundation
- General structure

OTHER INSPECTIONS WE RECOMMEND

- **Radon Tests (~$175)**

More than 40% of the homes tested have radon levels exceeding the safe threshold set by the EPA.

- **Thermal Imaging (~$125)**

Reveals unseen moisture issues in a home.

- **Full Furnace Inspection (~$200)**

Most Home Inspectors cannot perform these, so they are done by HVAC professionals.

- **Sewer Line Inspection (~$200)**

For older homes, this can reveal cracked lines and damage from tree roots.

- **Chimney Inspection (~$200)**

This can reveal defects in the integrity of the chimney flue.

- **Septic Inspection ($300 to $600)**

It is recommended to pump the septic tank before sale and inspection.

HOME WARRANTY

PREVIOUSLY-OWNED HOME WARRANTIES: (~$500-$600)

When you purchase an existing home, you can purchase warranties that will protect you against most ordinary flaws and breakdowns in major mechanicals and appliances for at least the first year you own the home. The warranty may be offered by or negotiated with the seller, or you as the buyer can choose to purchase the home warranty.

NEW CONSTRUCTION HOME WARRANTIES:

When you purchase a newly-built home in the state of Minnesota, the builder offers a full home warranty on things such as the quality of design, materials, and workmanship.

- 1 year on defects caused by faulty workmanship and defective materials
- 2 years on defects caused by faulty installation of plumbing, electrical, heating and cooling systems
- 10 years free from construction defects due to noncompliance with building standards



CLOSING ON YOUR HOME

We are here from start to finish. We will guide you through all the final details and communicate to ensure the right people are doing their part for a successful closing.

HOMEOWNERS INSURANCE

- Highly competitive rates
- Impacts your monthly payment

UPDATE YOUR SERVICES

- Transfer of utilities
- Forward mail with USPS
- Update accounts and subscriptions

FINAL DETAILS

- All documents sent to lender in a timely manner
- Title company manages the closing process
- Appraisal
- Lender repairs

THE CLOSING

WHO WILL BE THERE?

- You, the buyer(s)
- Seller(s) usually pre-signs
- Buyer's agent
- Closer, the party representing the title company
- Occasionally, your mortgage officer

WHAT WILL YOU NEED?

- Bring valid government-issued photo ID
- Bring a cashier's check for your cash to close (your mortgage officer will tell you the amount prior to closing)
- Personal checkbook

WHAT IS EXPECTED AT THE CLOSING?

- If financing the property, your lender will require you to sign a document, called a promissory note, as evidence that you are personally responsible for repaying the loan.
- An escrow account will be set up for you at this time to pay any expenses incurred on the property (taxes, assessments, insurance, etc.).
- You will also sign all title and deed documents, making you the official homeowner!

Buyer's agent commission is paid at closing (once we have found the right home for you).

YOUR WIN IS OUR WIN!



WE ARE YOUR LIFETIME RESOURCE

OUR VISION & MISSION:

To help our clients achieve their goals through our expert team and innovative systems.

CORE VALUES

- ✓ BE HUMBLE
- ✓ BE A HUSTLER
- ✓ GROW AND LEARN
- ✓ POSITIVE ATTITUDE
- ✓ NEVER PROBLEMS, ONLY SOLUTIONS

ONGOING REAL ESTATE SUPPORT

- Post-closing questions
- Updated market information
- Helping your friends and family through referrals

ANNUAL CLIENT APPRECIATION EVENTS

Focusing On Giving Back to Others

- Share the Love Event
- State of the Market Address
- KC BBQ & Saints Game
- KC Great Pie Giveaway
- Free Photos with Santa
- Charitable Impact

PREFERRED VENDORS

- Contractors
- Cleaning companies
- Exterior maintenance
- Painting & remodeling
- Siding/Windows/Decks
- Much more!

WORK WITH THE EXPERTS!

When it came time to sell our longtime family home and downsize, we planned to check out three realtors and then make a decision as to who to go with. We first called Kerby & Cristina Real Estate Experts and were put in touch with Jessica Stephan. After talking with Jessica just once, we decided we didn't need to look any further ... and that turned out to be a great decision! We knew what we wanted to buy, but nothing was available. Jessica made it happen. We then needed to immediately sell our current home. She made that happen too! But mostly, it was the fact that she made us feel like we were her only clients. Phone calls and texts were always answered immediately. Jessica was incredibly well-organized, had a wealth of knowledge, and she was so good about answering questions (over and over again sometimes!) and 'holding our hands' every step of the way. Should we ever need a realtor again, we will definitely be calling Jessica Stephan!

- Katie

The Kerby and Cristina Team were able to coordinate our special requests and address all of our concerns all while we were out of state! If you can believe it, we bought our home sight unseen due to being a work relocation so we truly had to rely on this team and trust them! After closing in one state, moving to Minnesota and closing on our new home, we can proudly say that this team will not let you down!

- Shannon

The Kerby and Cristina Team were enormous help throughout the entire process of buying a home. From the moment I reached out to them with interest in buying. I received a response back from them in the same morning. The team is extremely personable, responsive, and knowledgeable in the industry, and offer excellent guidance through the entire process. I look forward to working with them in the future and would highly recommend for those looking to buy a home to use this team!

- Jeremy

The Kerby and Cristina Team made our first time home buying experience enjoyable and not overwhelming! We felt extremely supported every step of the way. This team was always easy to get in contact with, professional and personable, the perfect team! It truly felt like this team had our best interest at heart the entire process.

- Alicia

The Kerby and Cristina Team is absolutely incredible to work with when buying a home! They made the process very easy for us as we were looking to move into a larger home with another kid in our future. They were readily available anytime we were wanting to do a showing and made sure to let us know about all our options on the market with continuous communication! They are very knowledgeable and taught us a lot during the showings as we had many questions along the way! This team truly goes above and beyond for every one of their clients and I can't recommend them enough to anyone looking to buy!

- Joey

We used the Kerby and Cristina Team to purchase a home. The team was nothing short of amazing! They are very knowledgeable and found us our dream home within our first week of home searching! They were quick to answer all our questions and helped us navigate the market . They went above and beyond to ensure buying our home was as easy as possible. Highly recommend this group if you are looking to buy!

- Hannah

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