

welcome
HOME

Home Buyers Guide

CHECKLISTS • GUIDES • DO'S & DON'TS • TIPS & TRICKS



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01 Choose Your Agent



Choosing the real estate agent that you'll work alongside to buy your home is not a decision to take lightly.

Your agent should have a deep understanding of your goals, your market, and a track record for working diligently on behalf of you, their client.

Credentials, of course, are a plus- but what you can't see behind the numbers are the intangibles of always going the extra mile and genuinely caring deeply for clients.

We look forward to the opportunity of representing you and sharing this life milestone with you and your family.

- Kari Wyrnsch



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ABOUT ME

With 18 of experience in the Springfield real estate market, I have a deep understanding of the local market and the needs of my clients. Whether you're looking to buy, sell, or invest in real estate, I'm here to help you achieve your goals.

I am a dedicated professional with a passion for helping families find their dream homes. Beyond my work in real estate, I find joy in teaching and coaching others, whether it's guiding first-time homebuyers through the process or mentoring new agents in the industry. I love watching my clients and co-workers succeed and I truly believe that teamwork and collaboration are essential for achieving mutual goals.

CREDENTIALS

- 2012 Licensed Real Estate Broker
- 2007 Licensed Real Estate Agent
- 2007 Graduate REALTOR® Institute (GRI)
- Member of Greater Springfield Real Estate Board

What you can expect working with me

I'm Curious

I want to have a clear understanding of your goals, who you are, and what your home means to you.

I'm Committed

I bring my A-game to every transaction, and I'm committed to achieving the best possible outcome for my clients.

I'm Proactive

I'm always one step ahead, anticipating potential roadblocks and finding creative solutions to overcome them.

I'm Personal

I believe in building relationships with my clients and treating them like family, because in the end, that's what leads to the best possible results.

What Clients Are Saying



"Working with our buyer's agent transformed our home buying journey from daunting to delightful. Their innovative strategy, including leveraging social media, not only found us our dream home off-market but made us feel truly supported every step of the way."

TOM & SARAH

"Had a wonderful experience from start to finish. This team worked with me every step of the way and made even the most stressful times quite manageable. Very professional, and kept in constant communication to make sure my needs were met. 5 out of 5, would recommend."

LANDON C.



"My home buying experience was a breeze! From pre-qualifying to closing everything was well coordinated making the home buying process which can often be overwhelming easy for me. Thank you to the whole team!"

MINDY T.



The Value of a Buyer's Agent



Exclusive Representation for Your Interests

Unlike going through a listing agent who serves the seller's interests, a buyer's agent is committed solely to you. They ensure your needs and preferences are top priority, offering unbiased advice and support throughout the buying process.

Access to Off-Market Listings

Your buyer's agent can tap into a network that goes beyond the usual listings, including off-market or "pocket" listings. This access can be crucial in finding your dream home in competitive markets.

In-Depth Market Insight

Buyer's agents offer specialized knowledge of the local real estate market, from pricing trends to neighborhood dynamics. This insight is invaluable for making educated decisions and spotting hidden gems.

Skilled Negotiation on Your Behalf

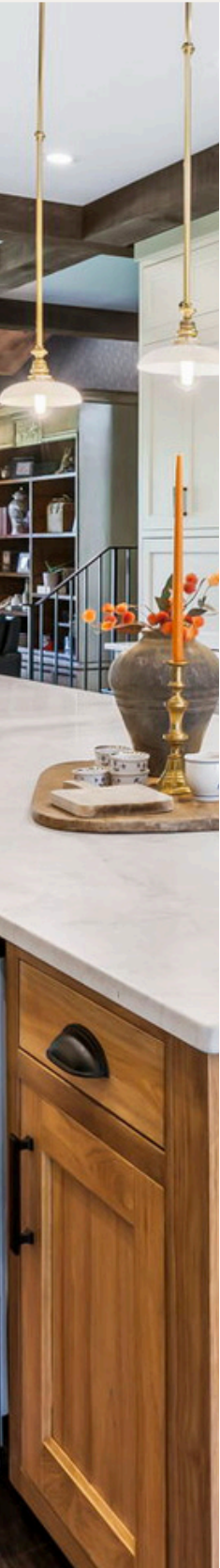
Having a seasoned negotiator on your side can save you thousands. Buyer's agents negotiate not just on price, but on terms and conditions that best serve your interests.

