

BUYING YOUR HOME IN SEVEN EASY STEPS



RE/MAXproperties, inc.



BUYING YOUR HOME

ABOUT THE PINNACLE TEAM

Our Team Manager, Carmen Molitor, has lived in the area for over 40 years and has been a licensed agent in the Pikes Peak region for over 17 years. She has achieved The Quality Service Certified® Platinum distinction every year since 2010. The Quality Service Certified® Platinum distinction reflects the highest level of service achievement in the industry. Platinum level professionals have earned 100% client satisfaction as measured by Leading Research Corporation. Additionally, Carmen has the SRES, (Seniors Real Estate Specialist) and MRP, (Military Relocation Professional), designations. Seniors Real Estate Specialist (SRES): Knowledge and expertise to guide home buyers and sellers over the age of 50. Military Relocation Professional (MRP): The ability to help current and former military service members find the housing solutions they need. She holds a Bachelor of Arts Degree in Psychology and Organizational Communications from the University of Colorado at Denver. Prior to her real estate career, Carmen was a call center manager, manufacturing manager, recruiting manager, and HR specialist.

Emerson Lawrence is a Colorado Springs native and has been a licensed Realtor in the Pikes Peak region since 2015. Emerson holds a Bachelor of Arts Degree in Psychology from the University of Colorado at Colorado Springs and has over a decade of customer service experience. He has the MRP, (Military Relocation Professional), and ABR, (Accredited Buyer's Representative) designations. Military Relocation Professional (MRP): The ability to help current and former military service members find the housing solutions they need. Accredited Buyer's Representative (ABR): Real estate buyer agents who specialize in working directly with the buyer-clients at every stage of the home-buying process, representing best-in-class buyer services. Emerson has also earned the Quality Service Certified Platinum distinction for multiple years in a row.

Rachel Atkinson is the newest licensed Realtor on our team. She may be new to our team but she is not new to offering exceptional customer service. Originally from WI and by way of CA she has called Colorado Springs her home for the past 28 years. She holds a Bachelor of Science Degree in Business Management from Colorado Technical University. For the past 27 + years she has worked for Elwood Staffing (formerly SOS Employment Group). She was a district manager with Elwood and covered the Southern Colorado Territory with branches in Colorado Springs and Pueblo. She has earned the annual Chairman's Club award year after year with Elwood Staffing. She is active with the Colorado Springs EDC and Chamber.

Breanna Rollings is our Transaction Coordinator. She helps our clients and agents manage the important paperwork, deadlines, and other details of every transaction. She is in constant communication with our clients, other agents, lenders, title representatives, home inspectors, and anyone else associated with each transaction. Bree holds a Bachelor of Science Degree in Sport Management from the University of Colorado at Colorado Springs. She played NJCAA basketball for two years during college and is another native Colorado Springs team member.

Jessi Molitor is our Marketing Coordinator. Another Colorado Springs native, she is currently pursuing her Bachelor of Innovation Degree in Communications with an emphasis in Digital Film making and a cross-discipline core in Globalization at the University of Colorado at Colorado Springs. Jessi manages all of our marketing programs with an emphasis on getting maximum exposure for all our active listings.

BUYING YOUR HOME

ABOUT RE/MAX PROPERTIES, INC. COLORADO SPRINGS

RE/MAX Properties, Inc., **a locally owned and family run business**, has been a major force in the real estate industry since its founding in 1986. In 2018 RE/MAX Properties, Inc. Associates sold 3,600 homes, the highest volume of any firm in town. While we are proud to be the #1 Real Estate Company in the Colorado Springs market, **it's the trust each client instills in us that inspires our work**. We believe in providing our clients with the **highest standard of excellence** in order to deliver on their dreams. With a strong focus on continued education, our agents harness an unprecedented knowledge of the market and necessary negotiating skills that take you from contract to close!

EXPERIENCE

RE/MAX Properties, Inc. Associates have the experience to navigate this market! When it comes to selecting a real estate agent, you have thousands to choose from in the Colorado Springs area, what makes choosing RE/MAX Properties, Inc. the **right choice** for you? Our Broker Associates lead the industry in experience, averaging over twice the number of sales than the average local real estate agent. **We set the standard** for selling real estate and pride ourselves on **sales excellence**. Now more than ever, having an agent with experience, contacts, market savvy and negotiating skills matters – no deal is lost, no dream is dashed.

