



**FINDING THE  
RIGHT NEST**

# 1

Our agents are uniquely savvy. We're equal parts matchmakers and business people.



We listen deeply, support your choices—never push—and we care as much about finding your perfect place as we do about offering expert representation and negotiations.

## THINGS TO KNOW

Who pays for your agent? Both the Buyer's agent and Seller's agent are paid by the Seller from a commission on the sale price of their home. **As a Buyer, your agent comes free of charge!**

## MEET YOUR AGENT

# 2

We'll customize your home search to your individual needs, wants, and the particulars of your lifestyle. Whatever you're seeking, we select just those options that are right for you.

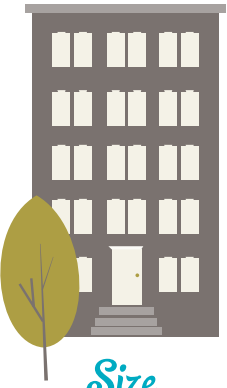
## WHAT TO CONSIDER



*Budget*



*Location*



*Size*



*Style*

## CHOOSE YOUR NEST

# 3

When you've found The One, we'll sit down together & write up an Oregon Sale Agreement, a.k.a. "An Offer."

It typically takes 30-45 days from the date the offer is presented to the Seller to the date the deal closes. The time may be longer or shorter, depending your needs or the Seller's.

We present your offer to the Seller via their Agent. We sometimes send a personal letter from Buyer to Seller, to create a relationship. We may present an offer in person if the Seller allows.

If a Seller wants to alter the offer, we negotiate on your behalf to reach a mutually acceptable agreement.

## THINGS TO KNOW

### *Mortgage*

We are happy to refer you to mortgage specialists who have helped past clients successfully. (Urban Nest Realty is not a mortgage broker or lender.)

If you are getting a mortgage loan, pre-approval is essential before house hunting. Talk to your mortgage specialist to get the process started.

**MAKE AN OFFER**

# What Makes Up an Offer?

## › SALE PRICE

The amount the Buyer and Seller agree upon.

## › EARNEST MONEY

A small percentage (generally 1% - 2%) of the sales price that will go into an escrow fund after your offer is accepted. Earnest Money will be held by the Escrow Officer in a secured account, until it is applied to the balance of your down payment at Closing.

## › DOWN PAYMENT

Money from a Buyer that goes toward the purchase of a home.

## › LOAN AMOUNT

Money from a lender that covers the balance of the money needed to purchase a home. May require proof of Homeowner's Insurance.

## › TIMELINES

Important time periods and dates to keep track of include the Inspection Period, Closing Date and Date of Possession.

## › TITLE COMPANY

Responsible for producing a preliminary title report and issuing title insurance

## › ESCROW & TITLE

An arrangement between Buyer and Seller in which an independent third party, aka an Escrow Officer who works at a local title company, receives and disburses money and/or documents, according to contract terms .

**MAKE AN OFFER**

# 4

The clock starts on the Inspection Period the first business day after Buyer & Seller both accept the contract terms.

Typically, you'll have ten business days to inspect the home and negotiate details, depending on contract specifics.

## TYPES OF INSPECTIONS

### *General Inspection* \$400 - \$500

Conducted by a licensed home inspector, this may take 3-4 hours. Includes review of plumbing, electrical, heating, cooling, structure, siding & windows.



### *Sewer Scope* \$100

Sewer Contractor inserts a mini-video camera through the sewer line to determine its condition.

### *Radon Test* \$175

Radon is an invisible, odorless and natural occurring gas that can seep into homes from underground. Radon Tests determine the concentration of radon in the house.

### *Oil Tank Sweep* \$100

A device is used to "sweep" the property to determine whether an oil tank is buried underground. If a tank is detected, samples of surrounding soil are tested for contamination. If the contamination levels are high, the tank will need to be decommissioned.

# INSPECTION

# 5

If the inspections reveal conditions that the Buyer wishes the Seller to address, we'll prepare an Inspection Addendum, listing the repairs or financial credits a Buyer would like taken care of prior to moving forward.

Sometimes the "Home Inspection Addendum" is accepted immediately, and sometimes we need to further negotiate.



Usually the Buyer and Seller come to an agreement and continue towards closing the deal. On those rare occasions when the parties don't come to an agreement, the Buyer can terminate the transaction and continue house hunting.

## REPAIR ADDENDUM

An inspection addendum is drawn up by Buyer based on investigations during the inspection period. **It lists the terms and conditions by which the Buyer is willing to accept the property and move forward to closing.** This is sent to the Seller within the inspection period for response and negotiation.

NEGOTIATE

# 6

After the repairs have been negotiated, the lender will send an appraiser to determine the value of the property.

This ensures the property is worth the price it is being sold for. The appraiser will look at mechanical systems, upgrades, renovations, and condition of the property to determine value.

## APPRAISAL COSTS

Depends on the property type, location, size and the kind of loan a Buyer is using to finance the purchase (e.g. FHA, Conventional, VA). You can expect to pay between \$450 - \$700 for a completed appraisal.

## FINAL WALK-THROUGH



Once the appraisal has been completed and any repairs have been made, a Buyer can elect to do a **final walk-through to make sure everything has been done to their satisfaction.** Some repairs can be confirmed by receiving a receipt from the contractor. Other repairs can be seen in person.

## APPRAISAL





## SIGNING

A couple of days prior to closing the deal, we meet you at a local Title Company where you'll sign loan and deed documents.

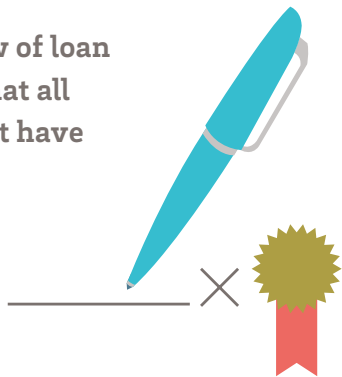
Bring a picture ID and provide a cashier's check and/or wiring instructions so that the amount of down payment and closing costs will be at title at least one day prior to closing.

### TITLE COMPANY

Conducts a "title search" to trace it back to its original owner to ensure that there are no competing claims for the same property. Title companies also offer title insurance and review all documents relating to a deal. They disburse final pay-outs to all interested parties.

## CLOSING

After the lender does a final review of loan documents and we've made sure that all the terms of the real estate contract have been met, the Seller gets paid and the deed is recorded in your name with the county. This means the transaction has closed.



**SIGN & CLOSE**

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# Get Nesting!

**NOW THE FUN BEGINS!**

It's time for us to hand over the keys  
to your new home.



**KEYS**