

## Working With Real Estate Agents

1. Seller Agents: Looking out for the seller's best interest.
2. Buyer Agents: Looking out for the buyer's best interest
3. Dual Agency: Must treat all parties equally.





## The Buying Process

1. Knowing What You Want
2. Understanding Financing
3. Finding What You Want
4. Making an Offer
5. Closing the Deal

**We're with you until you  
get the keys!**





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# What's on Your Wish List?

## Must Haves?

1. Number of Bedrooms / Bathrooms
2. Yard / Acreage
3. Newer / Upgraded
4. Basement / Garage / Acreage

## Deal Breakers:

1. Steep Slope?
2. Stairs?
3. Major Repairs?
4. Type of Utilities (**well water, septic, oil heating**, etc.)?





## 4 Types of Homes

1. **STICK BUILT:** Traditional homes built on the land on a foundation. Highest perceived value for resale purposes.
2. **MODULAR OFF-FRAME:** Valued as a stick-built home. They are built in a factory, delivered to the property, lifted off the steel frame carriers by a crane and placed on a property foundation.
3. **MODULAR ON-FRAME:** Valued as a mobile home. On-frame modular homes are built in a factory, delivered to the property but the steel beam chassis is not removed so it's closer to a mobile home.
4. **MOBILE HOMES:** Lower valued homes, also known as manufactured homes with a data plate tag on the outside.

## 3 Types of Sales

1. **CLEAR TITLE:** Price is set by seller. Depending on lender can close between 30-60 days.
2. **FORECLOSURE:** REO means "Real Estate Owned" by the bank. You can usually get a good deal. Depending on the Bank, can close between 30-90 days.
3. **SHORT SALE:** Usually not a deal, they are reduced to fair market value. Can take 90+ days to close.







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## Being Prepared Saves Time & Makes House Hunting More Meaningful!



**We Need a Pre-Qualification Letter  
or Proof of Funds**





Asheville Real Estate  
Connection.com



## Contact Your Lender for Updated Information

PROGRAM	Down	PMI	Qualifications	Credit	Misc. Notes
<b>Conventional</b>	3% - 20%	Goes away with 20% equity	Debt to Income 43%	620	DPA is a second w/o payments that gradually goes away after 15 years.
<b>FHA</b>	3.5%	Never goes away	No income limitations Debt to Income 43%	580	HUD Appraisal Required 60 days to close
<b>VA</b>	0%	No PMI	Must be a veteran Debt to Income 41%	620	VA Appraisal Required Must pass
<b>USDA</b> (bank guaranteed)	0%	No PMI	Income Limits Debt to Income 41%	640	No max sales price <a href="#">Only Rural areas</a> 60 days to close

[Down Payment Assistance May Be Available](#)



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Connection.com



## Our Preferred Lender

[The Kim Winters Team.com](http://TheKimWintersTeam.com)



**Kim Winters**

Founder | Mortgage Banker  
NMLS #643805

**Get a Hassle-Free Rate Quote or Apply Now**

Use one of our quick & easy tools to get started!

Get a FREE Rate Quote

Apply Online Now

**PLEASE SHOP  
YOUR SERVICE  
PROVIDERS AND  
COMPARE  
PRICING.**

**We are not allowed to  
tell you who to use, we  
can only recommend  
service providers.**



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***Check your  
inbox!***  
*(check your spam)*

Get the App

<https://mls-client.com/3F03C888>

onehome™

From Wanda Marie Lapointe



I've found 1 new or updated listing for you to review.

### Highlights



\$425,000

Residential

215 Goodview Drive

Hendersonville, North Carolina 28792

3 bd • 2 bth • 1,688 sqft

Green Mountain Vistas

MLS #4057864

▼ Price Decreased

[VIEW ALL PROPERTIES](#)



## Shopping Around

- **Open Houses & Model Homes:** When visiting open houses or model homes, don't sign in, simply let them know you are already working with a Realtor and you're just previewing the property.
- **For Sale Signs & For Sale By Owner Signs:** Get me the address and phone number off the sign so I can call and get information on your behalf. Call, email or text it to me
- **HomeSnap.com:** This is a great app for getting general information about homes and ESTIMATED price or value.





## When Going through Someone's Home

- 1. Leave it as you found it.**
2. Don't take or damage anything.
3. Don't smoke, eat or drink in someone's home.
- 4. Don't use the bathroom in someone's home.**







## Be Careful What You Do & Say

**Don't post photos or comments on social media.**

No strong emotions or conversations inside or near homes because **big brother may be watching** due to security cameras and/or intercom systems.