TRUST

RE/MAX Properties, Inc. Associates are **trusted advisors**. Buying or selling a home is complicated. We believe trust is an invaluable commodity – that's why building it with our clients is priority one. At RE/MAX Properties, it's more than a transaction, it's about what's best for you helping you navigate the process finding the home that best fits your lifestyle.

CREATIVITY

RE/MAX Properties, Inc. Associates are **creative**. In this market, you must be creative; having an experienced thinker drawing up the contract or at the negotiating table can make the difference between closing and continuing your search. It's easy to search available homes, unlock the door and take the tour. The real magic happens from contract to close. That's our sweet spot. That's where the deal gets done. That's why we are #1.

IN THE KNOW

RE/MAX Properties, Inc. Associates are **connected**. In this business, it's about relationships. Our longevity in the Colorado Springs area coupled with being 200+ agents strong brings a Rolodex of 33 years of connections to the table. With longtime roots in the region, we know people, which means you know people and in this industry that counts!



RE/MAX
properties, inc.

**RE/MAX Properties, Inc.
associates sell more
homes in the Pikes Peak
Region per year than the
average agent.**

**16
homes
per year**



Other
Realtors®

**5
homes
per year**



RE/MAXproperties, inc.

BUYING YOUR HOME

ABOUT RE/MAX PROPERTIES, INC. COLORADO SPRINGS

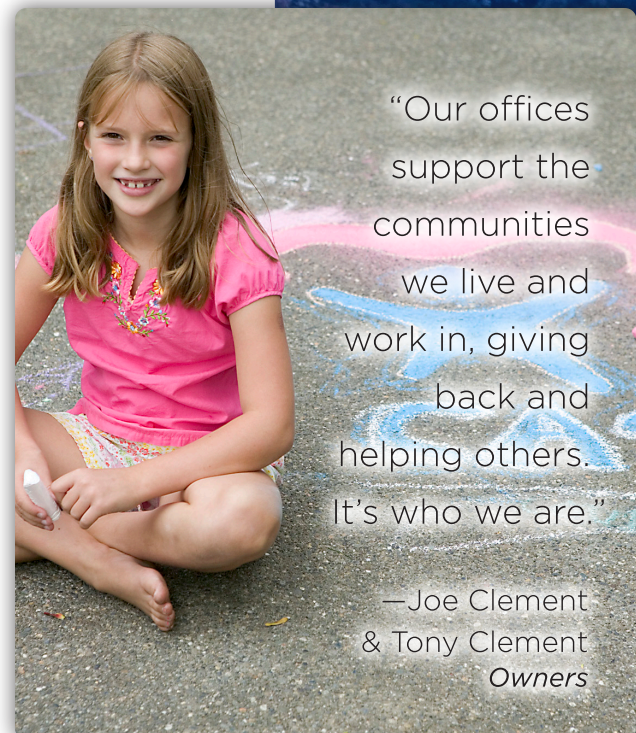
Giving Back

We're proud to be an active community partner.

First and foremost, Colorado Springs is our home. We care about its future and know the importance of being involved in projects that accelerate its growth and improve our quality of life. The more involved we are, the more impact we have on making this city the most desirable place to call home. Through community engagements and direct support of key initiatives like **Colorado Springs Chamber & EDC, The Olympic Museum and Children's Hospital Colorado**, RE/MAX Properties Inc. is an industry leader in supporting our community's growth and infrastructure. RE/MAX Properties, Inc. also lends annual support to the national efforts of **Children's Miracle Network**.

Through our individual Associates commitment to community outreach programs, our volunteer and fundraising efforts touch almost every non-profit organization throughout our region. Our RE/MAX Properties, Inc. associates participate as dedicated and heartfelt supporters of programs and local charities including **Partners in Housing, The American Cancer Society, Compassion International, Soles for Souls, COPPeR, the Ronald McDonald House, The Police Foundation, local food banks, youth shelters, military charities, Fine Arts Center and numerous local school districts.**

We are not only experts in selling homes, we know this community and are truly ambassadors to Colorado Springs and its lifestyle.





BUYING YOUR HOME ABOUT RE/MAX PROPERTIES, INC. COLORADO SPRINGS

Seven Important Steps

Hiring a RE/MAX Properties, Inc. Agent to assist in your home buying experience, gives you the reassurance that the process is being handled with your very best interests in mind. For our agents, the goal isn't just to find you the right home, that's only the first step. Our goal is to be your trusted advisor through the entire process from contract to close, this is where we shine!

