

# BUYING YOUR HOME



**five star\***  
REAL ESTATE LEADERS



# Why Five Star?

Five Star encourages agents to think and operate like innovators. Our real estate agents are ultimately here to help people. Five Star Realtors have the ability to create cutting edge marketing for your home, unique ways to meet as many potential buyers as possible, and ultimately, deliver Five Star service to you.

Five Star was founded in 1996 by Broker, Greg Carlson, who is still the owner today. Our agents consistently close more than twice the national average of transactions. We are a leading company in West Michigan Real Estate, because we understand that this business is not about us. The core of success is the relationship between the homeowner and their Realtor.

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4601 Lake Michigan Dr. NW  
Grand Rapids, MI 49534  
616.791.1500

Five Star Real Estate offers their agents customized support and shared inspiration to make an impact on their client's lives. Our agents aren't trapped by the confines of traditional real estate brokerages, giving them the freedom to succeed.



\*Per Real Trends

# Steps to Homeownership

These are the steps involved in buying a home. The process is both exciting and somewhat complicated. We are here to guide you along the way!

1 MEET WITH A FIVE STAR REAL ESTATE AGENT

2 GET YOUR LOAN PRE-APPROVED

3 SEARCH FOR A HOME YOU LOVE

4 MAKE AN OFFER ON THE HOME

5 NEGOTIATE YOUR OFFER IF NEEDED

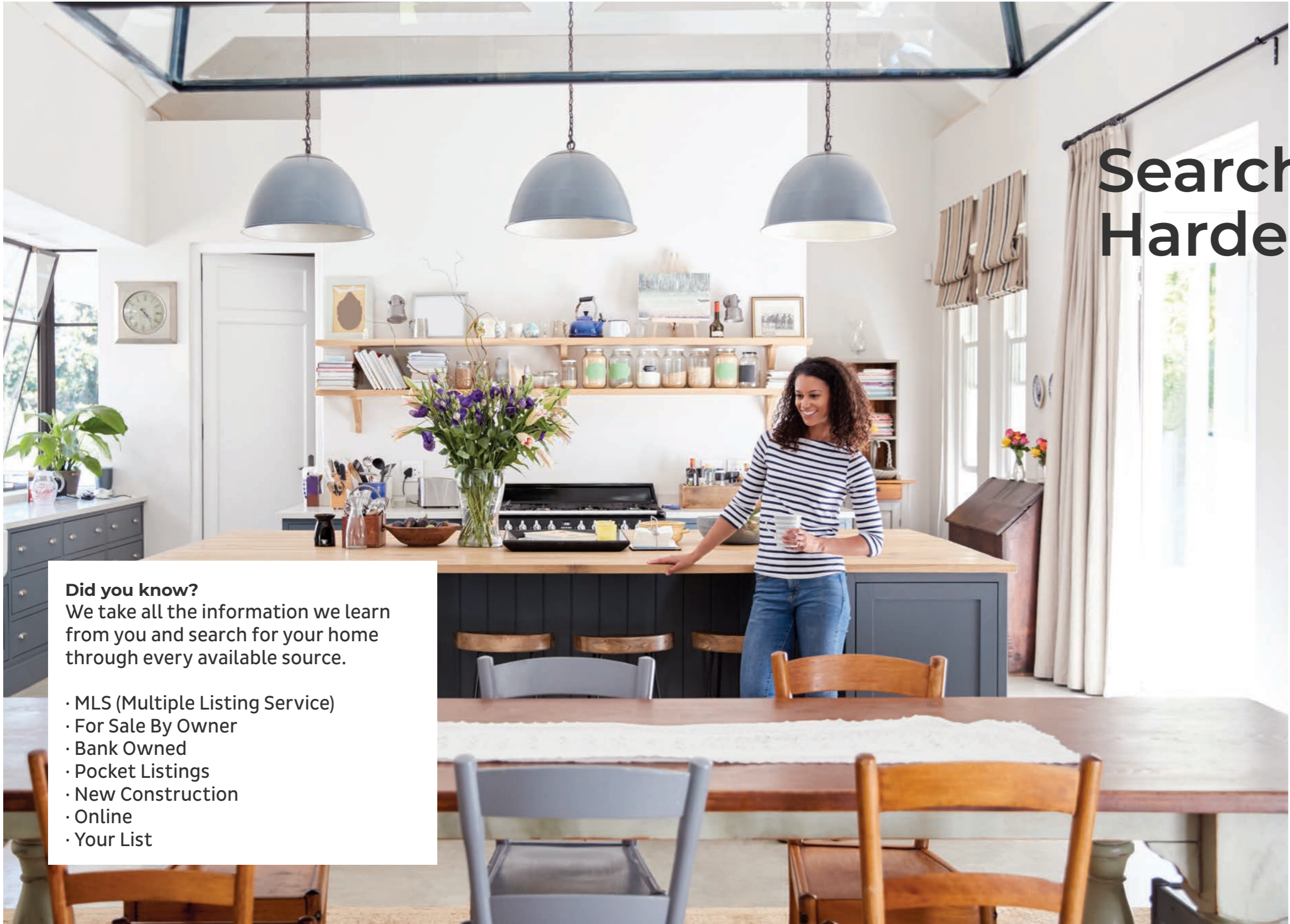
6 NAVIGATE THE PENDING PROCESS

7 CLOSE AND MOVE INTO YOUR NEW HOME!

**What is the Pending Process?**  
Most of your Realtor's work lies in the pending process. This is the time we navigate the ins and outs from offer to closing. Appraisals, financing requirements, surveys, inspections, managing negotiations, all coordinated and timed to ensure you get the keys to your new home when you want them.



YOUR FIVE STAR REAL ESTATE AGENT WILL BE THERE TO HELP WHENEVER YOU NEED.



# Search Smarter, Not Harder

Searching for your home doesn't have to be stressful. It can actually be enjoyable if we approach it with strategy and intention. Discussing the following items will help us find the right one.

**Did you know?**  
We take all the information we learn from you and search for your home through every available source.

- MLS (Multiple Listing Service)
- For Sale By Owner
- Bank Owned
- Pocket Listings