Coordination of the Buying Process

From arranging viewings to coordinating inspections and navigating closing procedures, your agent handles the logistics. This coordination is essential for a smooth journey from house hunting to homeownership.

Insider Advice on Property Potential and Pitfalls

A buyer's agent looks beyond the surface, advising you on the potential or pitfalls of properties. They help you see the full picture, including aspects like future resale value and necessary repairs.



The Value of a Real Estate Team



Kari Wyrsh



Justin Wyrsh



Bo Villanueva



Nick Losh



Alex Skinner

When you hire Graddy Real Estate, you get the entire team's experience and access to all of our trusted vendors and partners.

Diverse Expertise

A real estate team brings together professionals with varying specialties, including marketing, negotiation, and local market knowledge, ensuring a well-rounded and efficient approach to buying or selling your home.

Enhanced Availability

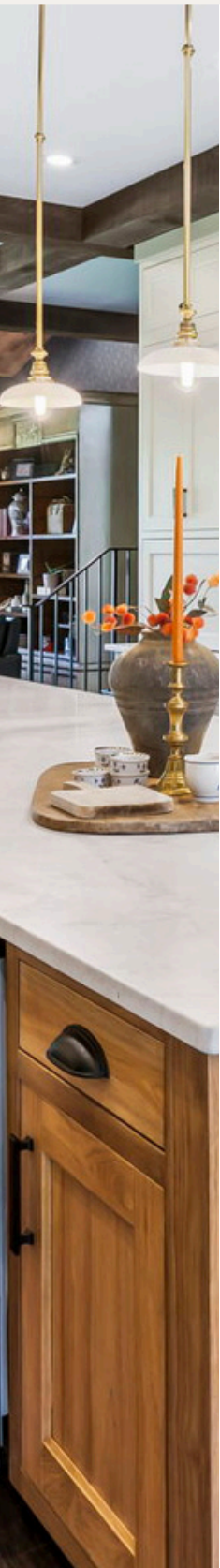
With multiple team members, there's always someone available to answer questions, host showings, and address your needs, providing consistent support throughout the process.

Collaborative Problem-Solving

Teams pool their skills and resources to tackle challenges quickly and creatively, ensuring smoother transactions and better results for clients.

Wider Network

Teams often have extensive connections with trusted contractors, lenders, inspectors, and other service providers, streamlining the process and saving you time and effort.



02

The Home Buying Process

From pre-approvals
to the closing table!

Welcome to the exciting journey of finding your dream home! As your dedicated real estate agent, I am thrilled to guide you through every step of the home buying process.

This comprehensive guide was meticulously crafted to provide you with a detailed overview of what to expect on this adventure.

From demystifying the mortgage process to assisting you with a lender questionnaire, offering a handy showing checklist, explaining the intricacies of going under contract, navigating the inspection period, and finally, preparing you for the closing process - I've got you covered.

I am committed to ensuring that each step in this process is smooth, transparent, and tailored to your unique needs.



The Home Buying Process *at a Glance*

01

Preparation Phase

Start by assessing your finances and getting pre-approved for a mortgage to understand your budget.

3-6 MONTHS OUT

02

Search & Offer

Explore homes within your budget, select your ideal property, and make a competitive offer.

25-40 DAYS OUT

03

Under Contract

Conduct a home inspection, negotiate any necessary repairs, and finalize your mortgage details.

21-30 DAYS OUT

04

Closing Preparation

Review your closing disclosure, confirm your moving plans, and prepare any required documents or payments.

3-5 DAYS OUT

05

Closing Day

Sign all necessary paperwork to officially transfer ownership, receiving the keys to your new home.

0 DAYS OUT

06

Post Closing

Update your address, set up utilities, and consider a home warranty for peace of mind in your new residence.

1-7 DAYS AFTER

“DTI” - Debt to Income Ratio

What is DTI?

Your debt-to-income (DTI) ratio helps you assess your financial health and your ability to take on new debts, like a mortgage.

Why is DTI important?

Your DTI ratio helps determine your eligibility for loans and your ability to manage debt.

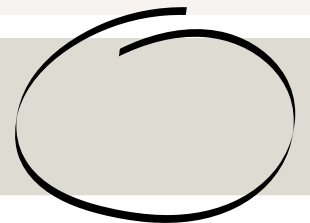
What ratio do I need?

Mortgage lenders normally have specific DTI requirements when approving loans and often prefer borrowers to have a DTI ratio below 43% (including the new mortgage payment).

