



Lifestyle Living
with **exp**
REALTY

BUYER'S Resource guide

THE COMPLETE GUIDE TO FINDING YOUR DREAM HOME



WHAT'S INSIDE

Buyer's Guide

THE PROCESS

PROCESS ROADMAP
BUYING YOUR HOME CHECKLIST

FINANCES

FINANCING YOUR HOME GUIDE
FINANCIAL CHECKLIST

ABOUT YOUR REALTOR

MY PROMISE TO YOU
AGENT BIO
CLIENT REVIEWS

RESOURCES

QUESTIONS TO CONSIDER
REAL ESTATE TERMS TO KNOW
TRUSTED LENDERS
TRUSTED VENDORS
GET IN TOUCH

THE PROCESS

to buy your home



THE PROCESS

To buy your home

1 PARTNER WITH AN AGENT

By entering our partnership, you will receive local insight and I will provide information about your neighborhood's inventory. You will instantly have access to off-market properties and market averages.

1 GET PRE-APPROVED

By getting pre-approved, you will understand what you can afford and determine your mortgage payment. You'll need to start preparing for the loan application process and obtain a pre-approval letter.

2 FIND YOUR NEW HOME

Begin by comparing homes and neighborhoods to start narrowing down search criteria. From there, narrow down your favorites and we can begin our home tours to find your dream home!

3 MAKE OFFER & NEGOTIATE

After using comparative analysis strategies, we will determine the best price to offer for the home. In a competitive market, you may not be the only one bidding so we will want to stand out. I will help walk you through different strategies in order to identify what will be the best options for you and your unique situation.

4 UNDER CONTRACT

Once we are under contract, we will move into setting up home inspections and appraisals, securing your loan, establishing move-in dates, and preparing for closing day.

5 BEFORE YOU CLOSE

Get organized before the big closing day. You'll want to transfer funds, reserve a moving company for your move-in date, set up utilities and more.

6 CLOSING DAY: TO BRING

You'll want to bring a printed confirmation of your wire transfer, Photo ID, and your checkbook. Your title company will confirm numbers and what you will be required to bring about 2-3 days before closing. Remember to never send wire information over email.

7 CLOSING DAY

Yay! It's the big day! On this day you will sign the closing disclosure, promissory notes, and all other documentation. There will be a Title Transfer, Deed Delivery, and you'll get your keys to your new home!

BUYING YOUR HOME *Checklist*

1 PARTNER WITH AN AGENT

- Get local insight
- Get to know neighborhood inventory
- See what's about to hit the market
- Gain access to off-market properties
- Review market averages
- Complete needs assessment

1 GET PRE-APPROVED

- Understand what you can afford
- Determine your monthly mortgage payment
- Understand your debt ratio
- Obtain a pre-approval letter

2 FIND YOUR NEW HOME

- Compare home and neighborhood averages, narrow down neighborhoods you want
- Favorite homes
- Nix homes that don't meet the mark
- Schedule home tours and plan an itinerary with your agent
- Decide on your dream home

3 MAKE OFFER & NEGOTIATE

- Review contract terms and time limit for offer
- Negotiate purchase price
- Choose a title company
- Shop home insurance options
- Prepare for down payment, earnest money
- Choose a target closing date
- Sign the offer
- Deliver earnest money
- Stay in close contact with your agent

4 UNDER CONTRACT

- Secure a home loan
- Acquire home insurance and send proof to your lender. Request list of what conveys with the property
- Schedule home inspection/negotiate repairs
- Acquire a property disclosure from the seller
- Order an appraisal
- Address any contingencies or other roadblocks that the contract presented
- Conduct a title search
- Schedule your closing
- Solidify both contract effective and allowable move-in dates
- Certify funds for closing
- Stay in close contact with your agent, lender, and title company

5 BEFORE YOU CLOSE

- Transfer funds for closing
- Reserve a moving company & set a moving date
- Change your address - USPS, bank, and credit cards are the most important
- Set up your utilities to be activated or transferred
- Confirm that all contingencies are resolved
- Schedule the final property walk-through
- Designate a safe, dedicated space to save your final paperwork
- Stay in close contact with me and your lender
-

6 CLOSING DAY: WHAT TO BRING

- Connect with your lender to wire down payment funds. You'll need to cover the cost of closing and the down payment.
- Bring a printed confirmation of your wire transfer
- Government-issued Photo ID(s)
- Your checkbook
-

7 CLOSING DAY

- Sign closing disclosure, promissory note, and all other documentation
- Title transfer
- Deed delivery
- Save your paperwork in your pre-designated spot
- Get your keys - congrats, it's all yours!



