

 NOEL & MARTINEZ TEAM

BUYER PACKET

RE/MAX[®]
ALLIANCE



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MEET THE TEAM

STEVEN NOEL - PARTNERING BROKER, FOUNDER



As a Broker with RE/MAX Alliance, Steven works energetically for his clients whether they are a buyer or seller. He can help you achieve your goal of owning a home or getting the best price for your home in the shortest time possible.

After graduating from UCLA with a degree in communications and finance, Steven was licensed in 1977 and since then **he has sold over 4,500 properties amounting to over \$1 Billion in sales. Steven currently ranks in the top 10 in home sales for Colorado.**

Steven attributes much of his success to his wife, Jacque, of 42+ years and his wonderful children and grandchildren

Our goal is to provide you with the best representation possible whether you are buying or selling. Over the years, one of the things Steven has discovered is that there is a difference in the way individual Realtors do business. For Steven, he's always felt that honesty and personal integrity are the foundations upon which a successful business and career are built and sustained. Steven's passion for real estate, commitment to his clients and personal integrity has helped him achieve success, **placing him in the top 1% of all brokers nationwide.** In his career, Steven has earned numerous awards and received considerable recognition for his success, but the most significant recognition comes from the fact that **over 71% of his business comes from past clients.** Our success is a true measure of our client's satisfaction.

CHRIS MARTINEZ - BROKER, PARTNER

Chris is a broker associate and Team Lead with the Noel & Martinez Team at RE/MAX Alliance. Chris has worked with Steven since 2011 and has been a part of over 1,000 real estate transactions. Chris strives to make the real estate process a seamless experience for all of our home buyers and sellers. His expertise and extensive knowledge of the Colorado real estate market is what you need to make the best decisions possible.

Originally raised in South and Central Texas, Chris earned his Master of Science from Texas A&M-Commerce and Bachelor's from Texas Lutheran University. He relocated to Longmont, CO in 2008. As an active husband and father, Chris enjoys spending time with his wife, Carrissa, and two children, Grayson and Elena. Aside from attending sporting events for his children, Chris is on The Longmont Theater Company Board of Directors as well as promoter of small businesses in the community. His success comes from your success.



KAYLEE REORDA - BROKER



Kaylee has lived in Colorado her entire life, from the Denver Metro area to Southern Colorado and in Northern Colorado for the past 8 years. Some of Kaylee's favorite things to do are spending time with family and her dog Nash, traveling, hunting, and helping others in need.

Kaylee brings 11 years of customer service and sales experience to the Noel & Martinez Team. Kaylee's love of Real Estate stems from her love of helping people. Helping her clients find the perfect place to call home is what brings Kaylee the most joy in her career. Kaylee loves working with First time Home Buyers and is also a Certified VA loan Specialist so helping our Service Men and Women is something she takes great pride in.

