

BUYING YOUR HOME



Sue Dickinson
REAL ESTATE TEAM
A Tradition of Excellence



Meet Sue Dickinson

Sue Dickinson brings energy, integrity, persistence, hard work, passion, and creativity into her real estate business. Having grown up on a dairy farm in Westphalia, staying on the job until it's not just finished, but finished well is how Sue approaches her work. Prior to starting her career in real estate, she worked her way up to Underwriter for a national insurance company. Attention to detail and common-sense problem-solving skills were developed and are still used today in her business. Licensed 30+ years, Sue has worked in many facets of the real estate industry. Her experience in sales and marketing teamed with her solution-oriented focus, benefit the clients she serves. When not working, you will find Sue spending time with her husband, Tim, and their three grown children and granddaughter. Areas of interest are fitness, golf, gardening and sewing. Sue is a member of St. James Catholic Parish in Mason and supports various church and community events. It's her family that fuels her desire to continue to grow and succeed. Success can only be enjoyed when earned by serving others and sharing it with those she loves.

five star*
REAL ESTATE LEADERS

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 & MAR 2023

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

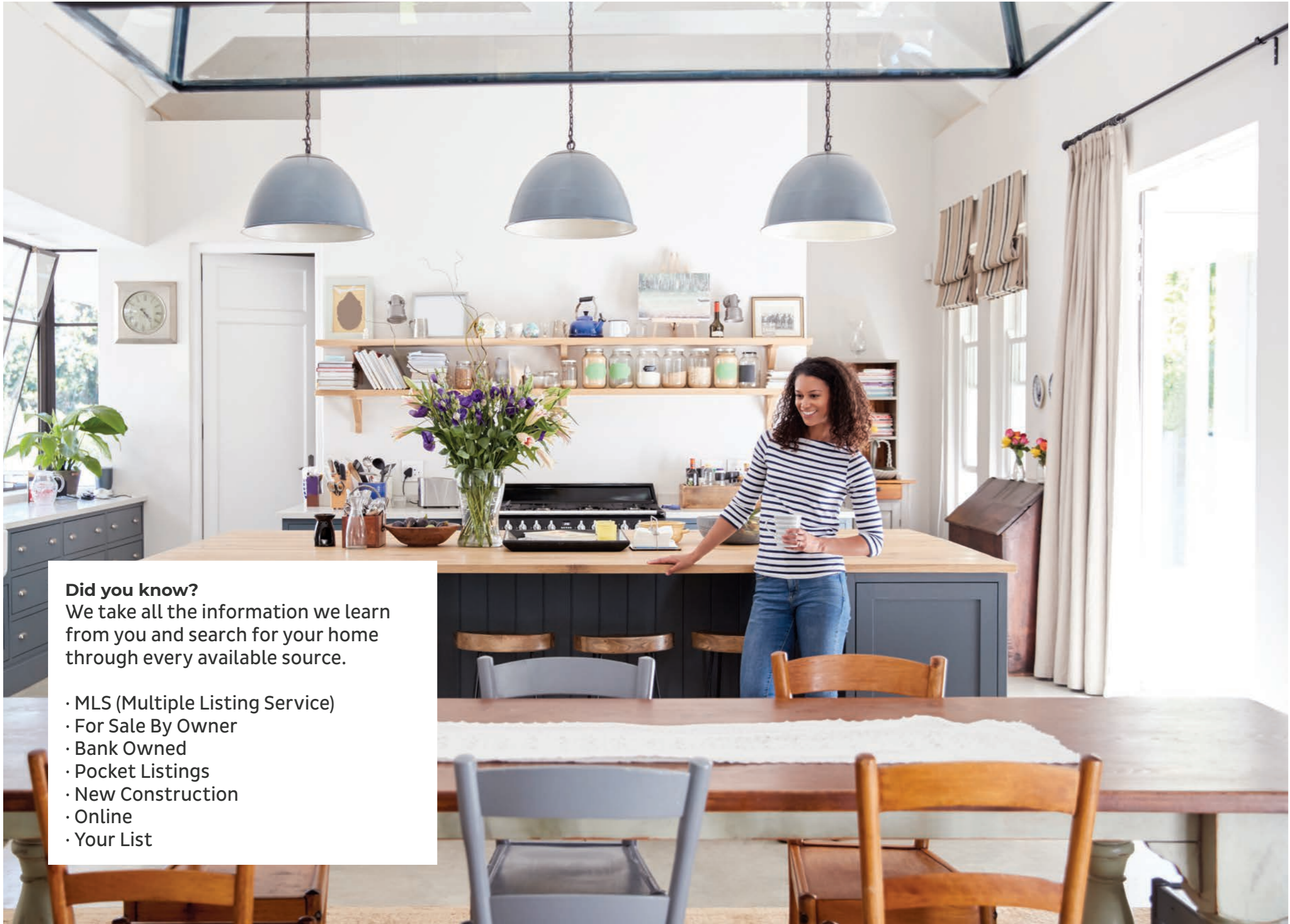
7 CLOSE AND MOVE INTO YOUR NEW HOME!

