

# Home Buyer GUIDE

by Tracy & Trini DeMarco



Boise Premier  
REAL ESTATE'S



# The DeMarcos

# DeMarco Real Estate Group

*As you embark on your real estate journey, it's important to know who you're partnering with. At DeMarco Real Estate Group, we believe that understanding our background, mission, and objectives is key to building a strong, trusting relationship with our clients.*

## *Our history*

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*Founded in the dynamic heart of in the early 2000s, DeMarco Real Estate Group emerged from a simple yet profound idea: to revolutionize the real estate experience for buyers and sellers alike.*

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## *Our mission*

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*At DeMarco Real Estate Group, our mission is to empower and guide individuals and families in their real estate endeavors with unmatched professionalism, ethics and care.*

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## *The goals*

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*At DeMarco Real Estate Group, our primary goal is to redefine the essence of exceptional real estate service. We are committed to ensuring every client's satisfaction by offering personalized, informed guidance throughout their real estate journey.*

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# Transparency & Commitment to You

At DeMarco Real Estate Group, we believe in complete transparency and open communication throughout the home buying process. Our goal is to provide you with all the information you need to make informed decisions and to ensure you feel confident and supported every step of the way.

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**01**

## **BUYER'S AGENT COMMITMENT**

We represent your best interests and are dedicated to helping you find and purchase your ideal home.

**02**

## **PROFESSIONAL GUIDANCE**

We offer expert advice, market insights, and negotiation skills to ensure you get the best possible outcome.

**03**

## **NO HIDDEN FEES**

We clearly outline our compensation structure upfront, so you know exactly how we get paid.

**04**

## **COMPENSATION SCENARIOS**

We explain all potential compensation scenarios, ensuring you understand how each situation might affect you.

**05**

## **CLEAR COMMISSION STRUCTURE**

Our commission structure is transparent and straightforward, with no hidden fees. We will discuss all potential costs with you upfront.

**06**

## **ETHICAL STANDARDS**

We adhere to the highest ethical standards as set by the National Association of Realtors (NAR).



# TRANSPARENT COMPENSATION

## HOW YOUR AGENT IS COMPENSATED?

At DeMarco Real Estate Group, we believe in complete transparency regarding our compensation. It's important that you understand how we are compensated for the services we provide and that there are no hidden fees involved.

## HOW WE GET PAID?

**Commission-Based Compensation:** As your buyer's agent, we typically earn a commission based on the sale price of the home you purchase. This commission is generally paid by the seller at closing.

**No Extra Costs to You:** In most transactions, our commission is included in the sale price of the home, so you don't have to pay us directly out of pocket.

**Negotiation and Representation:** Our goal is to negotiate the best possible price and terms for you, ensuring that the value we bring exceeds the cost of our commission.

## ENSURING TRANSPARENCY

**Upfront Disclosure:** We provide a clear and detailed explanation of our compensation structure from the beginning. You'll know exactly how we are paid before we start working together.

**No Hidden Fees:** We are committed to transparency, and there are no hidden fees or unexpected charges. All potential costs are disclosed upfront, ensuring you have a complete understanding of your financial commitments.



# COMPENSATION SCENARIOS

It's essential to understand the various compensation scenarios that might arise during your home purchase and how they could affect you:

## SELLER OFFERING FULL COMPENSATION

**Standard Practice:** In the majority of real estate transactions, the seller offers to pay the full commission for both the listing agent and the buyer's agent.

**Impact on You:** There are no additional costs to you as the buyer. The commission is typically built into the sale price of the home.

## SELLER OFFERING PARTIAL COMPENSATION

**Scenario:** In some cases, the seller may offer less than the standard commission to the buyer's agent.

## HOW WE HANDLE IT?

**Negotiation:** We will negotiate with the listing agent to try to secure the full commission.

**Adjustment in Purchase Price:** You may choose to increase your offer price slightly to cover the difference, ensuring that our services are fully compensated.

**Direct Payment:** Alternatively, you might agree to pay the difference directly at closing to cover our commission.

**Impact on You:** Depending on the approach, there could be a minor adjustment in the overall cost. We will discuss all options with you to ensure you make an informed decision.



*Let's Find*

**YOUR DREAM**

**HOME**



# Home Buyer's Road Map



## **MAKE SURE YOU ARE READY**

Make sure you are ready emotionally  
Review Income and expense status over the last few years  
Decide is it a good time for buying a house



## **GET YOUR FINANCE IN ORDER**

Check your debts and income  
Calculate how much house you can afford on your own  
Don't forget to take homeowners association (HOA) fees



## **SAVE FOR A DOWN PAYMENT**

Be ready for down payment  
(generally 3%-20% down payment)  
Don't forget closing, moving and other costs



## **FINDING THE RIGHT MORTGAGE FOR YOU**

You and your lender will decide what the best type of  
loan is for you  
The majority of mortgages in the U.S. are FHA, VA and  
Conventional loans



## **PRE-APPROVED FOR MORTGAGE**

Search and choose right lender for you  
Compare mortgage origination fees  
Get different loan estimates



*Tracy & Trini  
DeMarco*

**Your Trusted Realtors**



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# Home Buyer's Road Map



## **FIND A REAL ESTATE AGENT**

The realtor is your representative in the home buying process.

