

Terry Naber's Guide To

BUYING A HOME



2021
EDITION



RE/MAX properties, inc.

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Expertise And Information About Terry Naber

A Proven Professional

One of Colorado Springs premier agents with 28+ years of experience, Terry Naber has become a top “go-to” agent for buyers, sellers, and even other agents. She is completely dedicated to dedicating to delivering results while selling homes for top dollar and negotiating solid home purchases, all the while tenaciously protecting her clients’ interests.

Her **“No Risk, No Worry” 5-star guarantee** goes unmatched by most real estate agents. Other hallmarks of Terry’s service are her caring heart, uncompromising integrity, savvy negotiation skills, and cutting edge marketing strategies. Exceptionally well-respected among her peers for her unparalleled professional track record, high ethical standards, as well as being honest, hardworking business owner and family woman, she does absolutely everything in her power to ensure client’s success. Her high percentage of personal referral and repeat business attest to her exceeding her clients’ expectations. She has also carefully selected her support staff from the very best in their fields of expertise to offer seamless assistance. To clients for every aspect of their home purchase or sale. Please call Terry anytime without obligation. She is ready to go to work for you today!

Experience And Recognition

- Terry holds a “Managing Broker” license, the highest level real estate license in Colorado.
- RE/MAX Lifetime Achievement award for sales surpassing \$100 million
- Terry has won awards every year she has been in business
- QSC Platinum award for 100% client satisfaction
- RE/MAX Hall of Honor and Hall of Fame awards.
- RE/MAX International Platinum Awards
- Consistently in the top 7% in the nation for commissions earned
- Zillow 5 Star Agent

Expertise

- Residential property sales including new & resale homes, luxury homes, condominiums, income properties, acreage and new construction.
- Exceptional attention to detail, skilled negotiations, knowledgeable analysis of property values and market trends.
- Expertise and renowned reputation for preventing and resolving difficult transactions

Designations

CRS – Certified Residential Specialist, Earned by less than 7% of all agents

MRE – Military Relocation Expert

CNE – Certified Negotiation Expert

CDPE – Certified Distress Property Expert

LHP – Luxury Home Professional

MRS – Military Relocation Specialist

CFE – Certified Financing Expert

SRES – Senior Real Estate Specialist



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**ACCREDITED
BUSINESS**

About RE/MAX Properties, Inc. Colorado Springs



RE/MAX Properties, Inc. associates sell more homes in the Pikes Peak Region per year than the average agent.

**17
homes
per year**



Other
Realtors®

**8
homes
per year**



RE/MAX Properties, INC., a locally owned and family run business has been a major force in the real estate industry since its founding in 1986. In 2018 RE/MAX Properties, Inc. associates sold 3600 homes, the highest volume of any law firm in town. While we are proud to be the #1 real estate company in the Colorado Springs market, it's the trust each client instills in us that inspires our work. We believe in providing our clients with the highest standard of excellence in order to deliver on their dreams. With a strong focus on continued education, our agents harness an unprecedented knowledge of the market and necessary negotiating skills that take you from contract to close.

Experience

RE/MAX Properties, Inc. associates have the experience to navigate this market! When it comes to selecting an agent, you have thousands to choose from in the Colorado Springs area, what makes choosing RE/MAX Properties, Inc. the right choice for you? Our broker associates lead the industry in experience, averaging over twice the number of sales than the average local real estate agent. We set the standard for selling real estate and pride ourselves on sales excellence. Now more than ever, having an agent with experience, contacts, market savvy and negotiating skills matters – no deal is lost, no dream is dashed.

Trust

RE/MAX Properties, Inc. associates are trusted advisors. Buying or selling a home is complicated. We believe trust is an invaluable commodity – that's why building it with our clients is priority one. At RE/MAX Properties, its more than a transaction, its about what's best for helping you navigate the process finding the home that best fits your lifestyle.

Creativity

RE/MAX Properties, Inc. associates are creative. In this market, you must be creative; having an experienced thinker drawing up the contract or at the negotiating table can make the difference between closing and continuing your search. Its easy to search available homes, unlock the door and take the tour. The real magic happens from contract to close. That's our sweet spot. That's where the deal gets done. That's why we're #1.