- New Construction
- Online
- Your List

- 1. WHAT IS YOUR MOTIVATION FOR BUYING A HOME?**
- 2. IDENTIFY YOUR NEEDS VS YOUR WANTS.**
- 3. ESTABLISH A PURCHASE TIMELINE.**
- 4. DISCUSS YOUR FINANCES.**
- 5. ADDRESS ANY QUESTIONS OR CONCERNS.**



# The Importance of Working with a Buyer's Agent

A buyer's agent acts as a liaison between you and the seller. While this seems simple enough, a buyer's agent does so much more and all in your best interest. Here are some reasons not to take on buying a home alone.

## **OFFER TERMS**

There are several decisions to make when submitting an offer, from what appliances are included in the sale to how the tax payment will be handled. We provide guidance regarding what terms will be best for you and will help your offer get accepted.

## **NEGOTIATION**

We are specially trained to negotiate on your behalf. This allows you to focus on what you want and need out of the agreement. We handle the difficult conversations for you.

## **EXPERTISE AND RECOMMENDATIONS**

When touring homes, what do you look for other than the perfect kitchen and a large master bedroom? We know what red flags to watch out for and how to work through them. If the home inspection reveals that the home's foundation needs repair or the chimney flashing needs to be redone. We know who to call!

## **GETTING THE FACTS**

We all know the saying, "Don't believe everything you read on the internet." We know where to get reliable information, which is what you need for a purchase as important as your home.

# Types of Mortgage Loans

With so many loan types available, it can be a daunting task to find the loan that's right for you. Speaking with an experienced professional will help you narrow down the possibilities. Here are a few popular loan types and financing options.

## 15-30 YEAR FIXED

30 year fixed rate loans are the most popular home loans because of the predictability and low risk. You pay the same amount every month for x number of years until the home is paid off.

## ARM

Adjustable Rate Mortgage or ARM offers low interest rates for the beginning of your loan (5-10 years). Typically, your rates rise higher than a fixed rate loan. This is the perfect choice for those who will pay off their loan quickly.

## FHA

With a Federal Housing Administration loan or FHA, you can secure a mortgage with as little as a 3.5% down payment as opposed to the 20% usually required by most other loan options.