Research real estate agents in your area

Explore online reviews about agent

Make sure agent knows the market



## **CREATE A WISH LIST**

What's your ideal location?

Number of bedrooms and bathrooms, square footage

Outdoor space, preferred location, type of home



## **BEGIN HOUSE HUNTING**

Consider your expectations and criteria

Think long term, your goals, kids goals etc.

Ask any questions you have about hunting and expectations



## **OPEN HOUSE**

If you have any pressing questions about the property ask them

Ask why the homeowner is selling the home

What are the average utility and maintenance costs during the summer and winter?



## **MAKE AN OFFER**

Make sure the home is right for you!

Your trusted real estate agent's will prepare and submit a Purchase and Sale Agreement with your terms, on your behalf.

Then we will guide you through negotiations and help you manage the process effectively.

# Home Buyer's

## Road Map



### **HOME INSPECTION**

Choose the home inspector and pay for the home inspection  
Go over each item line by line and look for major issues  
If there are big and expensive problems at home, consider the offer

### **HOME APPRAISAL**

The buyer pays for the appraisal  
Appeal if you think the appraiser made a mistake  
Don't stress if it's worse than you expected

### **NEGOTIATE REPAIRS**

Negotiate repairs, if repairs are expensive ask for a discount  
Identify repairs that need to be made before closing day  
If you can't agree with the seller, review your offer

### **FINAL WALKTHROUGH**

Check your repair areas  
Check home systems before closing day  
Make sure nothing is left of the former residents of the house

### **CLOSING DAY**

Buyer's final walkthrough again!  
Signing final documents  
Prep for closing  
Make the sale official

# Real Estate

terms

## Appraisal

An evaluation of a property's value conducted by a licensed appraiser, typically commissioned for the benefit of the lender to ensure the property's market value meets or exceeds the loan amount.

## Broker

An individual who has completed additional education beyond the agent level as mandated by state laws and has passed a broker's licensing examination.

## Buyer's Agent

A real estate agent who represents the interests of the buyer in a real estate transaction.

## Closing

The final step in completing a real estate transaction. The closing date, set during the negotiation phase, occurs several weeks after the offer is formally accepted.

## Closing Costs

Fees incurred at the closing of a real estate transaction. At the closing, the title to the property is officially transferred to the buyer.

## Commission

The fee paid to real estate professionals for their services, usually calculated as a percentage of the property's selling price.

## Comparative Market Analysis

A report comparing sales of similar homes in the area to help establish a reasonable asking price for a property.

## Contingency

A provision in a real estate contract that must be met for the contract to become legally binding.

## Counteroffer

A new offer made in response to a previous offer, containing modified terms based on negotiations.

## Deed

A legal document that represents proof of ownership and grants the holder specific rights to real estate property.



Tracy & Prini

Your Realtors



+208-982-9762 or 602-418-7014



[www.demarcorealstategroup.id](http://www.demarcorealstategroup.id)

# Real Estate

## terms

### *Disclosure*

A statement by a seller or a broker regarding the property's known defects.

### *EMD*

A deposit made by the buyer towards the down payment as a sign of good faith when the purchase agreement is signed.

### *Equity*

The portion of the home's value that the homeowner "owns" outright. It is calculated as the current market value of the home minus the outstanding mortgage balance.

### *Escrow*

A third-party service, often required in the home-selling process, that holds and disburses funds to facilitate the closing of a home.

### *Fair Market Value*

The estimated price at which a property would likely sell in a transaction where both buyer and seller are knowledgeable and willing parties.

### *Home Inspection*

An examination of a property's condition, typically conducted by a professional home inspector.

### *Home Warranty:*

A policy that covers the cost of repairing or maintaining household systems or appliances.

### *Listing*

A property that is on the market for sale. The term "listing" also refers to the agreement between the home seller and the real estate agent tasked with marketing the property.

### *Listing Agent*

The real estate agent representing the seller.

### *Mortgage*

A loan used to finance the purchase of a home, with the property itself serving as collateral for the loan.

### *For Sale By Owner (FSBO)*

A property that is being sold directly by the owner without the representation of a real estate agent.