FINANCING

guide



FINANCING

your home

HOME LOANS AT A GLANCE



1. PRE-APPROVAL

Get pre-approved for your loan



2. MORTGAGE APP

Apply for a mortgage



3. APPRAISAL

Get your home appraised to determine value



4. LOAN PROCESSING

Your loan will begin processing



5. UNDERWRITING

Your loan goes through underwriting



5. APPROVED

You're cleared to close!

HAVE ON-HAND

- A month's worth of your recent pay stubs
- Copies of your federal tax returns and W-2's from the last two years
- The names and addresses of your employers over the last two years
- Last three months of bank statements
- Any other financial documents that could be factored into your loan approval (investment payouts, disability, etc.)
- Divorce/separation decree & child support papers
- Bankruptcy, discharge of bankruptcy papers

✓ DO

- ✓ Notify your lender of any address change, whether it's your home address or another listed on your application
- ✓ Notify your lender of any salary or wage changes
- ✓ Be prepared to provide proof of significant bank deposits
- ✓ Acquire homeowner's insurance immediately after going under contract
- ✓ Keep all forms of debt paid and in check

✗ DO

- ✗ Make large purchases using existing credit without first talking to your lender
- ✗ Apply for or acquire any additional lines of credit
- ✗ Pay off, transfer, or close credit balances unless your lender instructs you to do so
- ✗ Change jobs without first talking to your lender
- ✗ Co-sign for another person seeking to obtain a line of credit or to make a purchase
- ✗ Pay off collections before conferring with your lender



FINANCIAL *checklist*

Use this financial checklist to help keep your budget in check.



CLOSING COSTS

Closing fees include things like the attorney's fee, survey fees, and document preparation fees.



DOWN PAYMENT

Your down payment is the money you pay at closing. It's the difference between your mortgage amount and your purchase price of your home.



EARNEST MONEY

Earnest money is an upfront deposit that gets applied to your down payment or closing costs.



APPLIANCES/FURNISHINGS

When budgeting for your new home, remember to set money aside for appliances and furnishings that you will want to purchase upon closing.



INSURANCE

Depending on your loan program and down payment amount, you may pay mortgage insurance. Homeowners insurance is also required.



MAINTENANCE

It's suggested that homeowners put aside money to cover maintenance from lawn equipment to household tools.



PROPERTY TAX

This varies depending on the county you live in.

MY PROMISE

to you





MY PROMISE TO YOU

From the day you partner with me, and even beyond the day you set foot into your new home, consider me your dedicated real estate adviser.

Whatever you need, I have the resources and expertise to guide your decisions. Throughout your transaction, you can come to me anytime for assistance with both the little things and the major steps. From comprehensive home insurance to competitive financing, I have recommendations for trusted professionals that will help you every step of the way.

After your purchase, don't hesitate to ask me to recommend fully vetted service specialists or about how you can care for your home. Further down the road, should you ever want to sell, I'll be your trusted point-person.

You'll always have my number, and I'll always be ready to spring into action. Just say the word!

To always do the right thing, even if it isn't what is easiest

To take care of your needs at the highest level through unparalleled professionalism and attention to detail. No request is too small

To serve by your side as a trusted local expert and adviser

To consistently and clearly communicate with you in the manner and frequency that you prefer

To treat you and your family with straightforwardness, integrity, and respect at all times

To answer your questions, ease your concerns, reduce your stress, and expertly handle the entire real estate transaction

To hold myself accountable to helping you make the best decisions for you and your unique situation outside of my own interests and opinions. You are always the boss and ultimate decision-maker.

