

FROM **DREAM** TO **KEYS**

home
BUYER GUIDE



R **ROTHROCK**
REAL ESTATE

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exp[®]
REALTY



WHY YOU NEED A BUYER'S AGENT

Navigating a competitive market requires a skilled professional who can advocate fiercely for your interests. Here's why I'm your secret weapon for a successful home buying journey.



•NEEDS AND WANTS EXPLORATION:

We'll discuss your lifestyle needs and preferences to narrow your search and find the perfect home.

•MARKET ANALYSIS, STRATEGIC SEARCH AND WINNING OFFERS:

Using my knowledge of the market, I'll identify properties that match your criteria and budget.

•NEGOTIATION POWERHOUSE:

As a skilled negotiator with local trend knowledge, I'll:

- Craft strategic, compelling offers.
- Navigate multiple bids with favorable tactics.
- Protect your interests with necessary contingencies.

•DISCLOSURES EXPLAINED:

I'll simplify complex legal language in disclosures for you.



WHY YOU NEED A BUYER'S AGENT



•INSPECTION REPORTS:

I'll clarify technical inspection reports and use them for negotiating repairs or price adjustments.

•MARKET INSIGHTS AND TRENDS:

Stay informed about local market trends for data-driven decisions.

•PAPERWORK MANAGEMENT:

I'll handle all necessary documents.

•COMMUNICATION AND COORDINATION:

I'll manage all communication with sellers' agents, inspectors, and other parties, keeping you informed.

•PROBLEM-SOLVING AND ANTICIPATION:

My experience allows me to foresee potential hurdles and develop solutions.

•CLOSING COORDINATION:

I'll guide you through the closing process, ensuring you understand all documentation.

•POST-CLOSING SUPPORT:

I'm here to assist and answer questions related to your new home even after closing. With my expertise and dedication, you can confidently navigate the market, secure your home at the best price.

Looking for the Right Real Estate Expert?

REALTOR

Scott is a seasoned real estate professional with 14 years of experience helping clients successfully buy and sell property. He joined Keller Williams Realty in 2016, bringing with him a strong business background and proven success in construction equipment sales and operations management, where he quickly rose to a top-performing leadership role. Driven by a passion for service and results, Scott began his real estate career as the lead listing agent for a top-producing team in Albuquerque, New Mexico. In February 2017, he returned to his hometown of Coeur d'Alene, Idaho, where he joined the RMG Real Estate Network and continued to build his reputation for professionalism, market expertise, and client advocacy. In 2020, Scott advanced into leadership as team Leader for both the Coeur d'Alene and Spokane RMG offices, mentoring agents and helping grow the organization's presence in the region. In 2024, he transitioned to eXp Realty, where he serves as both a buyer and listing specialist.

Scott is known for leveraging his industry knowledge, strategic marketing approach, and strong negotiation skills to protect his clients' interests and consistently exceed expectations. His commitment to excellence, clear communication, and results-driven service has made him a trusted resource for buyers, sellers, and investors throughout North Idaho and Eastern Washington.





BUYERS AGENT *compensation*

A buyer's agent is your dedicated advocate during the home buying process. They offer expert advice, market knowledge, negotiation skills, and handle all the paperwork. By using their services, you can save time, money, and reduce stress, making them a valuable asset in your home buying journey.

HOW ARE BUYERS AGENTS *compensated?*

•**OPTION 1:** SELLER IS OFFERING COMPENSATION TO BUYER'S AGENT

Historically and commonly, the seller pays your buyer's agent a commission, which covers the buyer's agent services. You won't usually owe additional fees beyond standard closing costs and admin fees.