Your RE/MAX Properties, Inc. Broker Associate will work with you through **selecting, negotiation and finalizing** the purchase of home that fits your lifestyle.

Step One is hiring a RE/MAX Properties, Inc. broker associate who has the experience, productivity and market savvy to help you.

Step Two is getting pre-approved for financing.

Step Three is exploring your wants and needs with the guidance of your broker associate.

Step Four is matching those wants and needs with the current market.

Step Five is selecting a home and making an offer.

Step Six is your RE/MAX Properties, Inc. broker associate negotiating the price and other terms of the sale.

Step Seven is your broker associate managing the many details of the transaction.

These seven steps are explored on the following pages...

BUYING YOUR HOME ABOUT RE/MAX

More Than 47 Years of Outstanding Agents & Outstanding Results

From a single office that opened in 1973 in Denver, Colo., RE/MAX has grown into a **global real estate network** of franchisee-owned and-operated offices with **more than 130,000 Sales Associates**.

Those agents constitute the **world's most productive** real estate sales force. Through their efforts, they've made it possible to say that **nobody in the world sells more real estate than RE/MAX**.

RE/MAX, LLC, the franchisor of the global RE/MAX network, is still **based in Denver** and **led by its founders, Dave and Gail Liniger**. Its parent company, RE/MAX Holdings, Inc., is publicly traded on the New York Stock Exchange as **RMAX**.

Customer service – built on a foundation of drive, experience and education – is the **cornerstone of RE/MAX success**. The RE/MAX track record built over the past 47 Years is proof that a **focus on the customer's needs, backed by the ability to deliver, remains as important as ever**.

In other words, great things happen when driven individuals come together and treat real estate as a profession. And that, in a nutshell, is **RE/MAX**.

With a presence in over **110 countries and territories**, the RE/MAX network's global footprint is unmatched by any other real estate brand.


**#1 REAL ESTATE
FRANCHISE
BRAND**

FOR THE 12TH STRAIGHT YEAR

in Franchise Times **TOP200+**



BUYING YOUR HOME

STEP ONE

Hire a RE/MAX Properties, Inc. Associate as your navigator through the home buying experience.

When you hire a RE/MAX Properties, Inc. broker associate as your exclusive buyer's agent, they are committed to finding you the very best home possible and to solely represent your interests.

By leveraging the worldwide recognition of the RE/MAX brand and our **top positioning in the local market**, we bring our relationships, 200+ agents strong, to bear in every deal.

With this internal network of Broker Associates, RE/MAX Properties, Inc. agents have access to listings before they are advertised in the MLS and our **robust network of clients and prospects** enables us to connect home buyers and sellers.

From numerous **online and other resources**-such as access to homes no longer actively on the market-to skills and experience with **market analysis, inspections, negotiations and the complexities of legal issues**, your RE/MAX Properties, Inc. broker associate has the tools, skills and proven experience.

Our agents are all business - full time real estate professionals who listen, and deliver, on your dreams.



BUYING YOUR HOME

STEP ONE

Working Relationships Defined

Buyer's Agent

A buyer's agent works **solely on behalf of the buyer** to promote the interests of the buyer with the utmost good faith, loyalty and fidelity. The agent **negotiates on behalf of and acts as an advocate for the buyer**. The buyer's agent **must disclose** to potential sellers all adverse material facts actually known by the buyer's agent including the buyer's financial ability to perform the terms of the transaction and if a residential property, whether the buyer intends to occupy the property. A **separate written buyer agency agreement is required** which sets forth the duties and obligations of the broker associate and the buyer.

Seller's Agent

A seller's agent (or listing agent) works **solely on behalf of the seller** to promote the interests of the seller with the utmost **good faith, loyalty and fidelity**. The agent negotiates on behalf of and acts as an advocate for the seller. The seller's agent **must disclose** to potential buyers all adverse material facts actually known by the seller's agent about the property. A **separate written seller agency agreement is required** which sets forth the duties and obligations of the broker associate and the seller.



BUYING YOUR HOME

STEP ONE

Working Relationships Defined - Continued

Transaction-Broker

A transaction-broker **assists the buyer or seller** or both throughout a real estate transaction by performing terms of any written or oral agreement, fully informing the parties, presenting all offers, and **assisting the parties** with any contracts, including the closing of the transaction **without being an agent or advocate for any of the parties**. A transaction-broker must use reasonable skill and care in the performance of any oral or written agreement, and must make the same disclosures as agents about all adverse material facts actually known by the transaction-broker concerning a property or a buyer's financial ability to perform the terms of a transaction and if a residential property, whether the buyer intends to occupy the property. No written agreement is required.