CLIENT TESTIMONIAL

reviews

RHONDA



Tara is professional, knowledgeable, & attentive. She knows Northern Colorado well as she has lived in the area for more than 20 years. She has quick response times to all types of communication & explained the process in terms I could understand. What I really liked was her style of sharing information & giving me the "why" along with the "how" during the transaction, when applicable. Not only did she help me with the sell of my home, but with the buy side as well. I was looking for something specific, & she worked tirelessly to find me that perfect fit in the area I wanted to move into. She will be my realtor of choice for all future transactions!

SARA



Tara is awesome! We couldn't have landed such a great deal in this crazy market without her!

JOSH



Tara Curry was nothing less than amazing! She was beyond patient with me and explained everything in great detail. She noticed things I did not and really helped me a ton in narrowing down the most important things I was looking for in a home. 100/100 Tara is the bomb

FRAN



Tara was such a pleasure to deal with!!! She is kind and considerate, and had our best interest at heart. If you want a Realtor you can trust, Tara is definitely one.

RACHEL



Tara was so great during our process of buying our first home. She was very responsive and very knowledgeable about the areas we were looking at. She listened to what we wanted and came up with some really fantastic options that fit our needs. She made sure we were informed on every part of the process, and whenever we started to get a little stressed she was more than happy to talk through and resolve our concerns. I highly recommend using her for selling or purchasing a home!

GRANT



Tara is a rock star. She helped my wife and I buy our first home together during the absolutely insane seller's market in the summer of 2021. She is very informed and helped us navigate through the market and land us an amazing home! I would highly recommend her if you're looking for an energetic and hard-working realtor.



BUYING YOUR HOME

RESOURCES

for you



QUESTIONS TO CONSIDER - NEIGHBORHOOD

- What neighborhoods or areas would you enjoy living in?

- Are there any specific streets or characteristics in these neighborhoods you're drawn to?

- Are there specific architecture styles you are drawn more towards? Are there any you absolutely not consider?

- If applicable, what school districts do you prefer? Are you willing to change those districts if the perfect house becomes available outside of that area?

- Where are your favorite places to shop? How close do you want to be to those amenities?

- What other conveniences would you like nearby?
What do you like to do for fun?

- Are there any recreational facilities that you enjoy?

- Are there any locations of family or friends that you would like to take into consideration?



QUESTIONS TO CONSIDER - PROPERTY & TIMING

- Do you have a specific timeline you need to move by? Can that timeline be adjusted if needed?
- How many bedrooms and bathrooms do you need vs. how many do you want?
- Do you have pets and what do they need in the new home?
- How do you most use the spaces in your current home? How could they be better? What are the pain points?
- Make a list of the top 3 wants and top 3 needs and compare with your partner if purchasing together. Do they match?
- If you have ever bought a home before, what did you like and not like about the process? How would you like this time to be different?



WHEN IS THE BEST TIME TO BUY?

There's only one right answer:

When you find a home that you love.

Inventory and the economy will wax and wane, but when you find a house you can see yourself in, the timing is just right.

REAL ESTATE TERMS *to know*

Here is a list of the real estate terms that you may hear. Read over these so you are familiar and always in the know when discussions are being held with other parties and professionals.

ANNUAL HOUSEHOLD INCOME

Collective income from everyone in your household before taxes or other deductions are taken, investment income or dividends, Social Security benefits, alimony, and retirement fund withdrawals.

APPRAISAL

A written justification of the price paid for a property, primarily based on an analysis of comparable sales of similar homes nearby. Once you received the appraisal, it is yours and you are not required to share it with the sellers.

APPRAISED VALUE

An opinion of a property's fair market value, based on an appraiser's knowledge, experience, and analysis of the property. Appraisers are hired and contracted through your lender.

APPRAISAL GAP COVERAGE

An amount of money a buyer can guarantee the seller just in case the appraised value comes in lower than the agreed upon sale price. This is completely optional, but can be a great tool if the cash is available in competitive markets. This is often extra cash brought to the closing table by the buyers.