Wait until you have moved away from the house to discuss.



Cameras in Vents



**Reality Check!**

- 
- A young child with curly hair, wearing a yellow floral dress, standing with arms crossed and a grumpy expression.



# Remember the 85% Rule

## NO HOUSE IS PERFECT

If we found a home for you that is 85% perfect for you, would that be good enough?

Focus on what matters most.

**Even New-Builds are Not Perfect.**







# **I Found THE House – *What's Next?***





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## **Making An Offer**

**Under \$450,000**



**SELLER'S MARKET**

More Buyers - Fewer Houses

**Over 450,000**



**BUYER'S MARKET**

More Houses – Fewer Buyers





## 3 People Must Agree on Price

1. Seller
2. Buyer
3. Appraiser



**(In a bidding war, don't be afraid to offer full price)**



## Pay For Your Due Diligence Period

This is usually 30-40 days

Because **you can cancel the contract for any reason** during this time, most Sellers want to be paid a fee. **This is the price you pay for the privilege of taking their home off the market** to decide if you want to buy it.

During this time you are to:

1. Get your loan approved (if needed)
2. Have the property appraised
3. **Schedule and conduct home inspections**
4. Negotiate any major repairs needed



**With Foreclosures you only get 7-14 Days for Due Diligence Depending on the Bank**



## Making the Offer

1. Price to Offer (bottom line?)
2. Earnest Money Deposit
3. Due Diligence Fee
4. Home Warranty
5. Any Extras Wanted (appliances?)
6. Closing Date (mid-week is best)







# Inspections Are Out-of-Pocket Expenses

You Don't Get This Money Back

\$1500-\$2500



**DON'T FOCUS ON WHAT CAN BE CHANGED**  
*Like carpet, paint and cosmetic details*

_____	Appraisal (ordered by lender) \$500
_____	Basic Home Inspection \$600
_____	Pest Inspection \$125
_____	Radon Testing \$150
_____	Septic Inspection \$550
_____	Well Inspection \$350
_____	Well Water Testing \$250
_____	Survey Performed

**THESE ARE ESTIMATES**

Prices vary depending on size of the home

**Manufactured homes require foundation inspection**



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# Your Inspection Report

443 Madison Court, Toronto, ON

John Simpson

INSPECTION DATE:  
July 9, 2017

PREPARED BY:  
Alan Carson



Carson, Du  
120 Carlton  
Toronto, ON  
416-964-3411  
CarsonDunl  
inspecDunl



Setting the standard for  
home inspection since 1973

## ROOFING

**ROOFING**  
Arch. Magazine 98 (Chicago, Ill.) March 1, 2018

Fluoride No. 10004

www.elsevier.com/locate/jmb

to OPEN YOUR FLASHYOS IPhone/iPad. FlashyOS

1. Condition: + Look

2. Condition: • Link  
 (un)modified: Choice of water damage to contents, finishes and/or structure

*Longissimus thoracis* (L5)  
*L. cervicis* (L4)

Task Report

Time: immediate



1

**COMMENTS:**

3. **Condition:** • Roofs may leak at anytime. Leaks often appear at roof penetrations, flashings, changes in direction or changes in material. A roof leak should be addressed promptly to avoid damage to the structure, interior finishes and furnishings. A roof leak does not necessarily mean the roof has to be replaced. We recommend an annual inspection and cleanup to minimize the risk of leakage and to maximize the life of roofs.

### Descriptions

**General:** • The Description section provides a list of the components. This may be useful in answering questions from an insurance company about the house construction, for example.

Sloped roofing material: • [Asphalt shingles](#)

### Inspection Methods & Limitations

Roof inspection limited/prevented by: • Solar panels covering roof

Inspection performed: • fly walking on roof

Setting the standard for home inspection since 1979.

## STRUCTURE

443 Madison St, Chicago, IL March 1, 2018

Report No. 2018-4

where  $\mathbf{C}_{\text{eff}} = \mathbf{C} + \mathbf{C}^T \mathbf{C}^{-1} \mathbf{C}^T$  and  $\mathbf{C}^T$  is the transpose of  $\mathbf{C}$ .

