



# THE ROAD TO home

**A HOME BUYER'S GUIDE**

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# nice to meet you



## AMANDA HAGEN

REALTOR®

As a real estate broker, my mission is to empower, educate, support, and facilitate the selling and/or purchasing of one of the largest investments in one's lifetime. I am here for my clients every step of the way and I take pride in building relationships with my clients and within my community. I am proud to serve Oregon's wine country and the Portland metro area.



## LET'S CONNECT



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Committed to bringing you the  
most professional, informative,  
trustworthy & dedicated service  
that you deserve.

The best interests of my clients  
will always come first  
in every transaction.



# ten steps

## TO BUYING A HOME

- 01/ FIND THE RIGHT AGENT
- 02/ PREPARE FINANCES
- 03/ GET PRE-APPROVED
- 04/ START HOME SHOPPING
- 05/ MAKE AN OFFER
- 06/ ORDER AN INSPECTION
- 07/ NEGOTIATE FINAL OFFER
- 08/ APPRAISAL ORDERED
- 09/ SCHEDULE THE MOVE
- 10/ CLOSING DAY





## 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.



### GETTING YOU IN THE DOOR

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

### HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

### 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. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

### ON YOUR SIDE

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

### NEIGHBORHOOD EXPERT

Working daily in neighborhoods with inspectors, contractors, and negotiating with sellers, I have the market knowledge you need to get the best results from your purchase. Understanding the local real estate market can go a long way when it comes time to make an offer on a house.

### PROBLEM SOLVER

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

### AFFORDABILITY

The seller typically pays the commission for both the seller's agent and the buyer's agent. We will discuss where they don't if that particular situation arises.

## HOW MUCH HOUSE CAN YOU AFFORD?

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 a mortgage pre-approval provided by your mortgage lender. 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.

## CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for a new credit card or car loan until you have been approved
- Avoid making big purchases until you have been approved and after getting into contract
- If possible, avoid job changes until you have been approved and after getting into contract

## 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 & home inspector

- A Down Payment is typically between 3% & 20% of the purchase price
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit. This goes towards the down payment.
- Closing Costs for the buyer run between 2% & 5% of the loan amount
- A Home Inspection costs \$6000 to \$1500 depending on the extent of the inspections recommended

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports etc.) to be reviewed & verified by the lender.



A top-down view of a desk setup. In the upper left, a portion of a silver laptop keyboard is visible, showing keys like 'fn', 'shift', 'caps lock', 'tab', 'esc', '1', '2', '3', '4', '5', '6', '7', '8', '9', '0', 'backspace', 'q', 'w', 'e', 'r', 't', 'y', 'u', 'i', 'o', 'p', 'asterisk', 'hash', 'underscore', 'equals', 'greater than', 'less than', 'bracket', 'parenthesis', 'at', 'number', 'percent', 'dollar sign', 'ampersand', 'asterisk', 'hash', 'underscore', 'equals', 'greater than', 'less than', 'bracket', 'parenthesis', 'at', 'number', 'percent', 'dollar sign', 'ampersand'. To the right of the keyboard is a light-colored, textured notebook. A black pen with a silver clip and a silver tip lies diagonally across the notebook. In the lower right, a spiral-bound notebook with a light-colored cover is partially visible, along with a wooden pencil. The background is a plain, light-colored surface.

# PREPARING for a home loan





# GET qualified

These numbers change so be sure to check with your lender for accurate information

TYPE OF LOAN	CREDIT SCORE	DOWN PAYMENT
VA LOAN	620	NO DOWN PAYMENT
USDA LOAN	620	NO DOWN PAYMENT
FHA LOAN	580+	3.5%
	500-579	10%
203K LOAN	640	3.5%
CONVENTIONAL 97	620	3%
CONVENTIONAL LOAN	640	5-20%

## INCOME qualifications

### QUALIFYING INCOME

W-2 Income/Salary  
Income from part-time jobs  
Income from a second Job  
Overtime & Bonuses  
Seasonal jobs  
Self-employed Income  
Alimony & child support (Documentation required)

### NON-QUALIFYING INCOME

Income from the lottery  
Gambling  
Unemployment pay  
Single bonuses  
Non-occupying co-signer income  
Unverifiable income  
Income from rental properties