APR

APR refers to the annual percentage rate, which is the interest rate you'll pay expressed as a yearly rate averaged over the full term of the loan. APR includes lender fees in the rate, so it's usually higher than your mortgage interest rate.

CLOSING COSTS

Generally 2 to 5 percent of the purchase price include lender fees, recording fees, transfer taxes, third-party fees such as title insurance, and prepaids and escrows such as homeowner's insurance, property taxes, and HOA fees..

CLOSING DISCLOSURE

A document that provides an itemized listing of the funds that were paid or disbursed at closing.

CONTINGENCIES

The list of dates and deadlines that legally allow the buyer to terminate the contract. The fewer the contingencies in an offer, the more attractive to a seller. Some contingencies such as inspection and loan approval should almost never be waived!

DEED

The legal document conveying title to a property.

DOWN PAYMENT

A cash payment of a percentage of the sales price of the home that buyers pay at closing. Different lenders and loan programs require various down payment amounts such as 3 percent, 5 percent, or 20 percent of the purchase price.

EARNEST MONEY DEPOSIT

Also known as an escrow deposit, earnest money is a dollar amount buyers put into an escrow account after a seller accepts their offer. Buyers do this to show the seller that they're entering a real estate transaction in good faith. Here in Northern Colorado, this is generally 1-3% of the purchase price.

ENCUMBRANCE

Anything that affects or limits the fee simple title to a property, such as mortgages, leases, easements, or restrictions.

EQUITY

A homeowner's financial interest in a property. Equity is the difference between the fair market value of the property and the amount still owed on its mortgage and other liens.

HOMEOWNERS ASSOCIATION FEE (HOA)

A fee required when you buy a home located within a community with an HOA that typically pays for maintenance and improvements of common areas and may include the use of amenities.

HOMEOWNER'S INSURANCE

Insurance that provides you with property and liability protection for your property and family from damages from a natural disaster or accident. Lenders usually require borrowers to buy homeowner's insurance.

HOME WARRANTY

A contract between a homeowner and a home warranty company that provides for discounted repair and replacement service on a home's major components, such as the furnace, air conditioning, plumbing, and electrical systems.

LENDER FEES

Part of the closing costs of a home purchase and may include an application fee, attorney fees, and recording fees. The lender's underwriting or origination fee is usually 1 percent of the loan amount.

LOAN TYPES

Mortgages have different terms ranging from 10 to 30 years and are available with fixed or adjustable interest rates. Your lender can discuss down payment, insurance, credit requirements, and other specifics of various loan types.

MONTHLY DEBT

The minimum payment on credit card debt; auto, student, and personal loan payments; and alimony or child support. Rent or mortgage for a property that you will pay after your home purchase must also be included.

MORTGAGE

A loan from a bank, credit union, or other financial institution that relies on real estate for collateral. The bank provides money to buy the property, and the borrower agrees to monthly payments until the loan is fully repaid.

MORTGAGE INSURANCE

Insurance that protects the lender and repays part of the loan if the borrower defaults and the loan can't be fully repaid by a foreclosure sale. Usually required on loans with less than a 20 percent down payment.

PROPERTY TAXES

Typically imposed by local governments on real property including residential real estate. The tax rate can change annually, and the assessed value of your property is usually recalculated annually.

PREPAIDS

Prepays are expenses paid at the closing for bills that are not technically due yet, such as property taxes, homeowner's insurance, mortgage insurance, and HOA fees.

POST CLOSING OCCUPANCY

In some situations, the buyers and sellers may have negotiated a post closing occupancy agreement that allows the sellers to stay in the home after closing up to 90 days. The buyers essentially become a short-term landlord. A rent-back dollar amount due to buyers CAN be negotiated but a \$0 agreement can be a great advantage in competitive situations.

THIRD PARTY FEES

Any closing costs charged by someone other than your lender, typically including fees for an appraisal, a property survey, a title search, owner's and lender's title insurance, and sometimes an attorney.



GET IN TOUCH

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