•**OPTION 2:** SELLER IS OFFERING SOME COMPENSATION BUT NOT ALL

Sometimes, sellers offer a lower commission than standard. In these cases:

- YOUR AGENT NEGOTIATES WITH THE LISTING AGENT TO SECURE THE FULL COMMISSION**
- BUYER AGREES TO INCREASE THE OFFER PRICE TO COVER BUYER AGENT COMMISSION GAP**
- BUYER AGREES TO PAY THEIR AGENT DIRECTLY AT CLOSING TO COVER THE DIFFERENCE.**

•**OPTION 3:** SELLER IS **NOT** OFFERING ANY COMMISSION TO BUYER'S AGENTS

In rare instances, a seller may choose not to offer a commission to a buyer's agent. When this occurs, your agent's compensation structure may change.

- YOUR AGENT NEGOTIATES WITH THE LISTING AGENT TO SECURE THE FULL COMMISSION**
- BUYER AGREES TO INCREASE THE OFFER PRICE TO COVER BUYER AGENT COMMISSION GAP**
- BUYER AGREES TO PAY THEIR AGENT DIRECTLY AT CLOSING TO COVER.**

IT'S IMPORTANT TO DISCUSS POTENTIAL COMPENSATION ARRANGEMENTS WITH YOUR AGENT UPFRONT TO UNDERSTAND HOW THEY'LL BE PAID IN SUCH SITUATIONS.

the HOME BUYER

ROADMAP

1

CONSULT & BUYER AGREEMENT

Discuss your needs and sign a contract

2

LENDER & PRE-APPROVAL

Meet with lender and get pre-approved for a loan

3

BEGIN YOUR HOME SEARCH

Start looking for homes within your specifications

6

ESCROW

Open Escrow

5

WRITE AN OFFER

Make an offer on a home

4

HOME SHOWINGS

Tour potential properties

7

INSPECTIONS & NEGOTIATE

Conduct inspections and negotiate terms

8

APPRAISAL & INSURANCE

Get a home appraisal and secure insurance

9

CLEAR TO CLOSE & FINAL WALK THROUGH

Ensure everything is in order and do a final inspection

10

CLOSING & HOMEOWNERSHIP

Sign papers, complete the purchase, and receive your keys

our signature HOME BUYING PROCESS



1

STEP ONE CONSULT & BUYER AGREEMENT

We'll start with a consultation to discuss your home-buying goals, budget, and preferred location. After that, we'll create a Buyer Agreement that covers our partnership, your needs, and my compensation. This agreement guarantees my commitment to prioritizing your needs and offering clear, supportive guidance throughout the process.

2

STEP TWO LENDER & PRE-APPROVAL

After we set up your home-buying plan, I'll connect you with reliable lenders for pre-approval or make contact with your lender. This will clarify your budget and strengthen your negotiating position. Pre-approval signals to sellers that you're financially prepared, making the process smoother and more confident for you.

3

STEP THREE BEGIN YOUR HOME SEARCH

With your pre-approval ready, we'll start a customized home search. I'll leverage my local knowledge to find properties that match your preferences and budget, while keeping you informed about market trends and neighborhoods. This way, you'll feel confident and supported throughout the process.

4

STEP FOUR HOME SHOWINGS

Once we've narrowed down your choices, I'll schedule showings for you to visit each property. We'll review the condition, layout, and features together.

5

**STEP FIVE
WRITE AN OFFER**

When you find a home you love, I'll help you make a strong offer. We'll assess the property's value, your budget, and key negotiation points. I'll work with you to craft an offer that maximizes your chances of success and aligns with your goals.

6

**STEP SIX
ESCROW & LOAN APPLICATION**

Once your offer is accepted, I'll coordinate the opening of the escrow account and keep things on track. I'll also help with the loan application, ensuring all documents are submitted. My aim is to make the process smooth and as stress-free as possible.

7

**STEP 7
INSPECTIONS & NEGOTIATIONS**

Once escrow is open, we'll schedule inspections to check the property's condition. If any issues arise, I'll negotiate with the seller for repairs or resolutions. I'll ensure your interests are fully represented throughout this process.