TIP

A DTI under 36% is great, keep it up! A DTI between 37%-43% has room for improvement. A DTI above 45% may pose some challenges. Speak to a lender for advice on qualifying.

RENT	
CREDIT CARD	
CAR + INSURANCE	
PHONE + INTERNET	
UTILITIES	
STUDENT LOANS	
SUBSCRIPTIONS	
FITNESS	
OTHER	
TOTAL EXPENSES	
÷ GROSS INCOME	
DEBT-TO-INCOME %	



03

The Mortgage Process

Let's talk finances

The first step of the home buying process is to understand how much you qualify for by meeting with a local lender and getting a pre-approval letter. It's important to interview a few lenders to find one that will be the best fit.

A pre-approval is only valid for 30-90 days, so while you can start talking to lenders, you'll want to wait on getting that pre-approval letter until you know you're ready to buy.

In the next section, we outline several questions to ask your lender to ensure they provide a full picture into the terms and conditions of your loan.

Understanding the ins-and-outs of the loan they offer is critical to ensuring long-term success in your new home!



Lender Questionnaire

NAME: _____ **COMPANY:** _____

PHONE: _____ **EMAIL:** _____

What type of loan do you recommend for me and why?

Do I qualify for down payment assistance programs?

What is the interest rate? What is the APR?

Will I pay mortgage insurance?

What will my monthly payment be?

Can I lock in an interest rate? If so for how long? Are there fees associated?

What will my closing costs be? Are they a part of my loan, or will I pay them at closing?

04

Consider Wants & Needs

Get clear on non-negotiables

Before we hop into the home search, I like to advise my clients to create a "Needs" list and a "Wants" list. This will help us to really focus on the things that are most important in your future home. Needs are the non-negotiable. Wants are the ones you'd like to have, but you can add or change down the road. **Remember you can't change the lot, the location, or the price you paid.**

NEEDS MIGHT LOOK LIKE

- ✓ Enough bedrooms for your family
- ✓ First floor primary bedroom
- ✓ Close proximity to work or school
- ✓ Yard for children or pets

WANTS MIGHT LOOK LIKE

- ✓ Specific paint or exterior color
- ✓ Fenced-in backyard
- ✓ Specific flooring
- ✓ Walk-in shower or double vanity



05

The Home Search Process

Finding “*the one*”

Now that you’ve got your wants vs. needs list in hand, the fun really begins! It’s time to start looking at listings online and choosing which houses to see in person. Keep this in mind:

Use the search filters, but don’t go crazy.

You don’t want to restrict your search so tightly that you only have a handful of homes to view.

Add \$25k-\$50k to your max price. There is sometimes wiggle room with negotiations.

Check out the Google street view. Online pictures can be deceiving so a virtual ‘walk down the street’ will give you a sense of the house and surrounding area.

Jot down the MLS number & address.

Send your list to me and I will call the listing agents to gather pertinent info.

The house is “pending”... now what? Don’t panic! Pending contracts do fall through occasionally, so keep it on your list.

Look for some time in your calendar to tour the homes on your shortlist. Hold more time than you think you’ll need.



Home Search Worksheet

What area(s) are you looking to buy in?

What do you like about this/those area(s)?

How many bedrooms, bathrooms, and preferred square footage? 1 or 2 story?

Do you have children? Pets?

What's your favorite style of home?

What are the top 5 most important things in your future home?

What is a non-negotiable feature or aspect needed your future home?

Anything else we should keep in mind during our search?

06

It's Time for Showings!

Get ready for the fun part

You're SO READY to get inside those homes on your shortlist and see for yourself if one of them is soon-to-be your new address. Below are a few things to keep in mind. **TIP:** Lean on your agent to point out defects!

Read over your wants vs. needs list and revisit your budget. Having this fresh on your mind will help you stay objective and focused.

Take pictures and videos to jog your memory later.

Consider the lot, lot size, and location, all of these things cannot be changed.

Look for signs of structural integrity. Water damage, cracks in walls or ceilings, sloping floors, and other potential issues.

Pay attention to noise levels from nearby roads, airports and railways.

Examine the roof for leaks, missing shingles, or other damage. Inspect siding, windows, doors, and the overall exterior condition.

Consider layout & space. Does the property's layout suit your lifestyle? Check room sizes, storage space, and the flow between rooms.