Customer

A customer is a party to a real estate transaction with whom the broker associate has no brokerage relationship because such party has not engaged or employed the broker associate, either as the party's agent or as the party's transaction-broker.



BUYING YOUR HOME

STEP TWO

Get Pre-Approved for Financing

Before you look at homes, you need to determine your qualifications for financing. There are several important reasons to get pre-approved...

You won't be disappointed. There's no reason to look at homes you can't afford.

You'll have a better negotiating position. When your broker associate presents your offer and you're pre-approved, your offer is more appealing to the seller.

You'll experience less hassle. The transaction goes faster, allowing all the other pieces to come together more easily.

You'll get a better loan. By having time to explore different programs and their options, you can choose the one best for you.

Your RE/MAX Properties, Inc. broker associate has **worked with many lending professionals** and can recommend the one best suited for your needs.



BUYING YOUR HOME

STEP THREE

Your Wants & Needs

Together you and your broker associate can discuss the features and qualities you want and need in your new home, such as...

Price Range: This will partially be determined by your financing pre-approval.

Location: City, county, neighborhoods, proximity to friends, relatives, employers.

Age: Older, newer?

Style: Ranch, 2-story, condo, townhouse?

Size: Square feet, number of bedrooms & bathrooms, lot size.

Vehicle Storage: Garage, carport, or RV storage?

Schools: Is there a particular district or area you prefer?

Other Amenities: Fireplace, outbuildings, views?



BUYING YOUR HOME

STEP FOUR

Surveying the Market

As your exclusive buyer's agent, your broker associate will provide you with the tools to familiarize you with the market, including...

Market Statistics, including time on market, list-price-to-sell ratios and average sales price by area.

Active Homes on the Market: Your broker associate will compile a list of all the homes listed by other agents as well as by owners, plus homes no longer listed but still available.

Sold Homes: Your broker associate can give you a list of sold homes in an area, so you can evaluate asking prices.

Neighborhood Info: Our website, homescolorado.com, includes information on schools, civic groups, shopping and other ratings.

Take a Tour: Your broker associate can provide you a list of homes to drive by, to get a feel for neighborhoods and home styles.



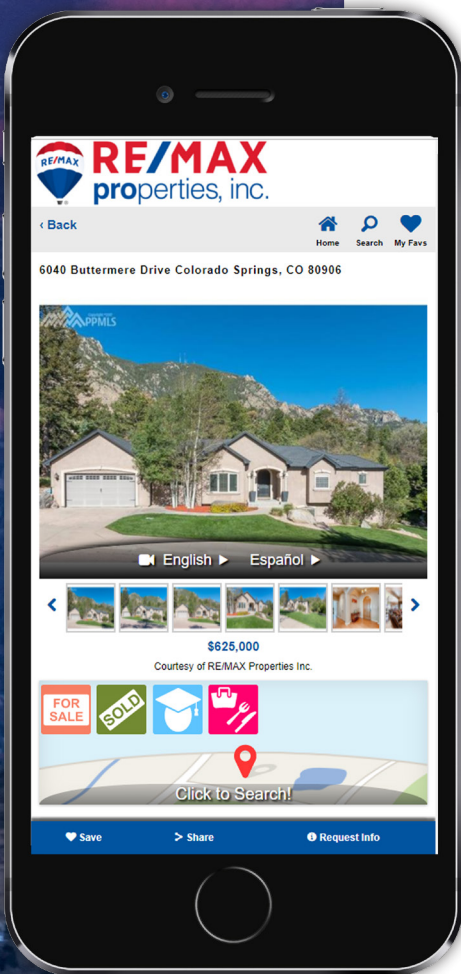
BUYING YOUR HOME

STEP FOUR

VoicePad

Your broker associate has a **mobile website** that will show you any active listing in the MLS and works with your smartphone's GPS to help you search for homes in any neighborhood in the Pikes Peak Region.