8

**STEP 8
APPRAISAL & INSURANCE**

A professional appraiser will evaluate the property to ensure its value matches the loan amount. I'll also help you secure homeowner's insurance to protect your investment.

9

**STEP 9
CLEAR TO CLOSE & FINAL WALK-THROUGH**

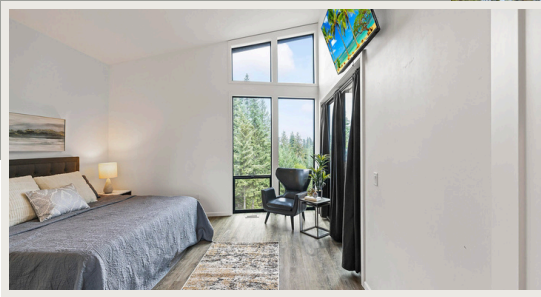
We'll coordinate with the lender and title company to make sure all documents are complete and there are no issues before closing. I'll also arrange a final walk-through to confirm that the seller has met any agreed-upon repairs or conditions.

10

**STEP 10
CLOSING & HOMEOWNERSHIP**

Congratulations! At closing, you'll sign the final documents, pay any remaining costs, and plan on receiving the keys to your new home. This is the exciting moment you officially become a homeowner.





2

LENDER & PRE-APPROVAL

FINANCING

PREPARING FOR YOUR HOME LOAN

Before you officially begin your home search, I always recommend to begin with talking to a lender and getting pre-approved. A lender will be able to answer all of your questions regarding finances and give you a clear understanding of the exact price range you will be pre-approved for and an estimate of the expenses to expect.

UNDERSTANDING PRE-APPROVAL

WHAT IS PRE-APPROVAL?

A pre-approval letter from a lender indicates your estimated borrowing capacity. It strengthens your negotiating position when making offers.

FACTORS LENDERS CONSIDER:

- Credit score
- Income
- Debt-to-income ratio
- Employment history
- Assets

BEFORE YOU GET PRE-APPROVED

IMPROVE YOUR CREDIT SCORE:

- Check your credit report for errors
- Pay bills on time and avoid excessive debt
- Limit new credit inquiries
- Consider paying down high-interest debt

SAVE FOR A DOWN PAYMENT:

- Set a realistic savings goal
- Consider utilizing down payment assistance programs if available
- Explore options like FHA loans with lower down payment requirements



BEGIN YOUR HOME SEARCH

find your
DREAM HOME



START TOURING HOMES
IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take notes to help you remember each home. Once we have found THE house for you, we will present an appropriate offer based on recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.



your HOME PREFERENCES

Understanding your preferences is crucial. It helps us focus on properties that align with your needs and tailor our approach for a more efficient and successful home-buying process.

What factors will influence your home buying decision?

- Neighborhood:
- Schools:
- Size:
- Location:

needs

wants

Best days and times for showings?

Are you looking for specific amenities or features in the neighborhood?

Do you want a move-in-ready home or are you open to doing renovations?

Do you have any specific style or design preferences for your new home?