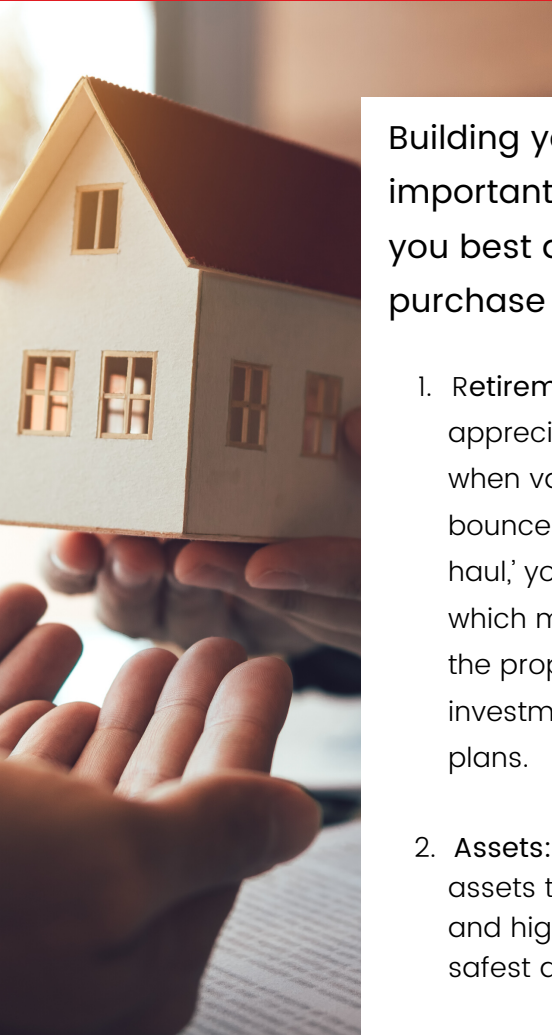
LINDA HAHN - MARKETING/OFFICE ASSISTANT

Linda is the marketing and office assistant for the Noel & Martinez Team at RE/MAX Alliance. Her 25+ years experience in marketing and office support makes her a huge asset to the team. Raised in Colorado, she enjoys the great outdoors and spending time with her husband and three children.



Building Financial Wealth

by Purchasing Real Estate



Building your financial wealth is so important in today's world. So how do you best accomplish that? It's simple, purchase Real Estate.

1. **Retirement:** Real estate naturally appreciates. Of course, there are times when values fall, but the market typically bounces back. If you are in it for the 'long haul,' you'll likely enjoy great appreciation, which means greater profits when you sell the property. Many people use real estate investments as their long-term retirement plans.
2. **Assets:** Real Estate is one of the best assets to have. With growing appreciation and high demand real estate is one of the safest and most rewarding assets to own.

3. Control: When you invest in stocks or bonds you have zero control. The only say you have is when you buy and sell the asset. All your earnings and investment potential rely on the company you invest in, but you're the boss when you invest in real estate.
4. Financial Independence: Being financially independent means you have enough income to pay for your daily living expenses for the rest of your life without having to work. It is a goal that many working individuals would love to achieve, but getting there is another story. To reach the point of financial independence through your own hard work usually involves acquiring assets not renting your time for money.

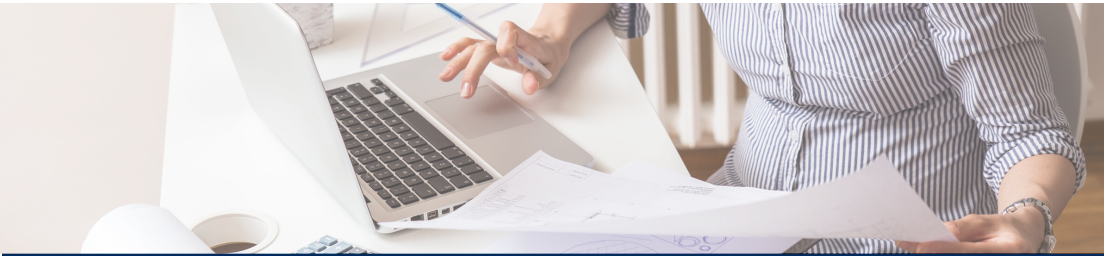
Do you need to sell your current home?

Or can you keep it?

- If you can keep your current home and still purchase a new one, DO IT!
- The Noel and Martinez Team is a firm believer that if you have a home that you can keep while still purchasing another, it is best for your future that you do that.
- This will create extra income, build your financial portfolio and also create a great retirement opportunity when that time comes.



Financing



Why is getting prequalified so important?

- Many sellers do not want buyers in their homes if they are not prequalified
- Putting an offer in with a Prequalification letter puts you a step above the rest of the offers

Items Needed To Get Pre-Approved:

- Most recent pay stubs (usually 1 month of pay)
- Copies of your last 2 years of W-2's and Federal Tax Return

Affordability

- Knowing what you can afford before we go looking at homes is very important
- We wouldn't want you to fall in love with a home you couldn't afford

Common Misconceptions About Getting Preapproved

- It will affect your credit
 - This is false. Getting preapproved by a Lender will not affect your credit score

Options For Purchasing Your Home

- Do you have to sell? If so, almost all sellers want to see your home under contract before accepting your offer.
 - What does this mean to you?
 - If you MUST sell, you should put your home on the market as soon as you are prequalified and we start looking.
 - We will negotiate the possession of your new home, so you don't have to move twice.
- Bridge Loan
 - A bridge loan is a type of short-term loan that may be used in real estate transactions when the buyer lacks the funds to finance the purchase of the new property without the prior sale of the first property. Essentially you float both of your mortgages at the same time.
- Sell your current home and rent for the time being
 - This option will give you the extra money from the sale of your current home and also allow you to not be contingent on the sale of your home when purchasing.