- **Call-in or Text** from your Smartphone to request more details about any home!
- **My Mobile Website** delivers rich listing content to help you in your home search.
- **Accessible** from any Android &/or Apple Software Based Product. (Smartphone, iPhone, iPad, iPod)
- **Search using Google Maps** with GPS Function for nearby...
 - School Locations
 - Closest Hospital & Medical Facilities
 - Nearby Shopping Data
- Search by Area, Nearby Properties, Property Details (Beds, Baths, Etc.) and by MLS .
- Price, Distance and Favorites Sorting Feature
- List, Map and Satellite Views
- Live Audio Streaming – Auto-updating **Bilingual Audio Presentation**



BUYING YOUR HOME

STEP FIVE

Selecting Your New Home

After becoming thoroughly familiar with the market and touring a number of homes, you'll select the home you want to purchase. Your RE/MAX Properties, Inc. broker associate's expertise will pay off in helping you in several ways...

What to Offer: With your broker associate's guidance, you'll have a good idea what the home is really worth in today's market.

Inspections: It's important to know the condition of the home you're buying. Besides the recommended whole house inspection, there are several other specialized home inspections your RE/MAX Properties, Inc. broker associate may recommend. The few hundred dollars you'll spend on inspections is a wise investment.

Conditions: Besides financing and inspection contingencies, there may be other conditions that need to be included in your offer, as well as closing dates, possession dates, personal property to be included, etc.



BUYING YOUR HOME

STEP SIX

Negotiating the Sale

Once your RE/MAX Properties, Inc. broker associate writes an offer on the home you've selected, they will negotiate the sale for you with the seller and the seller's agent.

By handling the negotiations for you, a **comfortable buffer between you and the seller** is formed.

During the negotiating process, you and your broker will work together to get you the best purchase terms possible.

As your buyer's agent, your RE/MAX Properties, Inc. broker associate takes care of all the purchase contracts and other legal documentation.

You just relax!



BUYING YOUR HOME

STEP SEVEN

Managing Your Transaction

Your RE/MAX Properties, Inc. Broker's services have only just begun once the sale is negotiated and you are under contract. **The real magic happens between contract and close** and this is where RE/MAX Properties, Inc. Broker Associates **Shine!**

Your Broker Associate will manage the whole process for you, including....

Ordering Proper Inspections and negotiating inspection items with your review and approval.

Coordinating any needed documentation.

Obtaining a Preliminary Title Report for your review to determine the condition of the title to the property.

- **Working with Your Lender** to obtain bank approval for your financing.
- **Review Closing Documents** prior to closing.
- **Scheduling the Closing Appointment**, at your convenience, and accompanying you to closing.
- **Arranging for the Transfer** of possession to you.

While your broker associate sweats the details, you can relax as you get ready to move into your new home!



The Home Buying Process

Steps in the Home Buying Process

1. Meet with Lender to get pre-qualified
2. Meet with me to discuss wants, needs and timeline
3. View homes - both online and in person
4. Select home
5. Write an offer & submit earnest money
6. Negotiate any counter-offers
7. Make formal loan application
8. Review title commitment
9. Have a home inspection
10. May negotiate repairs with seller
11. Complete loan process and order appraisal (lender will do this)
12. Loan package submitted to underwriting (lender)
13. Loan approval
14. Title search & commitment
15. Review Settlement Statement
16. Call and arrange for utilities
17. Final walk-through
18. Closing



4 CONVENIENT LOCATIONS

RE/MAX Properties, Inc. has 4 locations in the Pikes Peak Region conveniently located to better serve you.

South

2630 Tenderfoot Hill St., Colorado Springs, CO 80906
Phone: **719-576-5000**



North

1283 Kelly Johnson Blvd, Suite 100,
Colorado Springs, CO 80920
Phone: **719-598-4700**



Downtown

102 S Tejon Ste 100, Colorado Springs, CO 80903
Phone: **719-570-9000**



Monument

1761 Lake Woodmoor Dr., Monument, CO 80132
Phone: **719-487-6100**



ABR® (Accredited Buyer's Representative)

The ABR® designation is the benchmark of excellence in buyer representation. This coveted designation is awarded to REALTORS® who meet the specified educational and practical experience criteria, by the Real Estate Buyer's Agent Council (REBAC) of the National Association of REALTORS®.

Adjustable-rate Mortgage (ARM)

A mortgage that permits the lender to adjust the interest rate periodically on the basis of changes in a specified index.

Agency

Any relationship in which one party (agent) acts for or represents another under the authority of the latter.

Amortization Schedule

A timetable schedule showing the amount of each payment applied to interest and principal and the remaining balance after each payment is made.

Appraisal

A written analysis of the estimated value of a property prepared by a qualified appraiser.