Check with your lender as some of this info can change

## NEEDED documents

W2'S FROM THE PAST 2 YEARS  
3 MONTHS WORTH OF PAY-STUBS  
BANK STATEMENTS (PAST 3 MONTHS)  
PREVIOUS 2 YEARS OF TAX RETURNS  
LIST OF YOUR DEBTS & ASSETS  
DIVORCE DECREE  
ADDITIONAL INCOME DOCUMENTS

# TYPES OF mortgage LOANS

Check with your lender for the most up to date information and qualifications

## TYPES OF LOANS

	WHO QUALIFIES	DOWN PAYMENT	UPFRONT MORTGAGE INSURANCE	MONTHLY MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
<b>VA</b> Department of Veteran Affairs	Veterans  Personnel with honorable discharge  Reservists & National Guard  Surviving Spouses	NONE	NONE	NONE	580
<b>USDA</b> Department of Agriculture	Someone who is buying a home in a USDA -designated rural area.	NONE	2% of the loan amount. Can be rolled into loan amount.	REQUIRED	640
<b>FHA</b> Federal Housing Administration	Anyone who meets the minimum credit and income levels.	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
<b>203K</b> Federal Housing Administration	Anyone who plans to purchase a fixer-upper or needs to renovate their home and meets credit & income requirements	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
<b>CONVENTIONAL 97</b>	Depending on the program, available first time home buyers (a buyer who hasn't owned in the last three years) can put 3% down with a Conventional 97 program.	Varies from 3%-20% of purchase price	NONE	REQUIRED	620
<b>SELECT SMART PLUS</b>	Anyone who meets lenders credit, income & debt level requirements	Varies from 3% -20%, but typically ranges from 5-20%	NONE	REQUIRED	620



# START shopping







## START HOME SHOPPING

### START TOURING HOMES IN YOUR PRICE RANGE

We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or video to help you remember each home, and review the notes you and I have written. Once we have found THE house for you, we will present an appropriate offer based off of recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.

### TIP

We can check out the little details of each house while we're there. However, an inspector will do a more thorough inspection

- Test the plumbing
- Try the electrical system
- Open and close the windows & doors to make sure they work properly

Evaluate the neighborhood and surrounding areas.

- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks?

# MAKE AN offer







## MAKE AN OFFER

### WHEN TO MAKE AN OFFER:

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of properties available it is important to act fast!

### HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in its current condition. With the knowledge of all this information, we will determine the price that you would like to offer.

### SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

#### •Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make an impression on the seller.

#### •Put Down a Healthy Earnest Deposit

A larger earnest money deposit shows you are serious. Remember, this will go towards your down payment. 1% is the standard minimum.

#### •Cash Talks

A transaction that is not dependent on receiving loan approval is more attractive to a seller.

#### •Shorter Inspection Periods

Try shortening the inspection period to less than 10 days as a means to compete against another offer. However, it's imperative we have sufficient time for thorough inspections.

#### •Write the Seller a Letter

We can make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with the home. This is something that some agents are not comfortable with, however, so we would need to check with the seller's agent first.

#### •Offer to Close Quickly

Many sellers prefer to close within 30 days or fewer. This is dependent on your lender and if they close earlier than 30 days.



## THE PROCESS

### AFTER YOU SUBMIT AN OFFER

#### THE SELLER COULD

##### •ACCEPT THE OFFER

##### •DECLINE THE OFFER

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

##### •COUNTER-OFFER

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

##### •ACCEPT THE SELLER'S COUNTER-OFFER

##### •DECLINE THE SELLER'S COUNTER-OFFER

##### •COUNTER THE SELLER'S COUNTER-OFFER

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

### OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.



ESCROW

period





## 06/ ORDER AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be cognizant of not being too nit-picky on small items, while being very careful of potentially significant issues.



## 07/ NEGOTIATE FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

### 1. Ask for a credit for the work that needs to be done.

Likely last thing the seller wants to do is repair work.

### 2. Think “big picture” and don’t sweat the small stuff.

Tile that needs some caulking, or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.



## 08/ APPRAISAL ORDERED

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

If approved you will receive your final commitment letter that includes the final loan terms & percentage rates.

### Property Title Search

This ensures that the seller truly owns the property, and that all existing liens, loans or judgments are disclosed.