## CONVENTIONAL

If you have good credit and at least a 5-20% down payment available, you can qualify for this non-government, private loan. Mortgage insurance is not required if you have a 20% down payment.

## DOWN PAYMENT ASSISTANCE

Did you know the state of Michigan offers a down payment assistance program as well as many other organizations? We can assist you in finding out what you may qualify for.



**Did you know?**  
Every 1% change in your interest rate affects your buying power by 10%.\*

# The Home Loan Process

Before the home loan process can begin, you'll need to select a lender that you would like to work with. Having a great lender is imperative to a successful and pleasant home buying experience. Once you've selected a lender, these are the next steps of the process:

- 1. MEET WITH A MORTGAGE LENDER**
- 2. ORDER CREDIT CHECK**
- 3. COLLECT PERSONAL DOCUMENTS**
- 4. ORDER APPRAISAL**
- 5. LOAN IS UNDERWRITTEN**
- 6. LOAN IS APPROVED/  
LOAN CLEARED TO  
CLOSE**
- 7. FUNDS DEPOSITED**





# Making an Offer

Congratulations! You're ready to make an offer. We will work together to craft the best offer possible and then follow these steps to come to an agreement with the seller.

- 1. DETERMINE TERMS**
- 2. PRESENT TO SELLER**
- 3. NEGOTIATE**
- 4. ACCEPT OR DECLINE**



# Home Inspection

Inspections are meant to educate you on the property you are about to buy. We will want to discuss any critical issues that have a significant financial impact or that effect the safety of the property.

- 1. RESEARCH & SCHEDULE INSPECTOR**
- 2. ATTEND INSPECTION**
- 3. REVIEW REPORT**
- 4. MOVE FORWARD OR NEGOTIATE WITH SELLERS AND THEIR REALTOR**



# Offer Accepted! What's next?

1

## OFFER ACCEPTANCE

Congrats! You've come to agreement with the seller on the contract terms.

2

## GETTING THE MONEY MOVING

The Earnest Money Deposit (EMD) outlined in your offer will be collected. We will also work together to get your lender what is needed to start your mortgage application.

3

## INSPECTIONS

Unless otherwise noted, a home inspection needs to be completed within 10 days. Upon completion, you can negotiate based on inspection results.

4

## APPRAISAL

The lender will order an appraisal to be performed by a neutral third party. The appraisal determines the home's value and therefore, the amount the lender is willing to loan you to purchase the home.

\$

5

## LOAN UNDERWRITING

Your lender will fully approve your credit, debt and income history. The bank will also want to approve the property's preliminary title report to make sure there are no liens recorded against the property.

6

## CLOSING

At closing, we will meet with a title company representative to provide the needed funds to purchase the home (as communicated by your lender) and you will sign the final documents to make the purchase official.

7

## POSSESSION

Depending on the possession date you agreed upon in your contract, you will get keys to the property either at closing or within a certain number of days after closing.

\$ Notes a step that requires money.



# Moving Checklist

Moving can be hectic. You're trying to move your entire life from one property to another. Forgetting a task during the process is bound to happen. Use this helpful checklist to give yourself peace of mind.

1. **If you're using a moving service, don't skimp on the research. Choose a mover that's licensed, insured and trustworthy.**
2. **Submit your change of address form at the post office or submit online at [moversguide.usps.com](https://moversguide.usps.com).**
3. **Inform any subscription services you have of your new address.**
4. **Transfer utilities, cable and internet.**
5. **Notify your financial institution of your move.**
6. **Register to vote.**
7. **Update your drivers license.**
8. **Register your vehicle if moving to a new state.**
9. **Transfer medical documents to your new healthcare provider.**
10. **Transfer prescriptions to your new pharmacy.**
11. **Transfer your insurance policies.**
12. **Register your kids at their new school or update your address with their current one.**
13. **Consider changing the locks to your home. You have no idea how many people may have copies of your home's keys.**