Biweekly Payment Mortgage

A mortgage requiring payments every two weeks instead of the standard monthly payment. The result for the borrower is a substantial savings in interest.

Broker

A person who, for a commission or a fee, brings parties together and assists in negotiating contracts between them.

Capital Gains

The profit obtained from the sale of an asset, such as real estate.

Closing

A meeting at which a sale of property is finalized.

Closing Costs

The fees, costs, and taxes associated with the purchasing of a home, the borrowing of money, and the preparation of necessary paperwork to finalize the sale.

Collateral

An asset (such as a car or a home) that guarantees the repayment of a loan.

Commission

The fee charged by a broker or agent for providing services related to a real estate transaction such as marketing the property, bringing the parties together, and negotiating a purchase contract or loan.

Deed

The legal document conveying title to a property.

Earnest Money Deposit

A deposit made by the potential home buyer to show that he or she is serious about buying the house.

Equity

A homeowner's financial interest in a property.

Escrow

A deposit of value, money, or documents with a third party to be delivered upon the fulfillment of a condition. For example, the earnest money deposit is put into escrow, held by the broker, bank or other party, until delivered to the seller when the transaction is closed.

Fair Credit Reporting Act

A consumer protection law that regulates the disclosure of consumer credit information by consumer/credit reporting agencies and establishes procedures for correcting mistakes on one's credit record.

Good-faith Estimate

An estimate of closing costs associated with the purchase of your home.

Home Inspection

A thorough inspection that evaluates the structural and mechanical condition of a property. Could be environmental, energy-efficient, etc.

Home Warranty

A guarantee for mechanical systems and appliances, but not the structure, against repairs not covered by homeowner's insurance; coverage is for a specific period of time.

Lien

The legal claim against a property that must be satisfied before the property may be sold.

LTV (loan to value)

The ratio of the amount of a mortgage loan to the appraised value or sales price of the property mortgaged, whichever is lower.

Lock-in

A written agreement in which the lender guarantees a specified interest rate if a mortgage goes to closing within a set period of time.

Mortgage

A loan to finance the purchase of real estate, usually with specified payment periods and interest rates. Generally, the mortgage document pledges the mortgaged property to the lender as security for the loan.

Mortgage Insurance

A policy that insures the lender against loss caused by a mortgagor's default on a mortgage.

Net Worth

The value of all of a person's assets, including cash, minus all liabilities.

PITI

Principal, Interest, Taxes, and Insurance: four components of a monthly payment on mortgage loans.

PMI

Private Mortgage Insurance is coverage provided by a private mortgage insurance company to protect lenders against loss if a borrower defaults.

Points

A point is 1 percent of the amount of the mortgage. At closing, lenders sometimes charge borrowers a percentage of the loan amount equal to the number of points to cover the lender's cost. Sometimes borrowers pay higher points in exchange for a lower interest rate.

Prime Rate

The interest that banks charge to their preferred customers, usually large corporations, for short-term loans.

Principal

The amount borrowed or remaining unpaid.

Real Estate Agent

A person licensed by a state to negotiate and transact the sale of real estate on behalf of a property owner/seller or buyer.

Real Estate Buyer's Agent Council (REBAC)

The Real Estate Buyer's Agent Council, a wholly-owned subsidiary of the National Associations of REALTORS®

REALTOR®

A registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

Sales Contract

Also known as a purchase contract, the legally binding document that sets forth the terms of the sale, establishes the rights and obligations of the parties involved, specifies the actions to be taken in order to close the sale, and establishes the time frames for those steps to be completed.

Settlement Statement

A document prepared by a broker, escrow company, or lender detailing the complete breakdown of the costs and disbursements in a real estate transaction.

Survey

A drawing or map showing the precise legal boundaries of a property, the location of improvements, easements, rights of way, encroachments, and the other physical features.

Title Search

A check of the title records to ensure that the seller is the legal owner of the property and that there are no liens or other claims outstanding.

Underwriting

The process for evaluating a loan's application to determine the risk involved for the lender.

Walk-Through

A final inspection of a home before closing to verify that the condition of the property and contents are as contracted.

**HIRE AN EXPERT
PRE-APPROVAL
WANTS & NEEDS
THE MARKET
SELECTION
NEGOTIATION
TRANSACTION**



**RE/MAX Properties, Inc. sells more homes in the
Pikes Peak Region than any other real estate company.**

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