### Homeowner's Insurance

You'll need insurance for the new home prior to closing. This will protect against things like fire, storms and flooding



# 09 scheduling YOUR MOVE

## IN CONTRACT

- FINALIZE MORTGAGE
- SCHEDULE HOME INSPECTION
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- Get organized and begin to store important documents
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies

## 4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- buy/find packing materials
- START PACKING

## 3 WEEKS TO MOVE

- ARRANGE APPRAISAL (LENDER WILL DO THIS)
- COMPLETE TITLE SEARCH (TITLE COMPANY WILL DO THIS)

## 2 WEEKS TO MOVE

- SECURE HOME WARRANTY
- GET QUOTES FOR HOME INSURANCE
- SCHEDULE TIME FOR CLOSING (TITLE COMPANY WILL CALL TO SCHEDULE THIS)
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

## 1 WEEKS TO MOVE

- OBTAIN CERTIFIED CHECKS FOR CLOSING OR WIRING INSTRUCTIONS FROM TITLE COMPANY
- SCHEDULE AND ATTEND FINAL WALK THROUGH IF DESIRED
- Finish packing
- Clean
- Pack essentials for a few night in new home
- Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number





# CLOSING day



10

# closing day



## CLOSING DAY

Closing is when you sign ownership and lending paperwork. Typically, closing takes four to six weeks from the day we enter a contract. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.



## CLOSING DISCLOSURE

Lenders are required to provide you with a Closing Disclosure, at least three days before closing. This will show you what your final loan terms and closing costs will be. You will have three days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the Loan Estimate and the Closing Disclosure, we must notify your lender and title company immediately.



## FINAL WALK THROUGH

We will do a final walk through the home within 24-48 hours of closing if needed to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans



## CLOSING TABLE

Who will be there:

- Your agent
- A title company representative (always)
- Your loan officer (sometimes)
- Any real estate attorneys involved in the transaction

The closing typically happens at the title company. You will be signing lot's of paper work so get your writing hand warmed up!



## CLOSING COSTS

Closing costs can vary depending on your home's purchase price and where you are located. These closing costs can sometimes be shared with the seller.



## BRING TO CLOSING

- Government-issued photo ID
- Homeowner's insurance certificate (usually handled prior to closing day)
- Funds to cover the remainder of the down payment and your closing costs (usually handled the day or two before closing.)



## RECEIVE YOUR KEYS

While many believe they will receive their keys at the time of signing, keys are actually given over to you once the sale has recorded with the county. I will keep you informed on our scheduled day and time to receive keys.

Congratulations! It was a lot of hard work but you are now officially home owners!! Time to throw a party and get to know your new neighbors!



# REVIEWS





# REVIEWS



Amanda was amazing and we recommend her to everyone we know! It had been 18 years since we had purchased a home so we felt a little rusty and nervous. She guided us through the process beautifully and helped us feel safe and secure in our decisions. The "perfect" house for us had a so many boxes to check off, we didn't think we'd ever find one. Well, Amanda never gave up, we finally found our perfect home and couldn't be happier. From the bottom of our hearts, THANK YOU <3

She was nothing short of amazing. You will not find a real estate agent that will work harder for you than Amanda will. Not only is she a great Real Estate Agent but she is a great and caring person as well who truly enjoys helping people!

I can't say enough about how amazing Amanda has been through this looking/buying process. We have been working with her for 10 months, she was always available to take show us homes, even on short notice. Her guidance has been tremendous and her knowledge, invaluable. Because of her I know my husband and I found the perfect home for us. We could not be more grateful to have Amanda as our realtor.

Amanda was great! She worked with us to find the right house for us and warned us away from houses that seemed nice from the outside, but were going to have major problems down the road. She was super communicative and very good at explaining things to us as first-time homebuyers. Would definitely recommend her to anyone looking to buy.

We had an amazing time with Amanda! It truly felt like a long-time friend was helping us purchase a home rather than someone we had just met. If you're looking for someone who knows their stuff, is detail oriented, and will make sure you get the best deal possible, Amanda is the realtor for you. As first time home buyers, Amanda was extremely patient and helpful in explaining the ins and outs of home buying. We are beyond lucky to have been able to have her as our realtor. We will be recommending Amanda to all of our friends and family in the future!



# THE ROAD TO home

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