

Buyer's Guide



Joey Costello Real Estate

Spokane's Trusted Real Estate Advisor



You begin with a vision, I facilitate the dream.

When it comes to buying your home, the entire process can be incredibly confusing. Often, it's the dreaming of moving into a home, making it your own, and building a life that serves as the drive behind the desire for home ownership. But figuring out how to take the right first step can be daunting. With Windermere Real Estate, your dream of home ownership can become a reality.

By breaking down the home buying experience into a simple step-by-step process, I can ensure that your home buying experience will be smooth and stress free - and an experience you can enjoy!

The key to success is surrounding yourself with the right broker for the job. Let's take the first step, and get started . . .





STEP 1: Intake

In our first meeting, whether it be in person or over the phone, I will take some time to learn all about what you envision your **IDEAL HOME** is. You may not know initially what this looks like, but don't worry. My process includes brainstorming your wants, your needs, your must-haves, and your deal breakers. As we discover what this home could look like for you, I will put together a custom plan of action for achieving your goals



STEP 2: Financing

Gaining **LOAN APPROVAL** guides the search parameters and lets sellers know you are serious about purchasing a home. If you don't already have a relationship with a lender, I will provide you with a few options to consider. Regardless of whom you choose, make sure you pick a mortgage lender who has been recommended to you by someone you trust. Having an experienced financial advocate in your court will ensure that your new home will close on time without any last minute surprises.





STEP 3: Education Day

This is where the fun begins! Based on the information I gathered from you during Intake, I will put together a selection of homes to **TOUR TOGETHER**. It will include homes that you may consider "winners," homes that could be "maybes," and a few you may not have considered. Our tour will run anywhere from 2-4 hours, and I will be asking you lots of questions that require honest answers. Don't worry about hurting feelings, this is your opportunity to tell me what you love, and what you dislike. At the end of the process, I will have a much more thorough understanding of what the perfect home means to you.



STEP 4: The Offer

Once we have found "the one," we will work together to compose the offer. I will start by providing you with a market analysis to help determine a **COMPETITIVE OFFER PRICE**. Then, I'll walk you through the contract, including reviewing the various contingencies and addenda available to you. The top priorities of my offer writing process include:

- Ensuring you understand the contract language and your obligations as a buyer.
- Strategies for negotiating the best price and terms.
- Safeguarding your earnest money by putting protections in place to address any hidden problems that may arise.



STEP 5:

Mutual Acceptance

Finally, after submitting your offer, and possibly negotiating counteroffers, the goal is to reach agreement in writing, on all terms - known as mutual acceptance. From here, I will provide you with a custom [BUYER TIMELINE](#) that includes the various tasks you will need to complete prior to each contingency expiration. If this sounds stressful, don't worry - I'm here to guide you every step of the way!



A step-by-step process turns your dream into reality.



TRANSACTION CALENDAR

| | | | |
|-----------------|-------------------|-------------------|---------------------------------------|
| BUYER(S): | Jane & John Smith | PROPERTY ADDRESS: | 255 Main Street, Seattle, WA 98101 |
| PURCHASE PRICE: | \$975,000 | MUTUAL: | 9/19/2022 |
| EARNEST MONEY: | \$30,000 | CLOSING: | 10/19/2022 |
| DELIVER EM TO: | CW Title | POSSESSION: | 11/18/2022 |
| EM DUE DATE: | 9/21/2022 | | |
| EM FORMAT: | Wire | | |
| ESCROW: | CW Title | EMAIL: | escrow@cwtitle.com |
| CLOSER: | Shana Ginter | PHONE: | 206.555.5555 |

ITEM:

- Deliver earnest money check/wire to escrow/office
- Schedule sewer scope
- Schedule home inspection
- Send inspection contingency and requests for repairs/funds
- Appraisal ordered
- Review title report
- Obtain a homeowner's insurance policy
- Review appraisal report
- Complete contingency/exceptions list for lender
- Financing contingency expires
- Review CD from lender
- Schedule signing with escrow
- Arrange for down payment funds via check or wire
- Release to record and close
- Meet up for key turnover
- Share your experience working with us and write a review
- Schedule movers
- Open utility accounts
- Schedule final walk through

DEADLINE:

| DEADLINE: | COMPLETED? |
|-----------|------------|
| 21-Sep | |
| Waived | Waived |
| Waived | Waived |
| Waived | Waived |
| 20-Sep | |
| 25-Sep | |
| 30-Sep | |
| 1-Oct | |
| 1-Oct | |
| Waived | Waived |
| 14-Oct | |
| 17-Oct | |
| 18-Oct | |
| 19-Oct | |
| 20-Oct | |
| 20-Oct | |
| 1-Nov | |
| 15-Nov | |
| 17-Nov | |

Other Items on the horizon:

- Schedule vendors to give bids for house prep / reconditioning
- Start packing items that aren't necessary for daily living
- Buy moving boxes - note: If you are hiring movers they will often include at some boxes



STEP 6: Inspection

A home inspection is an **IN-DEPTH WALK-THROUGH** of the home. You will hire a professional home inspector (don't worry, I can help provide a few referrals) who will conduct a walk-through and investigate any items with the home that may be cause for concern. The report will include several levels of attention from "repair now" to "keep an eye on this." With this information in mind, we may have the opportunity to go back to the seller and negotiate necessary funds to manage the repairs, or even hire an expert for specific issues that need more exploration.