*Tracy & Prini*

**Your Realtors**

# Searching for the *Right property*



## Determine Your Must-Haves and Deal-Breakers

***Before you start looking at houses, make a list of your non-negotiable features. These could range from factors such as the number of bedrooms and bathrooms to the type of neighborhood, or even proximity to specific amenities like schools or public transportation.***

## Research Neighborhoods

***Consider factors such as school district quality, crime rates, and the availability of local amenities. The commute to work or accessibility to family and friends should also play a significant role in your decision. Try visiting the neighborhood at various times of the day and different days of the week to get a genuine feel for the community.***

## Utilize Online Tools

***Take advantage of the numerous online platforms that offer listings and virtual tours. These resources can help you save time by filtering out properties that don't match your criteria. This allows you to focus on scheduling in-person viewings only for homes that meet your requirements.***

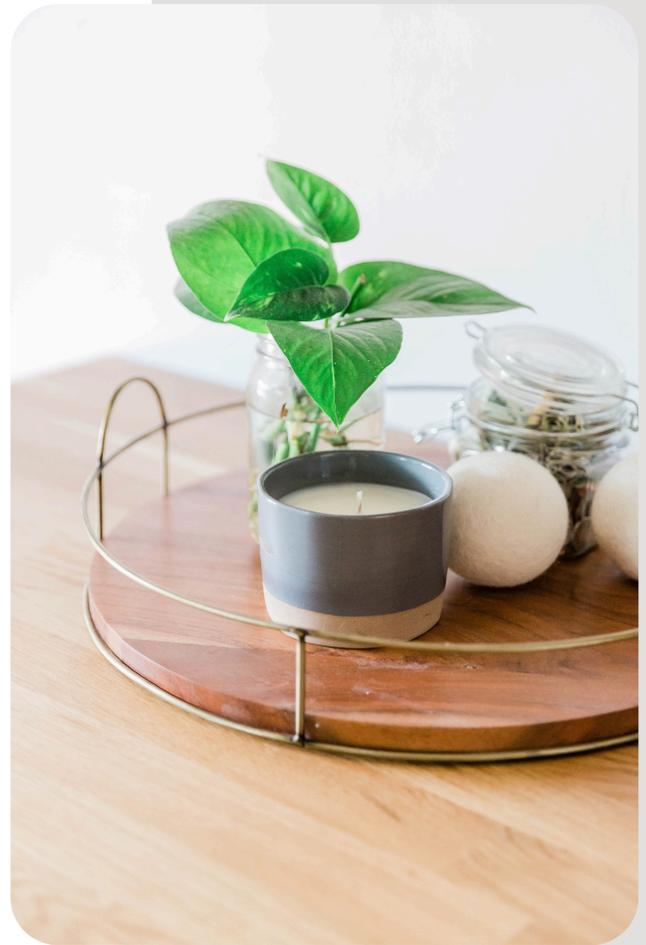
# Navigating the Art of the Deal

## BE COMPETITIVE, BUT REALISTIC:

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**In a seller's market, low-ball offers might be immediately dismissed. While everyone appreciates a great deal, it's crucial to ensure your offer is competitive, considering the current market dynamics.**

**Seek Guidance from Your Real Estate Agent:** Leverage your agent's expertise. With their keen understanding of market trends, they can provide essential advice on crafting an effective offer.



## CONSIDER INCREMENTAL NEGOTIATIONS:

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It's uncommon for a seller to accept an initial offer outright, so brace yourself for some negotiation. Determine your strategy for counteroffers beforehand and decide at what point you're ready to walk away.

As a prospective homeowner, your offer is a significant initial step in securing your claim to a property. A well-researched, thoughtful, and respectful offer sets the stage for a smoother negotiation. It's not solely about the numbers; it's the strategy that counts.



# The Closing Process: What to Expect?

*After months of searching, negotiating, and waiting, you're finally at the finish line: the closing process. It's the last hurdle before the keys to your dream home are in your hands. But what does this final stage entail? Let's demystify the closing process for you, step by step.*



## **What is 'Closing'?**

*Closing, sometimes referred to as "settlement," marks the formal conclusion of the real estate transaction. This is when property ownership is transferred from the seller to the buyer, and both parties fulfill the terms of their contract.*

## **What Happens on Closing Day?**

*A lot! Here's a simplified breakdown:*

- **Final Walkthrough:** *This is your last chance to inspect the property and ensure any agreed-upon repairs have been made and that the property's condition hasn't changed.*
- **Sign Documents:** *Expect a sea of paperwork. You'll need to sign loan documents, the deed, and multiple disclosures. An attorney or a representative from the title company will be present to guide you.*

# Testimonials



Tracy & Trini made the buying process so quick and easy for us. We were coming from the Seattle area so we were limited on time to look at houses. In a matter of two viewing appointments, she found us the perfect home! We were done and closed within 2 weeks!!

**AL & LYNN STAR, ID**

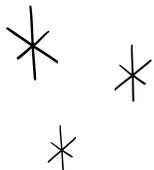
We met Tracy at an open house. We knew as soon as we met her that she was going to be the perfect agent for us. She really knew the market and had a good plan in place. Our home sold the day Tracy put it on the market and we had 6 offers on it, with the final purchase price well above our asking price! Then Tracy helped us find a brand new amazing home in just the right neighborhood.

**GREG & KRISTEN BOISE, ID**



When I came to Tracy, it was the first time I bought a home. I wasn't sure what to expect. She immediately invited us to her office and explained what to expect and made it not seem so complicated. Within a week, we found a great home and in less than a month we were moving in!

**JS & GW MERIDIAN, ID**



Give us a call...

*Tracy & Trini DeMarco*

YOUR TRUSTED AGENTS



*DeMarco Real Estate Group*

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