What Does Contingent Mean?

- "Contingent" in any sense means "depending on certain circumstances." In real estate, when a house is listed as contingent, it means that an offer has been made and accepted, but before the deal is complete, some additional criteria must be met. Your house must sell before the deal can be made.

On the next page, you will find our preferred lenders list. These are lenders that we know and trust. However, you can use any lender that you choose. We do advise that getting multiple quotes is always a good idea.

Noel & Martinez Team's Preferred Lender List

You are not obligated to use any lender that you don't want to use for the purchase of your new home. The lenders below are seasoned professionals, but are only suggested as a convenience to you.



Lonnie Jenkins
Office 303-547-9442
Cell 303-513-1915
ljenkins@houseloan.com



James Patterson
Direct 970-310-7871
Office 303-651-9014
James.e.patterson@chase.com



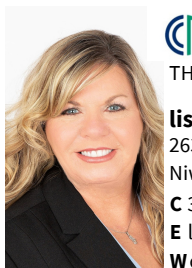
Crystal Johnson
Productions Assistant | NMLS #89381
Phone: 720-232-9856 | eFax: 844-859-4066
cjohnson@homemortgagealliance.com
Home Mortgage Alliance, LLC
NMLS #1137507
homemortgagealliance.com
512 4th Ave Suite 101
Longmont, CO 80501



Brian Manning
Cell 303-500-3839
Office 720-496-4311
brianm@rate.com



Josh Lostroh
Aslan Loan Officer | NMLS #1109708
Phone: 3036-917-3394
joshl@aslanhlc.com
Aslan Home Lending Corporation



lisa Nesper
263 2nd Avenue, Ste 106A
Niwot, CO 80544
C 303-304-0707
E lisa.nesper@myccmortgage.com
W crosscountrymortgage.com/lisa-nesper

You are not obligated to use any lender that you don't want to use for the purchase of your new home. The lenders below are seasoned professionals, but are only suggested as a convenience to you.

What is your timeline?



Whether your timeline is right now or in the future, the Noel & Martinez Team is ready to guide you in the right direction.

Things To Think About With Your Timeline

1 year

- Start looking online at homes you think would be a good fit
- The team will put you on our search site that will send you new listings
- If you are currently renting
 - When is your lease up?
 - How much will it cost to break your lease?
 - If your lease is up in less than 3 months, you should start looking now!
- Do you need to sell your home?
 - When should we list your home?
 - Are you ready to list?
 - Talk to your lender about the options that you have

3 months

- Should already be Pre-approved
- Actively looking at homes that fit your criteria
- We would need to be Under Contract within 6 weeks

6 months

- Start talking with a lender
- Find a Realtor
- Determine your wants and needs for your new home
- Start driving around to determine what location you'd like to live near

LOCATION, LOCATION, LOCATION!

Location is one of the most important aspects of purchasing your new home.



There are many things to think about when deciding where you want to be and where you don't want to be.

DO YOUR RESEARCH

What is important to you when it comes to location? Examples include schools, distance to work, family, and accommodations.

- 1) _____
- 2) _____
- 3) _____



If you are local we recommend taking some time to drive around the neighborhoods. If you are relocating, we know the neighborhoods very well and are more than happy to do the research for you!

What you can afford depends on where you look and the size of the property.

SCHOOLS:

<https://www.greatschools.org/>

CRIME RATES

<https://www.familywatchdog.us>

<https://www.areavibes.com/>

<https://www.neighborhoodscout.com/co/crime>

WHAT ARE YOU LOOKING FOR?

Help us understand what is most important to you in your new home.



Finding your perfect home is almost impossible. No home is going to have absolutely everything you want. You will not get your dream home, it just doesn't exist. However, with that being said the Noel and Martinez Team will do everything we can to understand what is most important to you when finding your next home.

Realize that there will be concessions on what you get and that you may have to give some things up.

Please take a moment to complete the downloadable "What are you Looking For" page by clicking on the QR Code.



What to be Aware of When Looking at Houses

Here are a few things that you should be thinking about while looking at homes- in no order of importance.