STEP 7: Escrow

An escrow officer is an independent 3rd party who **OVERSEES THE TRANSACTION** to ensure all parties have performed their duties as outlined in the contract. They will receive and disperse documents and funds required to record the transfer of ownership of your home. Once all loan documents have been sent to escrow, you will meet with the escrow officer about 2-3 days before closing day to sign the documents. On closing day, we will receive word that your ownership documents (and your deed) have officially recorded. Then you are handed over the keys to your new home!





STEP 8: Moving Day

Once the day you've been waiting for finally arrives, I am ready to help you plan a successful transition. Typically you can move into your new home the day after closing. You may decide to conduct a few updates before you move in, or just need a referral for a mover. Not to worry, [I HAVE RESOURCES](#) to assist you with the entire process.



BONUS STEP: Lifetime Resources

Home ownership doesn't end once the keys are handed over, and neither does our relationship. As a real estate professional, I meticulously keep up to date with all things home. Whether you need an electrician to help switch out a fan, or a designer to choose paint colors, my [VENDOR LIST OF PROFESSIONALS](#) is always at your disposal.

Code of conduct: The Buyer 10 Commandments

Throughout the home purchase process, your lender will be watching for any red-flags that could create cause for concern when approving your loan. It is very important that you remain fiscally conservative with your financial transactions up until the day after closing. Partaking in any of the activities below could put your home purchase and loan approval at great risk:

THOU SHALT NOT:

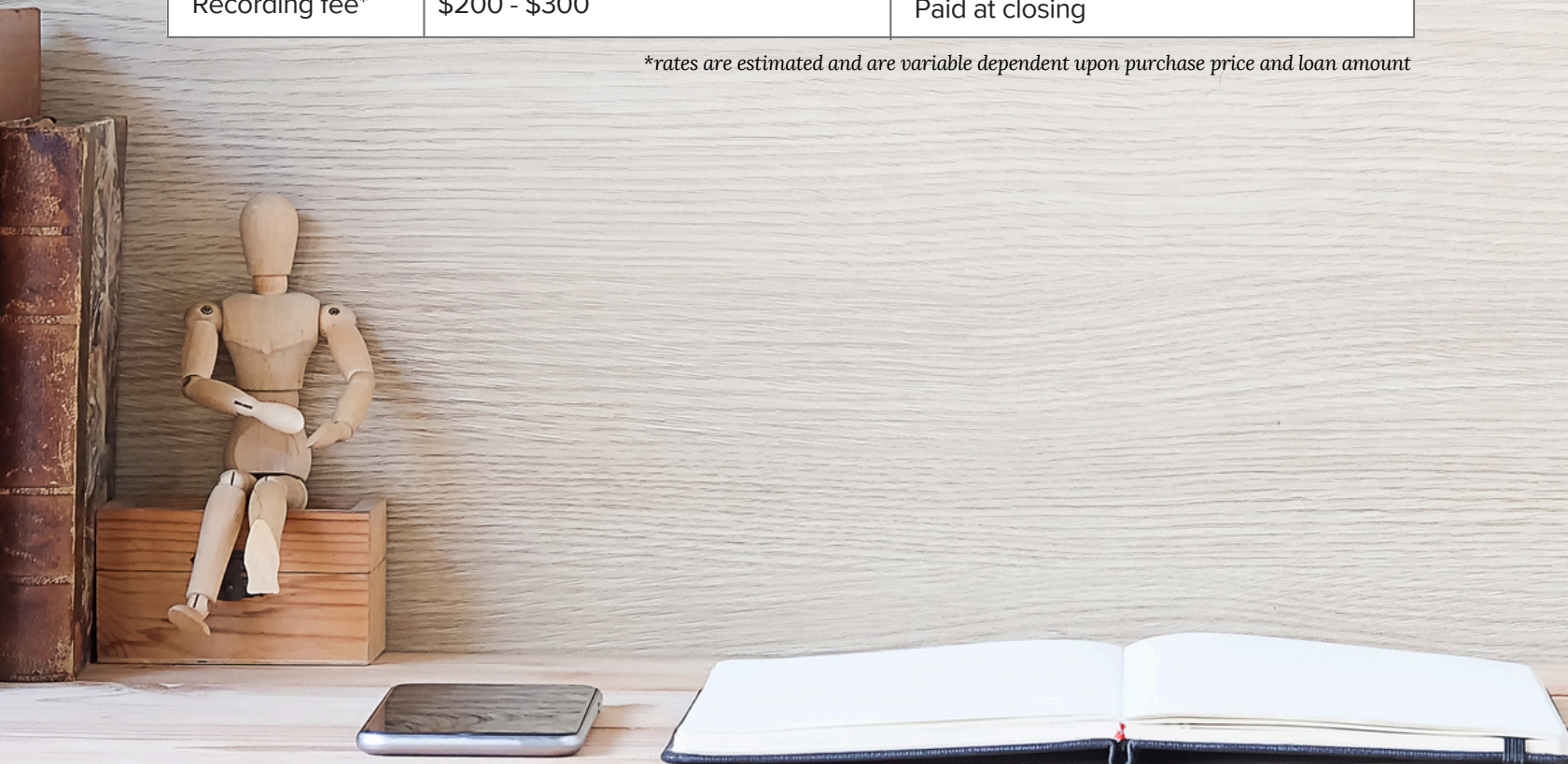
- Change jobs, become self-employed or quit your job.
- Buy a car, truck, van or boat.
- Spend money you have set aside for closing.
- Omit debts or liabilities from your loan application.
- Use credit cards excessively or let current accounts fall behind.
- Buy furniture on credit.
- Originate any inquiries into your credit.
- Change bank accounts.
- Co-sign a loan for anyone.
- Make large deposits without checking with your loan officer.