### Observations & Recommendations

## FLOORS: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840,

8. Condition: [Monthes et Jours](#)

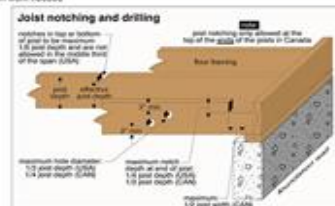
Previous repairs noted

Implication(s)

Location: West  
East: 1000

Task: Paper  
Time: Immediate

**Cost:** Depends on work needed



*Joints are notched and weakened*

Setting the standard for home inspection since 1979.



## Sellers Don't Have to Negotiate!



## 5 Major Repairs to Consider

1. **Roof** leaking
2. **Foundation** not stable
3. **Electrical** not safe
4. **Plumbing** not working
5. **HVAC** not working properly

### ***SELLERS DON'T PAY FOR UPGRADES***

#### Other Items May Include:

1. Pest Control
2. Radon Mitigation

**Seller may choose to** repair, pay to have repairs done, or offer credit so you can have repairs done after closing.





## Ready to Close the Deal?

1. Offer Accepted
2. Loan Approved
3. Inspections Complete
4. Repairs Understood

## During Your Due Diligence Period



## Purchase the House

## Cancel the Contract





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## From Contract to Closing

**Time is of the  
Essence**

1. **Attorney for Buyer Hired** to do a Title Search (paid at closing)
2. **Contract to Lender** (if getting a loan)
3. **Loan Documents Signed** (*GFE Received*)
4. **Appraisal Ordered** by Lender (paid for by Buyer)
5. **Inspections Scheduled**, paid by Buyer (*home, pest, septic, well, radon*)
6. **Repairs Negotiated** (*roof, foundation, plumbing, electrical & heating*)
7. **Attorney Hired by Seller** to prepare the deed and transfer title to Buyer
8. **Homeowner's Insurance** arranged by Buyer (*Flood Insurance is separate*)
9. **Loan Package to Buyer's Attorney** to prepare Settlement Document
10. **Final walk-through** of the property by Buyer and Agent
11. **Settlement Conference** held at the Attorney's Office
12. **Certified funds from Buyer to Attorney**; settlement documents signed; Deed is recorded; Buyer receives the keys. Sellers are paid.





## Final Walk-Through

**Final Walk-Through** the day of closing. This is not the time to further negotiate repairs, this is just to make sure the house is still standing prior to signing the loan documents.





# The Settlement Conference

In Person *or* Electronic Signatures

Plan to spend some time signing LOTS of paperwork if you have loan documents to sign.

1. Buyer brings the funds needed to close the deal.
2. Closing documents are reviewed and signed.
3. Attorney gets the deed recorded at the courthouse
4. Keys are given to the buyers.
5. Checks made to sellers and for agent commissions.





# The Cost of Buying in NC

## Out-of-Pocket Up-Front Costs

1. **Due Diligence Fee.** Can be \$2500 more or less, depending on property and the sellers. Paid by cash or check directly to sellers for taking their property off the market. **It is not refundable if you don't buy.**
2. **Inspections.** Can be as much as \$2500 more or less, depending on the property and types of inspections you select.

## Costs Paid at Closing

Your lender will guide you on estimated closing costs. Closing costs will include your **Attorney fees and Agency Fees.**



# Hire a Local Professional to Work With You and Get You To the Closing Table!

## North Carolina is a Buyer Beware State.

The law states that we  
(Realtors) must have a  
signed Buyer's Agreement  
before we are allowed to  
show you property.





## Buyer Agency Services

- Look out for **your Best Interest**
- Auto **email property alerts and Market updates**
- **Organize private showings** of select properties
- **Run comps** on what has sold and what's active, so you feel confident about making an offer.
- Research and provide a **full property report** prior to offer
- Guidance on **making an Offer and handling the paperwork**
- **Negotiate** and prepare counter-offers
- Assistance with setting up all the **Inspections**
- **Negotiate repair costs and concessions**
- Walking through the **Closing Process**



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## The Buyer Agency Agreement

Our fee is 3% of the Purchase Price Paid at Closing  
Our Agreement covers All of Western North Carolina

- North Carolina law says we are **not allowed to show you property** without a signed agreement.
- We are **not allowed to discriminate** at all.
- **Not allowed to give professional advice** beyond real estate
- **All Offers you make are confidential even with Dual Agency**

**Our job is to look out for your best interest and to help you find the best property that meets your criteria at the best price possible.**





Asheville Real Estate  
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Wanda Lapointe  
Co-Owner /Trainer  
Broker-in-Charge