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.



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

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.

- 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



Did you know?
As the home buyer, your agent's commission is paid by the seller of the home in almost all circumstances. This means your representation costs you nothing!



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.**
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!

- Sue



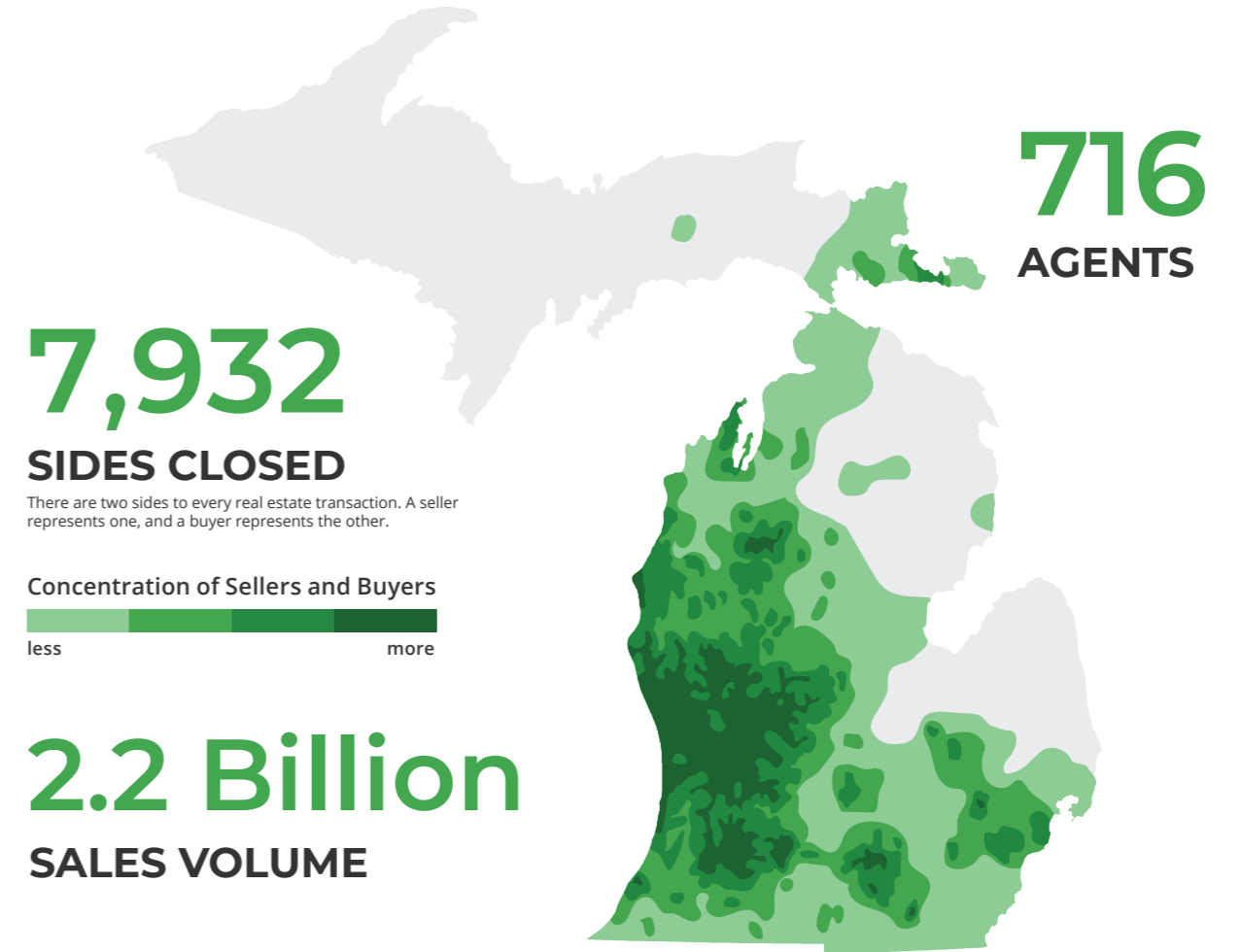
A Tradition of Excellence

five star*
REAL ESTATE LEADERS

2417 Showtime Drive
Lansing, MI 48912

517-243-1721
SueDickinsonRealtor.com

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