

INHABIT IOWA

FIRST TIME HOME BUYER *Guide*



THE ULTIMATE GUIDE TO
NAVIGATE THE HOME BUYING PROCESS &
CLOSE ON YOUR DREAM HOME.

A LITTLE About Me

As a born and raised Honduran, homeownership in America has always had a greater meaning. Homeownership is a prime symbol of accomplishing the "American Dream." As a Realtor®, I witness this moment and help make it happen.

I moved to the Des Moines area from Honduras in 2005. Since I moved, community service has always been first and foremost. I enlisted in the Iowa National Guard when I was 17 to give back for all the opportunities I've been given here. Being a real estate agent gives me a chance to help strengthen communities in central Iowa; it allows me to continue serving my state.

My priority is to inform and educate my clients to empower them to make the best decision. I am detail-oriented, proactive, and dedicated. My love for helping others gives me the natural ability to provide the best customer service.



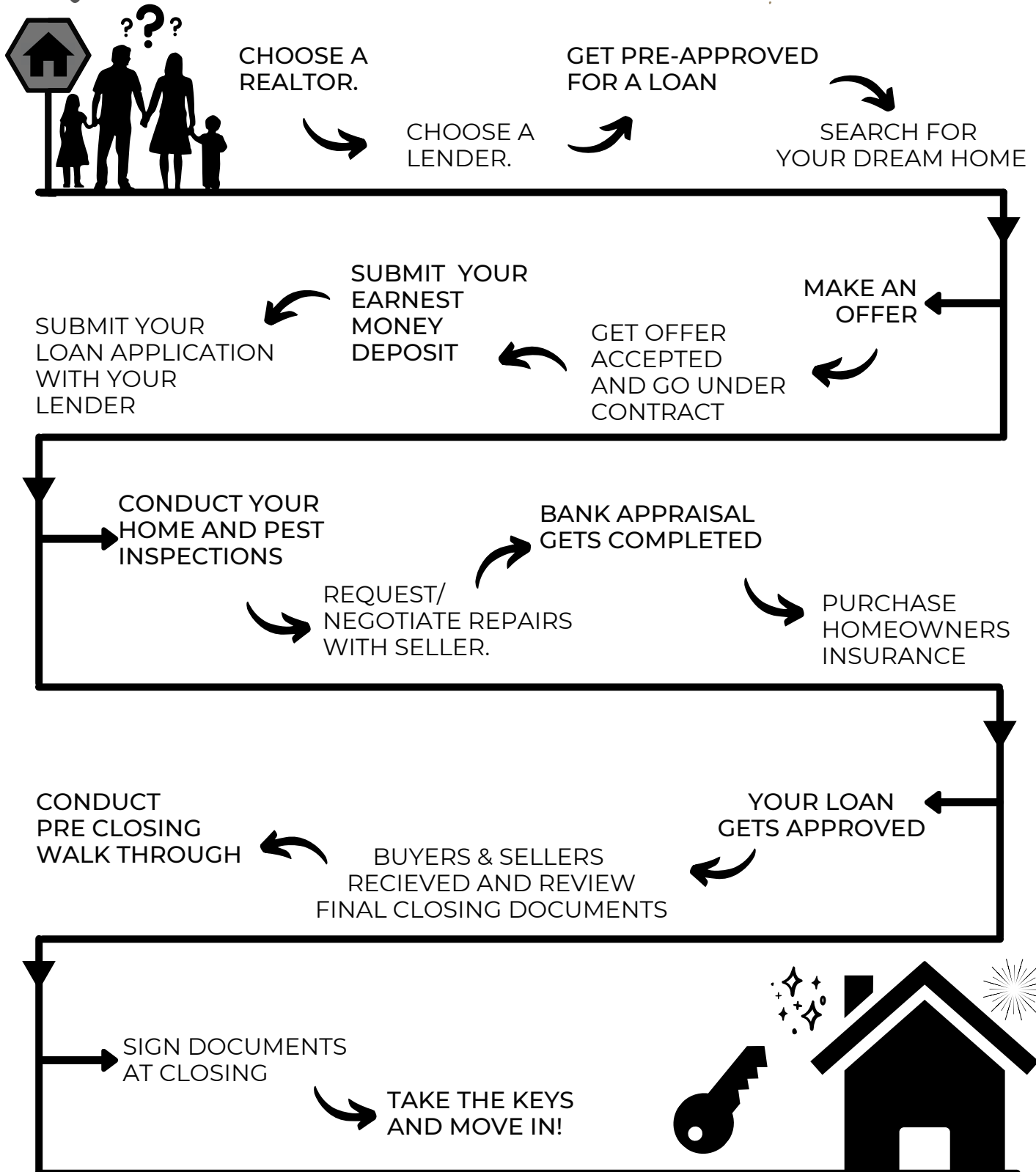
**Linda
Bennett**
Realtor

Website: www.inhabitiowa.com

Phone Number: 515-745-4235

Email: Linda@inhabitiowa.com

THE ROAD TO *Home Ownership*



STEP

01

GETTING PRE-APPROVED

One of the biggest mistakes first time home buyers make is starting their home search without connecting with a lender first. Here's why, you might find the perfect home and then face major disappointment when you find out you do not qualify to buy it. This can be a huge let down and a major waste of your time. Connecting with an experienced lender will not only help you discover what you qualify for but they will also make sure you do not have any red flags that would stop you from getting a home before you invest your nights and weekends house hunting.