Oil and Gas

- Oil and Gas production happens all over the United States. It is up to the consumer about how they feel with an Oil and Gas operation near their home.

Crime Rates In That Neighborhood

- Knowing the crime rate in the neighborhood you are looking in is very important for many reasons. Number one being the safety of you and your family but it is also important to think about the future resale value of your home in a high crime neighborhood
 - There are many online resources to determine the crime rate in a specific neighborhood; here are a few that we recommend:

1. <https://www.neighborhoodscout.com/co/crime>

2. <https://www.familywatchdog.us>

3. <https://www.areavibes.com/>

Megan's Law

- Megan's Law is a federal law passed in 1996 that authorizes local law enforcement agencies to notify the public about convicted sex offenders living, working or visiting their communities.

You can read more about this law and why it was passed at <https://www.thoughtco.com/history-of-megans-law-973197>

what to be aware of when looking at houses cont'd...

Is the home in a flood zone?

- Knowing if your future home is in a flood zone is very important. You can find this information at the website below
 - <https://msc.fema.gov/portal/search>

HOA (Homeowners Association)

- What is an HOA?
Homeowners associations are designed to manage common or shared property, protect owners' property values, provide services to residents, and develop a sense of community through social activities and amenities.
- What questions you should be asking if the home is in an HOA?
What is the HOA Fee?
What does the HOA cover?
How will this affect your finances and what you can afford?

Metro Tax District

- Short for Metropolitan District, it is a special type of Taxing District that you will find in most new construction and newly developed areas.
- Metro districts are a way for developers to finance the necessary infrastructure to support a new subdivision.
- Metro districts have the ability to tax and/or assess fees for the services that it provides. These special taxing districts have an extra mill levy that is added to the annual property tax statement.

Found Your Home, What's Next?



Once your offer has been accepted by the seller, we will follow these steps:

1. Drop off your Earnest Money
 - a. Earnest Money is an amount of money that both the buyer and seller agree upon in the contract. This is a good faith deposit. It shows the seller you're serious about buying the home, which can be reassuring to them.
 - b. Earnest money is usually about 1% of the purchase price and will get rolled over into your down payment at closing.
 - c. We are here to ensure you follow the dates and deadlines of the contract in order to help you retain your earnest money.
2. We will send the contract over to your lender and the lender will start the formal loan process with you.
3. You will then schedule your Home Inspection. Schedule the Home Inspection right after going under contract. We have preferred inspectors who can thoroughly look over the property.

HOME INSPECTION



Home Inspections are very important when purchasing your home. You can test for whatever you want during the inspection period. However, below are some important things to test for during your inspection (in no order of importance):

Sewer Scope - A sewer scope inspection is the use of a camera that takes a video of the sewer line that connects the house and foundation to the city sewer line or HOA tap and looks for cracks, rust, deterioration, or broken pipes

Radon Test

- Radon is a naturally-occurring radioactive gas that can cause lung cancer. Radon gas is inert, colorless and odorless. Radon gas can become trapped indoors after it enters buildings through cracks and other holes in the foundation. Indoor radon can be controlled and managed with proven, cost-effective techniques.
- If radon is found in the home it can be easily mitigated with a Radon Mitigation System.
- Colorado is known to have higher radon levels.

Lead Based Paint

- Realize that there will be Lead Based Paint in almost every home built prior to 1978. It is not harmful to you as long as it is not ingested.
- You can have the home tested for it, however realize that most homeowners will not do anything to have it removed.

Asbestos

- Asbestos may be present in textured paint and in patching compounds used on wall and ceiling joints. Their use was banned in 1977. AKA Popcorn Ceilings.
- If the asbestos material is in good shape and will not be disturbed, do nothing!
- If the home has popcorn ceilings that you'd like to remove, make sure you are following the proper steps or have a professional remove. Otherwise, it is not harmful to you.

Stucco Testing - If the home you are purchasing has a stucco exterior, it is important to have a Stucco Test done. This will ensure that the stucco is in good shape with no bubbling or cracking.

Does The Home Have a Well?

- If so, you should get an inspection done on the Well to determine the flow-rate of the well and then to test the drinkable water.
- Know that there may also be a well transfer fee

Septic

- If you are buying a home with this type of wastewater treatment system, a septic tank inspection is vital. Septic inspections make sure that the system is operating as it should so that you don't have long term problems with the septic system.
- The Seller usually pays for this.