Look past decor & staging. These things will soon be gone!

Consider the potential resale value by checking the historical appreciation rates.



Showing Checklist

ADDRESS	EXTERIOR RATING (1-10)	INTERIOR RATING (1-10)
<input type="text"/>	<input type="text"/>	<input type="text"/>
LIST 3 PROS OF THE HOME:	LIST 3 CONS OF THE HOME:	
<input type="text"/>	<input type="text"/>	
TOOK VIDEOS / PHOTOS	INITIAL REACTION (CIRCLE)	
<input type="checkbox"/> YES <input type="checkbox"/> NO	NO MAYBE VERY INTERESTED IT'S THE ONE!	

ADDRESS	EXTERIOR RATING (1-10)	INTERIOR RATING (1-10)
<input type="text"/>	<input type="text"/>	<input type="text"/>
LIST 3 PROS OF THE HOME:	LIST 3 CONS OF THE HOME:	
<input type="text"/>	<input type="text"/>	
TOOK VIDEOS / PHOTOS	INITIAL REACTION (CIRCLE)	
<input type="checkbox"/> YES <input type="checkbox"/> NO	NO MAYBE VERY INTERESTED IT'S THE ONE!	

07

Writing Your Offer

Let's make it stand out

So you think you've found "the one" and you're ready to put in an offer—one that will be simply irresistible to sellers. Let's talk about making an offer that truly stands out. Below are my tried and tested recommendations.

Include a pre-approval letter that shows that you're serious, qualified, and ready to purchase.

Lean on a trusted agent who can help you compose an offer that gives you every advantage in landing the home!

Put your best foot—and price—forward. You may only get one shot, so make it count. Lean on your agent and use comps as a guide.

Use a friendly tone.

Let the sellers know you want their home—and that you'll be easy to work with all the way to closing.

Propose to close quickly. Include contingencies only if you must. If you need to sell your current home before purchasing, disclose it here.

Include a short handwritten note. Sometimes it's the smallest gestures that have the most significant impact.



When you partner with our team, we will take care of all the details!

08

You're Under Contract

Cue the confetti!

You're well on your way to your new home sweet home. Here's a quick rundown on what happens after you make an offer and your new home is "under contract."

Provide an Earnest Money Deposit - This is a good faith deposit to show your commitment to buying the property. This deposit is typically held in an escrow account until the closing.

Schedule Home Inspection - Depending on the results, you may negotiate with the seller for repairs or credits. Schedule this ASAP!

Order Appraisal - Your lender will initiate this. If the appraisal is lower than the agreed-upon price, negotiations or additional funds may be required.

Finalize the Loan - You'll provide documents and go through underwriting with your lender.

Title Search - A title company will conduct a title search to ensure there are no liens or legal issues with the property's ownership.

Final walk-through - Shortly before the closing date, you'll have the opportunity to do a final walk-through of the property to ensure it's in the agreed-upon condition.



When you partner with our team, we will take care of all the details!



Under Contract

Here's a brief overview of what takes place once your offer is accepted and your new home is "under contract".

01

Provide Earnest \$ Deposit

Not required. This deposit shows your commitment to buying the property. It is typically held in an escrow account until the closing.

02

Schedule Inspection

Depending on the results, your agent may negotiate with the seller for repairs or credits. Your agent should schedule this immediately!

03

Finalize Loan Application

Submit your formal mortgage application.

04

Secure Insurance

You'll need homeowners insurance in place before closing. Your lender may require proof to finalize the loan.

05

Order Appraisal

Your lender will initiate this to ensure the property's value matches the sale price. If it comes in lower, we'll go back to negotiations!

06

Title Search

A title company will conduct a title search to ensure there are no liens against the property. You'll also purchase title insurance to protect against unforeseen title problems.

07

Final Walkthrough

Before the closing date, your agent will schedule a final walk-through of the property to ensure it's in the agreed-upon condition.

08

Closing Day

Sign documents, pay remaining closing costs and down payment. The title is transferred to you and the keys are exchanged!

09

Inspections & Insurance

Make sure you're covered

The inspection will uncover any issues in the home that would have otherwise been unknown. You will receive a written report of the inspection.

What is the "inspection period"? Inspection periods typically last 10 to 30 days. If the results of the report reveal any issues, you may ask the seller to cover the costs or reduce the sale price.