What things will your lender likely ask for?

There are many things your lender will review to help you get pre-approved for your next home. Here's a couple things they may ask for:

BANK STATEMENT

TAX RETURNS

PAY STUBS

CREDIT REPORT

MONTHLY DEBTS

www.Inhabitiowa.com
2203 Grand Ave
Des Moines, IA 50312
United States

RE/MAX
CONCEPTS

MY RECOMMENDED LENDERS



Marlen Maddux
**American Pacific
Mortgage**

CELL: (515) 865-0245

✉ marlen.maddux@apmortgage.com

📍 3917 121st St, Urbandale,
IA 50323



Peprah Boakye
Fortress Bank

CELL: (515) 203-9222
OFFICE: (515) 706-4222

✉ KBoakyeDanquah@bankfortress.com

📍 5000 Westown Parkway,
Ste 420
West Des Moines, IA 50266



Earl Shedd
Gershman Mortgage

CELL: (313) 576-7986

✉ earlshedd@gmail.com

📍 1200 SW State St,
Ankeny, IA 50023



L I N D A B E N N E T T
Realtor

✉ LINDA@INHABITIOWA.COM

📞 515-745-4235

📍 2203 GRAND AVE, DES MOINES, IA 50312



YOUR DREAM OUR MISSION



HOUSE HUNTING

Wishlist



HOW MANY
BEDROOMS AND
BATHROOMS
DO YOU NEED?

WHAT
NEIGHBORHOOD/
CITY WOULD YOU
PREFER?

WHAT
ARCHITECTURAL
STYLES OF HOMES
DO YOU PREFER?

DO YOU PREFER A 1
STORY OR
2 STORY
HOUSE?

HOW MUCH REPAIR
OR RENOVATION
WOULD YOU BE
WILLING TO DO?

HOW BIG OF A
YARD WOULD
YOU LIKE TO HAVE?



YOUR DREAM OUR MISSION

★ ★ ★
HOUSE HUNTING
Wishlist



LINDA BENNETT
Real Estate Agent

DO YOU HAVE ANY
PETS?

DO YOU WANT A
FINISHED
BASEMENT?

DO YOU
WANT A
GARAGE?

MUST HAVE ITEMS?

TELL ME MORE ABOUT
YOUR NEXT HOME

STEP 02

HOUSE HUNTING



Step 1:

We will get you set up on our online search portal. You will get daily notifications with properties that fit your search criteria.