What does it cost to purchase a new home?

The cost associated with buying a new home is actually more than just the down payment and mortgage. It is important that you understand the various fees so that you have a clear understanding of your settlement statement at closing.

| EXPENSE: | AMOUNT: | WHEN TO PAY: |
|-------------------|-----------------------------------|--------------------------------------|
| Earnest money | Typically 3% of purchase price | When submitting your offer |
| Home inspection | \$350 - \$750 | On inspection day |
| Appraisal | \$800 - \$1200 | Within 1st week of mutual acceptance |
| Credit report | \$30 - \$50 | Paid at closing |
| Loan origination* | 0.50 - 1.5% of loan amount | Paid at closing |
| Down payment | Typically 3-20% of purchase price | 24 hours prior to closing |
| Title insurance* | \$1400 - \$1600 | Paid at closing |
| Escrow fee* | \$1500 - \$1800 | Paid at closing |
| Recording fee* | \$200 - \$300 | Paid at closing |

**rates are estimated and are variable dependent upon purchase price and loan amount*



What you need to know before you choose a lender:



Pre-approval

To help you make the strongest offer possible, I will require that you receive pre-approval status from a lender prior to beginning your property search. This information will help you understand exactly what you can plan for and what your monthly payments will look like. If you don't already have a relationship established with a lender, I can help refer a mortgage professional to you.

➔ **SHOP AROUND:**

Not all lenders are created equal. Each has access to variable loan products based on income, assets, debt, savings and credit history. Each charge different fees and in different formats - so it's important to understand and compare their services.

➔ **CHECK THEIR REFERENCES:**

Just because they are a loan officer with a bank you may have used for years, doesn't mean they're the best. Often the smaller, local lenders provide quality customer service and are committed to delivering on their promises

➔ **REVIEW BANKS vs. MORTGAGE BROKERS:**

Banks may have lower closing costs, yet higher interest rates. Mortgage brokers may have lower rates, yet higher closing costs. It's important to shop around and compare to determine what is best for your personal situation.

Understanding Title & Escrow services:



Why are they important?

Title insurance protects you and your lender's interest against legitimate or false claims by previous owners or lien holders. While most "defects" will be resolved prior to closing, title insurance will cover issues that may have not been found until after closing. It is Escrow's responsibility to ensure that funds are properly delivered and ownership is properly transferred.

➔ **WHAT IS TITLE?**

A title insurance policy is a contract insuring the insured's ownership or interest in a specific piece of property.

➔ **WHAT IS ESCROW?**

Escrow is an important neutral third-party which receives and oversees the contract documents and funds deposited by buyers, sellers and lenders to facilitate the closing of a real estate transaction.

➔ **SIGNING DAY:**

A few days before closing when your documents are ready, you will be contacted by your escrow officer to schedule a signing appointment. They will also provide you with instructions for delivering the balance of funds due to escrow 24 hours prior to closing.

ABOUT ME

As a real estate broker at Windermere Real Estate, I have a true passion for helping you navigate the “ins” and “outs” of buying a home in the Spokane Real Estate Market.

Purchasing a home, whether it’s your first or third time, can generate a roller coaster of emotions ranging from excitement to anxiety and everything in between. With my proven 8-Step Buyer Guide, you can be assured that the process will be both seamless and fun.

My mission is to understand your vision so that I can help facilitate your dream.



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Outstanding Professional

I received a Bachelor’s degree from California Lutheran University where I majored in Psychology and minored in Business Marketing. Both fields of study have strengthened my ability to connect with clients, equipped me with strategic skills to effectively promote listings, negotiate deals, and guide my clients through what can be an emotional process.

Exceptional Personality

My outgoing and energetic nature allows clients to feel comfortable and excited throughout the buying or selling process, which sets me apart in a way that builds lasting relationships. Being an expert negotiator, I consistently advocate for my client’s best interests. My trusted reputation means that clients know they’re in reliable, capable hands, which fosters confidence and loyalty. All of these attributes combined make me not only effective, but memorable and highly valued in real estate.

Service Minded

I love to support the community by contributing to the Windermere Foundation with each real estate transaction, as well as giving back through multiple organizations. This community feels like one big family to me. When you choose me as your agent, you are treated as more than a client, you are treated like a family member.