You can expect to pay around \$450+ for a home inspection. Per the Colorado Purchasing Contract, you are purchasing the home in as-is condition. However, you can ask the seller to fix **Major Health, Safety, and Mechanical issues** in the Inspection. All Inspection items requested to be fixed/repaired/replaced are negotiable between buyer & seller. *MOST CONTRACTS ARE TERMINATED DURING THE INSPECTION PERIOD.

TITLE COMMITMENT AND INSURANCE

TITLE COMMITMENT AND INSURANCE

- A title commitment is the document by which a title insurer discloses to all parties connected with a particular real estate transaction. All liens, defects, burdens and obligations that affect the subject property are listed as well as, all requirements, must be met before the property is free and clear of all encumbrances.
- Know that commitment is the standard verbiage
- You typically don't own the water or mineral rights with the purchase of your home.

INSURANCE

We recommended that you get 3 different quotes for homeowners insurance. Below are some insurance brokers/agencies that we recommend however you can use whoever you chose.

Wes Parker - State
Farm Insurance Agent
(303) 772-6467
603 Kimbark St.
Longmont, CO 80501

Rick Murphy
State Farm Insurance Agent
(720) 204-4561
2204 18th Ave. Suite 211
Longmont, CO 80501

Catherine Davis
Allstate Insurance
(303) 772-4600
1325 Dry Creek Dr. STE 203
Longmont, CO 80503

LENDING ~

After Going Under Contract

Work With Your Lender - this is the most important thing that you can do during this step of purchasing your new home. If your lender asks you for something, get it to them right away. **DO NOT PROCRASTINATE.**

Your Lender will order the appraisal.

- The appraisal will be sent out to an AMC (appraisal management company) then the appraiser will pick it up and complete the appraisal.
- If the home appraised at asking or above, we are good to go. If the appraisal comes in low, we will then re-negotiate.

Are you contingent? If so, your current home should already be under contract at this point. You can also talk to your lender about a Bridge Loan option at this point, if not under contract at the latest.

Closing Disclosure

- You should receive this document from your lender 2-3 days before closing.
- This will tell you how much you need to bring to closing via cashiers check or wire transfer.

FINAL WALK-THROUGH OF THE PROPERTY



- Final Walkthrough happens prior to the closing
- This is to make sure that the condition of the property is the same from when you last saw it.
- This is also to make sure that items negotiated during the inspection period were completed.
- Know that the seller may still be moving out depending on when you take possession so there may be boxes or other things still in the home.
- All trash must be removed and all the inclusions in the contract must be at the property.
- Depending on your possession time, this will determine when the final walkthrough will take place.



CLOSING TIME!

You Made It! Here is what you will need.

- Two forms of id.
- Amount Down (cashiers check or wire) . You will make the check out to the title company.
- Remember, you cannot change anything on the real estate or closing documents.
 - If you'd like a copy of these documents, please let us know a week in advance.
- Closing usually takes about 1 hour
- Location and time of the closing is determined by both the buyer and seller. It will take place at the Title Company.

POSSESSION

- The possession date is negotiable, it can be on the day of closing or up to 60 days after closing depending on the seller's needs and what is negotiated.
- The seller cannot stay in the property more than 60 days following the closing per Federal Law if you are purchasing the home as your primary residence.



EMPOWERING OUR CLIENTS

NOEL & MARTINEZ TEAM DIFFERENCE

We have over 55 years of real estate experience.

We strive to achieve success through constant communication, cutting edge technology, and being the expert of real estate in the area.

Together, we must define the job to be done by establishing your goals and objectives.

- Noel & Martinez Team ranks in the **TOP 10** for the State of Colorado
- We have a combined sales / marketing experience of over 55 years
- We average 100 home sales per year
- **71%** of our business comes from previous clients

Noel & Martinez Team ranks in the top 1% locally, statewide, nationally and internationally.

NOEL & MARTINEZ TEAM ROLE

Liason between you and other parties

- REPRESENTATION & NEGOTIATION
- **INFORMATION TO YOU**
- FOLLOW-UP

NOTES



NOEL &
MARTINEZ
TEAM



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