Step 2:

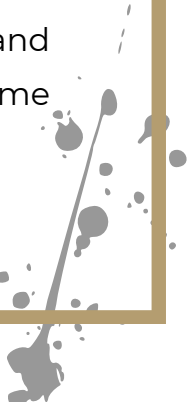
We will schedule showings for all homes you have interest in viewing. We will attend all private showings with you and if you see a property you have interest in on another website send it to us and we will schedule a showing with the sellers agent right away.

Step 3:

Once you find the home you love it is time to make an offer. We will review recent sales comps in the area and help you write your offer to the seller.

Step 4:

Once accepted it is time to sign the purchase and sales agreement and submit your earnest money deposit to the listing brokerage. Then, it is time to celebrate a little. You are now under contract!



STEP 03

MAKING AN OFFER

To make an offer we need to know a couple things first.
Here are some of the important things we need to know:

**OFFER
AMOUNT**

**EARNEST
MONEY
AMOUNT**

**TARGET
CLOSING
DATE**

**TARGET
MORTGAGE
COMMITMENT
DATE**

**TYPE OF
FINANCING**

**INSPECTION
PERIOD**

**PRE-APPROVED
LETTER
FROM YOUR
LENDER**

**WHAT
APPLIANCES
& FIXTURES
WILL STAY?**

**DO YOU NEED
A CLOSING
COST CREDIT?
IF YES
HOW MUCH?**

Multiple Offer Situations

It is not uncommon to see sellers have several competing purchase offers to consider. When going into a multiple offer situation as a buyer you must know only one offer will result in a sale and every other buyer will be left disappointed their offer was not accepted.

Here are a couple of *tips to increase the chances of having the seller choose your offer over the rest.*

- Always submit your pre-approval letter with your offer letter.**
- Increase your escrow deposit amount**
- Consider the seller's needs. Ask the seller if they would prefer a sooner or later closing date if possible. Flexible buyers can be attractive to a seller.**
- Write a personal letter with your offer.**
- Put your best foot forward. Offer over asking price.**
- Do not ask for closing costs or try to keep them as low as possible.**
- Have your lender personally reach out to the listing agent and talk about your financing.**



**RE/MAX
CONCEPTS**

1

DO NOT QUIT YOUR JOB, CHANGE JOBS, OR BECOME SELF-EMPLOYED DURING THE CLOSING PROCESS.

2

DO NOT BUY A CAR.

3

DO NOT CHANGE BANKS.

4

DO NOT SPEND ALL YOUR SAVINGS.

5

DO NOT MAKE BIG CREDIT CARD PURCHASES.

6

DO NOT GET BEHIND ON YOUR BILLS.

7

DO NOT COSIGN ON A LOAN FOR ANYONE.

8

DO NOT IGNORE THE LENDERS REQUIREMENTS

9

DO NOT APPLY FOR NEW CREDIT CARDS.

10

DO NOT LEASE A NEW CAR.

11

DO NOT BUY FURNITURE BEFORE CLOSING.

12

DO NOT MAKE USUALLY LARGE DEPOSITS TO YOUR ACCOUNT OUTSIDE OF YOUR PAYCHECK.

12

MORTGAGE MISTAKES TO AVOID

When buying your next home!



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STEP

04

HOME INSPECTIONS

Home inspections are important. Spend now to save later!

Inspection Time Period

The average home inspection period is 7-10 business days which excludes weekends and holidays.

Some Type of Inspections

**HOME
INSPECTION**

**PEST & BUG
INSPECTION**

**RADON
TESTING**

**MOLD
INSPECTION**

**HVAC
INSPECTION**

**SEPTIC
SYSTEM
INSPECTION**

**LEAD PAINT
INSPECTION**

Recommended Home Inspectors

On the next page you will find a list of home inspectors our past clients have had good experiences with. We highly suggest you call all of them and then decide which inspector is the best fit for you.