The home seems fine, do I really need a home inspection? The home may appear to be in perfect shape, but some of the costliest problems are difficult to spot: leaks, termite damage, foundation issues, poor ventilation, faulty wiring, and drippy appliances.

When should I schedule the inspection? Schedule your inspections immediately after your initial offer is accepted. If we need to negotiate any repairs we can before the inspection period ends.

What about home insurance? Once you have a signed contract, start looking for insurance providers. Your lender will typically require evidence of insurance coverage before they approve your mortgage.



When you partner with our team, we will take care of all the details!



Pre-Closing Checklist

BRAVO! HERE'S WHAT YOU'VE COMPLETED SO FAR:

- X **Under contract**
- X **Inspections**
- X **Obtain home insurance**

THE CLOSING TABLE IS NEAR! HERE'S WHAT'S NEXT:

Order Appraisal

An appraisal is an estimate of the value of the property by a licensed professional appraiser. Once problems are resolved from inspection, the lender will order an appraisal and paid for by you. The appraisal verifies the value of the property for the lender and to protect you from overpaying.

The contract is contingent upon whether the appraisal comes in at or above the purchase price. If the appraisal comes back low, it's back to negotiations!

Obtain Mortgage

You have 5 days from the date of contract execution to begin the mortgage loan application. During the 30–45 days before closing, your lender will be finalizing the loan.

Final Walk Through

Before the closing date, you'll do a final walk-through of the property to ensure it's in the agreed-upon condition.

TIP

It is very important **NOT** to make any major job changes, purchases, or open new credit cards, as any of these activities could alter your qualifications for a loan.

Title Search

The title company will conduct a title search to ensure the property is legitimate and that there are no outstanding mortgage liens, judgments, easements, leases, unpaid taxes, or other restrictions that would impact your ownership.

Once the title is found to be valid, the title company will issue a title insurance policy which protects lenders or owners against claims or legal fees that may arise over ownership of the property. This will be included in closing costs.

Clear to Close

The magic words! This phrase means the mortgage underwriter has officially approved all documentation required to fund the loan. All that remains is the actual closing process.

10

It's Closing Time!

Alexa: play "Home" by Edward Sharpe & The Magnetic Zeros

You've received the magic phrase "clear-to-close" and we've scheduled our closing day. Here's what to expect from the closing process:

First, your agent will schedule the final walk-through to confirm the seller made the repairs that were agreed upon. The walk through also ensures no new problems have occurred while under contract. We will typically schedule the walk through right before closing.

What happens at closing day? Sign all necessary documents, pay remaining closing costs and the down payment. The title is officially transferred to you, and keys are exchanged.

What should I bring? A photo ID and a cashier's check to pay any closing costs. Your agent will share any other documents specific to your situation. Be prepared for A LOT of paperwork.

Funding and Recording - Once all documents are signed and funds are transferred, the transaction is recorded with the county or local municipality. This officially transfers ownership from the seller to you.

Get a hold of those keys and celebrate!
We made it to the finish line!



4-6 WEEKS BEFORE MOVING

- Declutter, discard & donate
- Collect quotes from moving companies
- Locate schools, healthcare providers in your new location
- Secure off-site storage, if needed
- Choose a mover and sign contract
- Create a file of moving-related papers and receipts
- Contact homeowner's insurance agent about coverage for moving
- Contact insurance companies to arrange for coverage in new home

3-4 WEEKS BEFORE MOVING

Notify the following about your change of address:

- Banks + Post Office
- Credit Card Companies
- Insurance Companies

Notify utility companies of date to discontinue or transfer service

- Electric
- Gas
- Water
- Internet
- Trash
- TV

2-3 WEEKS BEFORE MOVING

- Notify DMV of new address
- Discontinue additional home services (housekeeper, gardener/lawn service)
- Start using up things you can't move, such as perishables
- Arrange for child and pet care on moving day
- Notify HOA about upcoming move, reserve elevator usage
- Make a basket of cleaning supplies to take to new home

1 WEEK BEFORE MOVING

- Confirm final arrangements
- Arrange transportation for your pets and plants
- Review your moving-day plan with moving company
- Take a picture in your home
- Pack an essentials box for quick access at new home
- Label moving boxes with the contents inside



Congratulations,
New Homeowner!



THANK YOU

Thank you for trusting our team with your home search. Graddy Real Estate is here for any questions or concerns you have about your new home. If you're satisfied with our service, your reviews and referrals are greatly appreciated.

- Kari Wyrsh

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