

# Buying a Home

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*with Pemberton Homes*

# WE ARE...

The #3 real estate team in Minnesota, #1 eXp Realty team in Minnesota, and #10 eXp Realty team nationwide.

We have hand-selected a team of high-producing, collaborative agents to drive the future of real estate, and we chose the best of the best staff to handle the systems supporting our agents.

Starting as a father-son team, Pemberton Homes has grown into a 100-person force of nature. Rooted in core values and purpose, each of our agents and staff members is dedicated to teamwork, self-improvement, and a passion to surpass the expectations of every client who does business with us.

What does this mean for you? White-glove service, creative solutions, and innovation at every turn. In addition to our outstanding agents, we rely on full-time, in-house staff members, who are experts in their fields, to ensure your experience is second to none.

We are honored to be by your side throughout this major milestone. Our #1 priority is assisting you reach your real estate goals and protecting your best interests.





# Working With A *REALTOR*®

## NEEDS VS WANTS

Before beginning your home search, determine what you and your family truly need in a new home. Your agent will be able to design your search based on that list.

## PRE-APPROVAL

REALTORS® typically have lending partners they know and trust. The relationship between the lender and the agent is critical to the success of your purchase.

## HOME INSPECTION

A professional home inspection can save you headaches when living in your new home. Your agent will have a list of qualified inspectors they trust.

## NEIGHBORHOOD

Take the time to investigate the neighborhoods you're interested in. Be aware that there are questions about locations that REALTORS are not permitted to answer.

## DETAILED APPROACH

Coordinating the details of buying and moving into your new home can be overwhelming. An experienced, full-time REALTOR® provides a full-service, detailed approach to make sure nothing slips through the cracks along the way.



# TIMELINE



PRE-APPROVAL



HOUSE HUNTING



OFFERS



INSPECTION



APPRAISAL



TITLE/PROCESSING



CLEAR TO CLOSE



CLOSING DAY

# Know Your *Numbers*

The mortgage pre-approval is a critical piece in your home search. By showing a seller you're pre-approved, you are in the best possible position to submit an offer.

Pemberton Homes has partnered with FLEX Mortgage to help you achieve your dream of homeownership by providing you with the best possible mortgage options and exceptional customer service. FLEX is committed to transparency, honesty, and integrity throughout the entire mortgage process.

FLEX's goal is to make obtaining a mortgage as easy and stress-free as possible while also providing you with the education and resources you need to make informed decisions about their home financing.

Start a conversation  
with FLEX's  
*industry-leading*  
mortgage  
consultants:



**FLEX**  
MORTGAGE



**Colin Smith**

612-799-0813

Colin@myflexmortgage.com

NMLS# 1112936

**Matt Lundin**

612-747-4905

Matt@myflexmortgage.com

NMLS# 2186168





# Your *Home Search*

There are multiple ways to search for homes. In addition to online searches, our team has invested in top-notch technology to make searching for your new home easier and faster. In a market experiencing an inventory shortage, it's critical to have immediate access to both active and off-market options.

## **Raven (Exclusive Listings)**

One of the best parts of working with an agent on a large team is the access to off-market listings. One of our software platforms that helps us share exclusive listings is Raven.

Raven operates similarly to a dating app where off-market listings are automatically matched to buyers' profiles based on their search criteria. The best part - it goes beyond Pemberton Homes by including our massive eXp Realty network. That means more exclusive listings for you to look at and more opportunity for you to find your next home.

## **OneHome (MLS Portal)**

The most common way for real estate agents to search for homes is through the MLS. OneHome is the portal where we can automatically share listings with you that fit your criteria. We have the ability to adjust your search at any time and can make it as specific as you'd like.

The MLS is the best place to find accurate, up-to-date information on current active inventory. You can also mark a listing as a "favorite" or leave notes on listings for your agent.



# Costs of *Buying*

## EARNEST MONEY

This is "good faith" money held by the listing broker until closing. These funds will go towards the amount you owe at closing. This is normally at least 1% of the purchase price.

## HOME INSPECTION

Home inspectors are hired by you to evaluate the condition of the home. Inspection costs typically start at \$500 and vary depending on the scope of services you request.

## HOME APPRAISAL

A third-party evaluator will determine the market value of the home. Appraisal costs start around \$500, which you may pay at the time of appraisal or at closing, depending on the lender.

## DOWN PAYMENT

This covers the difference between the amount of the loan and the purchase price. This number will vary depending on the loan product.

## CLOSING COSTS

All other fees and costs associated with the home purchase (think taxes, title fees, and lender fees). These are estimated at 3% of the purchase price.

## AGENT COMMISSION

Compensation to be paid to your agent as a buyer is negotiable. Talk with your agent about the different options available to you.

## REMEMBER...

- Earnest money has to be deposited three days after an accepted offer
- Check with your lender for information on your amount owed at closing
- Closing costs are negotiable

# Who You Work With *Matters*



## YOUR TITLE TEAM

Title companies search public records to develop and document the chain of ownership of a property. If any liens or encumbrances are found, the title company might require a homebuyer to eliminate them before issuing a title policy. Title companies also facilitate closings with the parties and ensure all documents are signed and recorded. Whether you're selling your first home or buying your fifth investment property, every closing is a priority. FLEX Title Company LLC is your trusted partner through the entire process. With 24 years of experience and integrity to match, FLEX Title promises a high level of customer service, a friendly and professional environment, and so much more. By approaching every situation with a solution-driven mindset, they are able to make your real estate transaction as stress-free and efficient as possible.

## INSURING YOUR NEW ASSET

With all of the options for homeowners insurance, choosing the right one for your situation can be a daunting task. Insurance Resource Group (IRG) is a premier boutique agency offering a wide variety of insurance options. With over 40 years of experience, IRG ensures you will find the best option for your unique situation. Whether you're bundling with other items or simply looking to protect your new home, IRG will be with you during your transaction and after to answer questions and look out for your family.



INSURANCE RESOURCE GROUP  
612-670-6727

## WARNING!

Wire Fraud is on the rise and can cost you thousands. Never trust wiring instructions sent via email. Always independently confirm wiring instructions in person or via a telephone call to a trusted and verified phone number. Never wire money without double-checking that the wiring instructions are correct.



# Lifelong Client *Perks*

When you work with Pemberton Homes, you're a client for life. It's an honor to be a part of big moments in your life, so we LOVE giving back to you!

Before, during, and after the purchase of your new home, you have access to

- Office Exclusive Listings
- Free Moving Truck
- Giveaways
- Client Events
- Valuable Real Estate Education
- And So Much More!

Buy or sell with Pemberton Homes and use our moving truck for free!

CHECK OUT OUR RECENT EVENTS



# Next Steps

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## **MAKE IT OFFICIAL**

If you believe we are a good match, let's sign some papers and get started on buying your home.

## **START THE PRE-APPROVAL PROCESS**

Getting pre-approved solidifies your budget and allows us to move quickly if needed.

## **CREATE YOUR LISTS**

The best way to narrow down to the perfect house is to create your wants, needs, and deal breakers lists.