YOUR DREAM OUR MISSION

HOME INSPECTOR LIST



**STRATTON
HOME
INSPECTIONS**

www.strattonhomeinspection.com

515-664-4303

chris@strattonhomeinspection.com



AMERISPEC

www.amerispec.com

515-244-2100

Ask for Doug Doss



**PEACE HOME
SERVICES**

www.Peacehomeservices.com

515-802-5069



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**INHABIT IOWA
RE/MAX CONCEPTS**



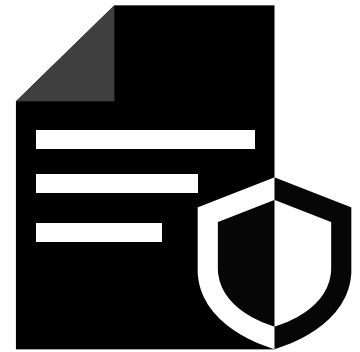
STEP 05

GET READY FOR THE BIG CLOSING DAY

Home Insurance

Most mortgage companies will require proof you have obtained homeowners insurance before you can close on your new home.

This is also known as an insurance binder. Shop for your insurance early in the buying stage. This step alone can help put you in a better position to close on time.



Review the Closing Disclosure



You have three business days to review your Closing Disclosure. Use your three days wisely. Now is the time to review your documents, ask questions, and ensure you understand what you are signing up for. If something does not look correct contact your closing attorney.

Transfer Utilities

Call your local utility providers ahead of time and let them know you will be purchasing the home. This will help you avoid any temporary shut offs



LOCAL UTILITY PROVIDERS

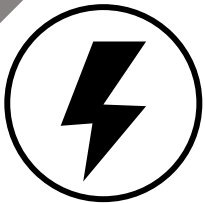


INHABIT IOWA

Congratulations on your new home.
Below are some utility providers specific to your
area.

Give them a call, get everything set up and let the
new memories begin!

*Welcome
Home!*



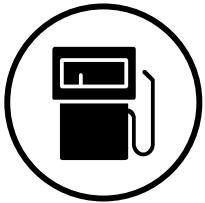
ELECTRICITY

MIDAMERICAN ENERGY
www.midamericanenergy.com



WATER

DES MOINES WATER WORKS
www.dmww.com



GAS

MIDAMERICAN ENERGY
www.midamericanenergy.com



CABLE & INTERNET

MEDIACOM OR CENTURY LINK



PHONE

CENTURYLINK
www.centurylink.com



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Final Walkthrough

This is not a home inspection or a time to start new negotiations with the seller.

The purpose of a final walkthrough is to make sure that the property is in the condition in which you agreed to buy it.

Here is a list of things you should check during your final walkthrough.:



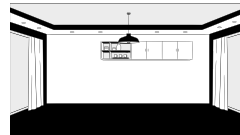
TURN ON AND OFF EVERY LIGHT FIXTURE.



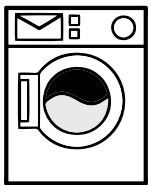
FLUSH TOILETS.



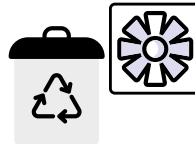
RUN WATER AND CHECK FOR LEAKS UNDER SINKS.



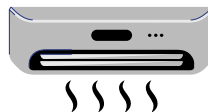
INSPECT CEILINGS, WALLS, AND FLOORS.



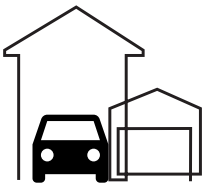
TEST ALL APPLIANCES.



RUN THE GARBAGE DISPOSAL AND EXHAUST FANS.



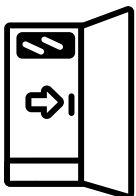
TEST THE HEATING & AIR CONDITIONING.



CHECK GARAGE DOOR OPENERS.



OPEN AND CLOSE WINDOWS.



OPEN AND CLOSE ALL DOORS.



MAKE SURE ALL TRASH IS REMOVED FROM THE HOME.



"Don't wait to buy real estate,
buy real state and wait."

-T Harv. Eker



"When one door closes,
buy another one and open it
yourself"

-Anonymous

"Owning a home is a keystone of
wealth- both financial affluence
and emotional security."

-Suze Orman



"I still think that a home is the
best investment an individual
can make."

-John Paulson



ARE YOU READY FOR THE GREAT INVESTMENT?

Let's do this!
Let's do this!
Let's do this!



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