# The Double Duty Girls Team With Over 20 Years Experience!



Jennifer Lanning  
Co-Owner/Broker  
Fearless Negotiator



Debbie Turner  
Showing Agent





## We Have Done It All!

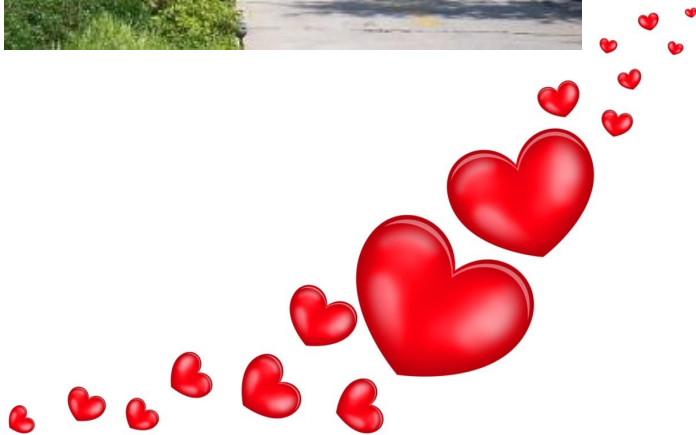


### PROPERTY TYPES:

1. Residential
2. Raw Land
3. New Construction
4. Commercial

### SPECIALTY PROPERTIES:

1. 55 & Over Communities
2. Intentional Communities
3. Elite Subdivisions
4. Farms & Horse Ranches



# When You Love Your Clients, They Love You Back!

*Posted on Trulia:*

*To Wanda Marie The Best Realtor Ever,  
Thank you! Thank you! My appreciation could never express all the gratitude I have for the generous and courteous attention shown to me. You stepped far beyond the bounds of just being a realtor. Your gracious attitude and patience was greatly valued. I would truly recommend anyone I know to you, because you are a diligent and faithful worker. Never ceasing to the job is done. There was so many times I thought I would not be able to buy the home, but yet you were there encouraging and treading on. "We will make this happen!" And you did. Thank you! Thank you!*

*~ A new homeowner, Rose Locklear*

*Posted to Zillow :  
Wanda was fantastic to work with throughout our home search/purchase process. She was well organized, efficient, knowledgeable and extremely responsive...as well as patient with our frequent questions. I feel fortunate to have found Wanda as a result of an internet search, and would definitely choose to work with her again. I have already recommended her to several friends.  
~ David Siress & Jean Sibblers*

*Personal Note:  
Wanda Marie,  
Mark is in heaven. We so appreciate everything you have done to get us into our dream home. Your patience and kindness will always be remembered. We hope you will keep in touch and we will do the same. Thanks again!  
~ The Hegbergs*

*Posted to Facebook:*

*Wanda made my dreams come true. As a first time home buyer I honestly wasn't sure what to do, but Wanda as a first time home buyer specialist eased my mind completely and helped me find the home of my dreams, which didn't take long. I was first going towards a mobile home but Wanda guided me into the direction of a better idea. She is very knowledgeable and professional and helped me find exactly what I was looking for. And, for any of my friends or anyone seeing this post, I would guide them directly to her because she is amazing and also somebody I am proud to call my friend. Thank You Wanda for your love and support and helping me with my future.*

*~ Jessica Jarvis*





# Buyer Agency Agreement



# Are We a Good Fit?



## Your Job as Buyer

1. **GET READY:** Get your finances in order.  
Speak with a Lender if you need a loan.
2. **GET SET:** Be proactive. **Shop online daily** and make a list of potential properties (mark your favorites). [Let us deal with FSBOs for you.](#)
3. **GO:** When you're ready - **schedule time for us to go out together once a week** to preview properties you've marked. And, don't be afraid to make an offer. [If we're in a Seller's Market, you'll have to be prepared to act quickly to get what you want.](#)





Asheville Real Estate  
Connection.com



## I'm Your Broker-in-Charge

### Best Times to Reach Me:

Monday - Saturday 11:00am to 7:00pm

*(Wednesdays I'm Usually Training/Coaching until noon)*

### Best Ways to Reach Me:

Phone or Text: (828) 768-1291

WandaLapointe@gmail.com

[www.AshevilleRealEstateConnection.com](http://www.AshevilleRealEstateConnection.com)



**Wanda Marie Lapointe**

Legacy Lifestyles LLC  
Owner/Broker/Trainer  
Broker-in-Charge

**Always Here for You, and  
Never Too Busy For Your Referrals**