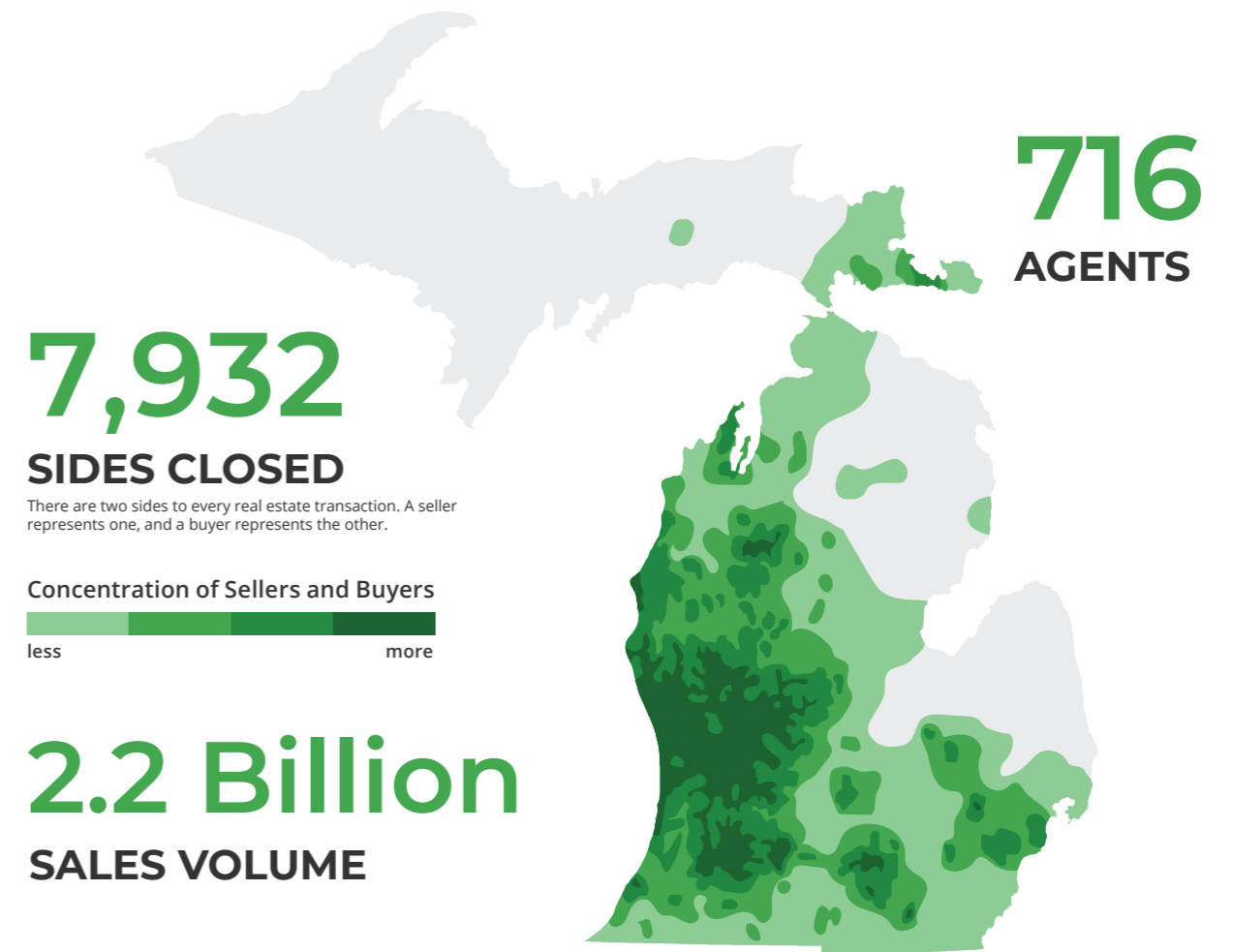
## THANK YOU

Thank you for the opportunity to discuss how we will find your new home. I will work hard on your behalf, communicate with you and guide you every step of the way. Your happiness is my goal!

**Five Star Real Estate Leaders**  
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## 2023 FIVE STAR STATE AND NATIONAL Market Statistics



### NATIONAL RANKINGS

# #25

**INDEPENDENT  
BROKERAGE**

# #57

**IN CLOSED  
TRANSACTIONS**

2022: 8,993 sides  
2023: 7,932 sides

# #122

**FOR SALES  
VOLUME**

2022: \$2,325,387,553  
2023: \$2,208,311,209

\*Rankings per RealTrends