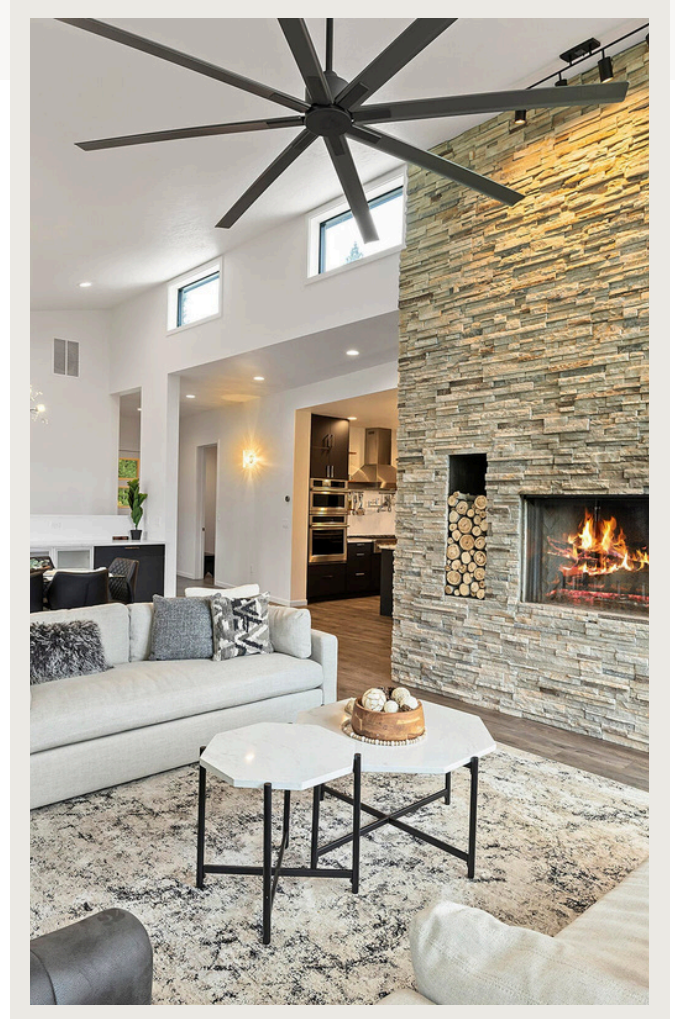


MAKING AN OFFER

Crafting A WINNING OFFER

STRATEGIES TO A WINNING OFFER

- OFFER A COMPETITIVE PRICE
- PAY IN CASH
- LIMIT CONTINGENCIES
- INCREASE YOUR EARNEST MONEY DEPOSIT
- OFFER A FLEXIBLE CLOSING DATE
- REMOVE NON-ESSENTIAL REQUESTS
- BE READY TO ACT FAST



AFTER YOU SUBMIT AN OFFER

THE SELLER COULD...

1

- ACCEPT THE OFFER 🤝
- DECLINE THE OFFER 🙅
- COUNTER THE OFFER

WE CAN THEN...

2

- ACCEPT THE OFFER 🤝
- DECLINE THE OFFER 🙅
- COUNTER THE OFFER

3

YOU CAN NEGOTIATE UNTIL YOU REACH AN AGREEMENT OR SOMEONE DECIDES TO WALK AWAY



ESCROW & LOAN APPLICATION

navigating **ESCROW**

- ① **Offer Acceptance:** Once your offer is accepted, you move into escrow.
- ② **Escrow Process:** A neutral third party keeps the funds until all sale conditions are met.
- ③ **Loan Underwriting:** The lender reviews your finances and the property's value.
- ④ **Final Approval:** Once verified, the lender gives final approval for closing.



INSPECTIONS & NEGOTIATE

key **HOME INSPECTIONS**

Inspections are an essential part of buying a home. A professional inspector checks the property for issues like structural damage, plumbing, or electrical problems. This helps you understand the property's condition and negotiate any necessary repairs or price changes with the seller, ensuring you make an informed decision before buying.



TYPES OF INSPECTIONS

- General Home Inspection
- Pest Inspection
- Radon Inspection
- Mold Inspection
- Sewer and Septic Inspection
- Lead-Based Paint Inspection
- Asbestos Inspection
- HVAC Inspection
- Roof Inspection
- and others

**A TYPICAL INSPECTION PERIOD IS
BETWEEN 5-10 DAYS**



INSPECTIONS & NEGOTIATE

APPRAISAL AND INSURANCE



PROPERTY TITLE SEARCH

A property title search is the process of examining public records to determine the legal ownership and any outstanding liens or encumbrances on a property. It is performed during the home-buying process to ensure clear ownership and address any issues before the sale. It is typically done by a title company or real estate attorney.

HOME OWNERS INSURANCE

You'll need insurance for the new home before closing. This will protect against things like fire, storms, and flooding. Homeowner's insurance is important because it provides financial protection against losses or damage to your property, liability coverage, is often required by mortgage lenders, and provides peace of mind.



CLEAR TO CLOSE & FINAL WALK THROUGH



CLEAR TO CLOSE *and* FINAL WALK THROUGH

AS YOU APPROACH THE CLOSING OF YOUR HOME PURCHASE,
THERE ARE A FEW FINAL STEPS TO COMPLETE.

1

FINAL LOAN APPROVAL

First, you need to ensure that all financial documents and conditions are met for the "clear to close" from your lender. This means your mortgage has been fully approved, and you're ready to sign the final paperwork.

|

2

FINAL WALK THROUGH

Next, you'll conduct a final walk-through of the property. This typically happens a day or two before closing and allows you to confirm that any agreed-upon repairs have been completed and the home is in the expected condition.

Take your time during this walk-through to ensure everything is in order. Once satisfied, you'll proceed to closing, where you'll sign the necessary documents and officially become the owner of your new home.

SCHEDULING

your move

AFTER SIGNING	<ul style="list-style-type: none">•Finalize Home Mortgage•Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition•Get copies of medical records and store them with your other important documents•Create an inventory of anything valuable that you plan to move•Get estimates from moving companies
3 WEEKS TO MOVE	<ul style="list-style-type: none">•Give 30 days notice if you are currently renting•Schedule movers/moving truck•Buy/find packing materials•START PACKING
2 WEEKS TO MOVE	<ul style="list-style-type: none">•Secure Home Warranty•Get quotes for home insurance•Schedule time for closing•Contact utility companies (water, electric, cable)•Change address: mailing, subscriptions, etc.•Minimize grocery shopping•Keep on packing
1 WEEKS TO MOVE	<ul style="list-style-type: none">•Obtain certified checks for closing•Schedule and attend a final walkthrough•Finish packing•Clean•Pack essentials for a few nights in new home•Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number



Closing Day: **A GUIDE TO THE FINAL STEP**

As you prepare for closing day, here's a quick guide to the final steps. Follow this checklist to ensure a smooth transition into your new home and get ready to receive your keys!

CLOSING DISCLOSURE:

Receive at least three days before closing. Compare with your Loan Estimate

GATHER DOCUMENTS:

- ID
- Insurance
- Bank Statements
- Other Paperwork

HOMEOWNERS INSURANCE:

Obtain a policy and provide proof to your lender

STAY IN CONTACT:

Keep in touch with your agent, lender, and closing agent.

ANTICIPATE COSTS:

Be prepared for additional expenses like taxes, HOA fees.

FINAL WALK-THROUGH:

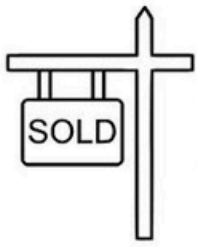
Inspect the property with your agent before closing.

CERTIFIED FUNDS:

Confirm the amount needed and arrange for a certified check or wire transfer.

CLOSING DAY:

Review documents, ask questions, sign to finalize the purchase, and receive your keys.



SEE A SIGN

We can show you properties listed by any broker in the area. We can also assist you in “For Sale by Owner” transactions!

READ ABOUT A HOUSE ONLINE OR IN THE PAPER



Just text or email us, circle the ads and drop off the paper by our office and we’ll find out the details.



HEAR ABOUT A PROPERTY FOR SALE

Give us a call and we’ll search out the details for you!

WANT TO VISIT AN OPEN HOUSE

We would love to accompany you to tour a new home; or we have guest passes. Just give us a call!



WANT TO TOUR A NEW CONSTRUCTION PROJECT

By letting us help you with builders, you get all our services, as well as those offered by the builder...without paying more. The builder is paying for you to have representation: the project agent is there to protect the builder’s interest only.

OPEN 24 HOURS FOR YOUR HOME SEARCH



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