In The Know

RE/MAX Properties, Inc. associates are connected. In this business, its about relationships. Our longevity in the Colorado Springs area coupled with being 200+ agents strong brings a rolodex of 33 years of connections to the table. With longtime roots in the region, we know people, which means you know people, which means you know people and in this industry that counts!

Awards, Rankings And Four Convenient Locations



RE/MAX

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Power Broker Report

- Ranked #1 Real Estate Company in Colorado Springs
- Ranked #7 Real Estate Company in Colorado
- Ranked #227 Real Estate Company in the United States

Noted 'Best Of' (Best Residential Real Estate Company)

- Colorado Springs Business Journal
- The Gazette of Colorado Springs



Net Promoter Score of 81 out of 100

RE/MAX Properties, Inc. agents love the company and the RE/MAX brand!*

*Based on a survey of brokers and agents in the U.S., with 13747 responses, the RE/MAX system currently shows an overall internal NPS® of 71.



South Office

2630 Tenderfoot Hill St., Colorado Springs, CO 80906
Phone: 719-576-5000



North Office

1283 Kelly Johnson Blvd. Suite 100, Colorado Springs, CO 80920
Phone: 719-598-4700



Downtown Office

102 S. Tejon Suite 100, Colorado Springs, CO 80903
Phone: 719-570-9000



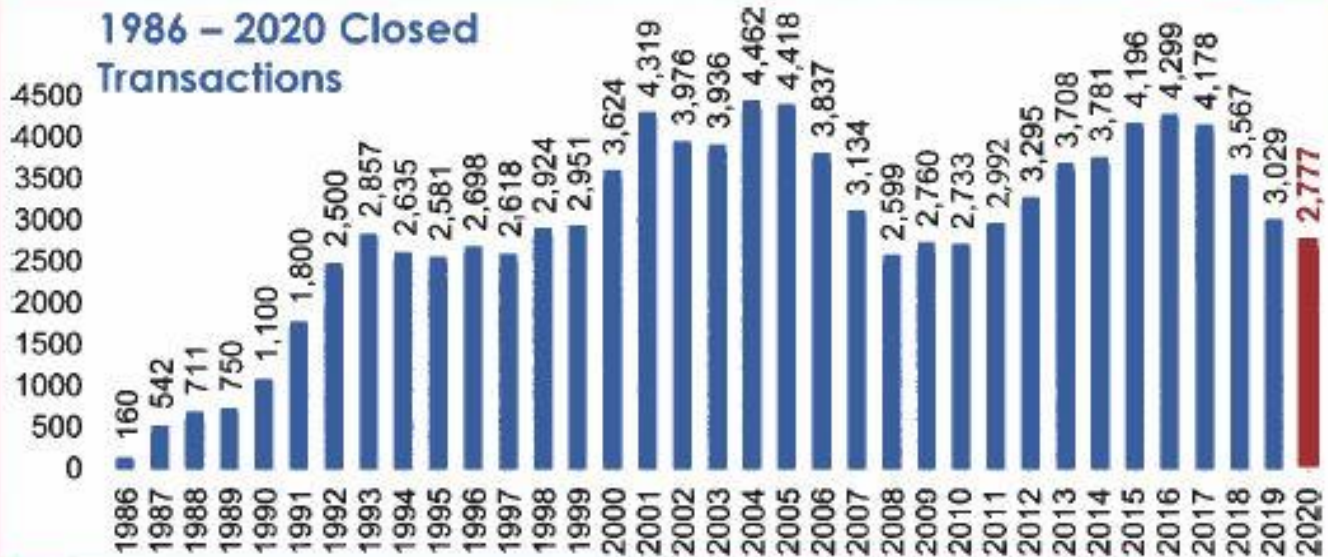
Monument Office

1761 Lake Woodmoor Dr., Monument, CO 80132
Phone: 719-487-6100

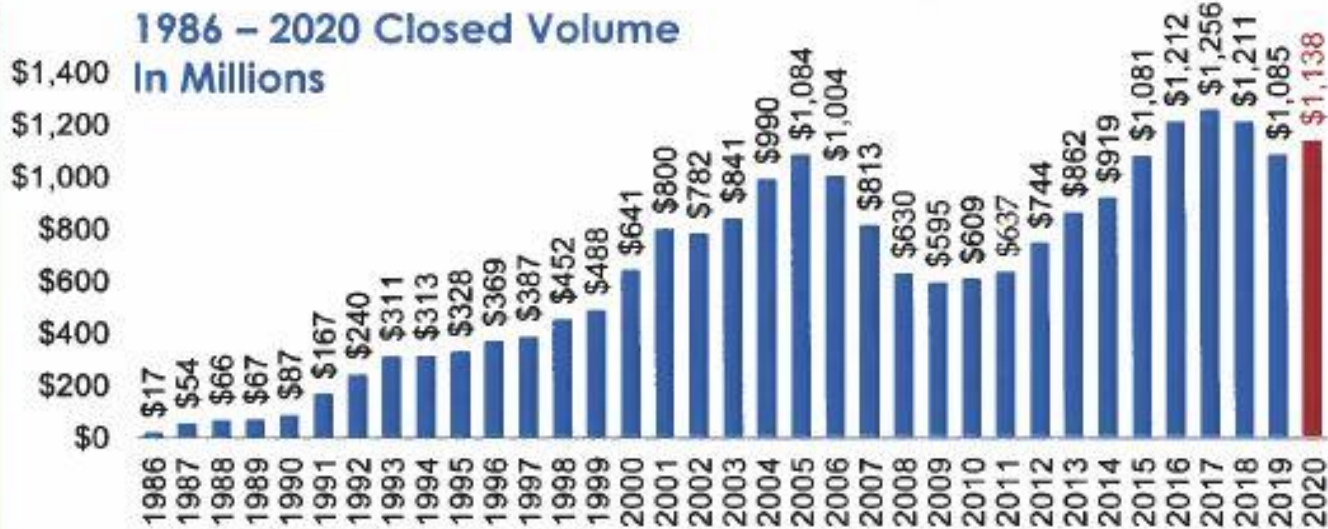
EXPERIENCE COUNTS!

RE/MAX PROPERTIES, INC. HAS HELPED OVER 100,000 FAMILIES BUY OR SELL A HOME SINCE 1986!

2020 Closed Transactions: 2,777



2020 Sales Volume: \$1,138,119,972



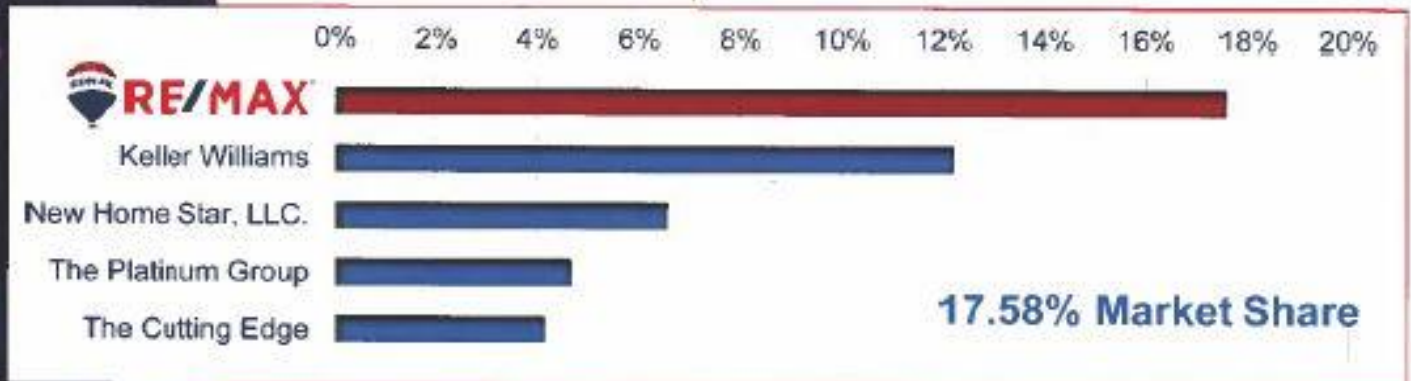
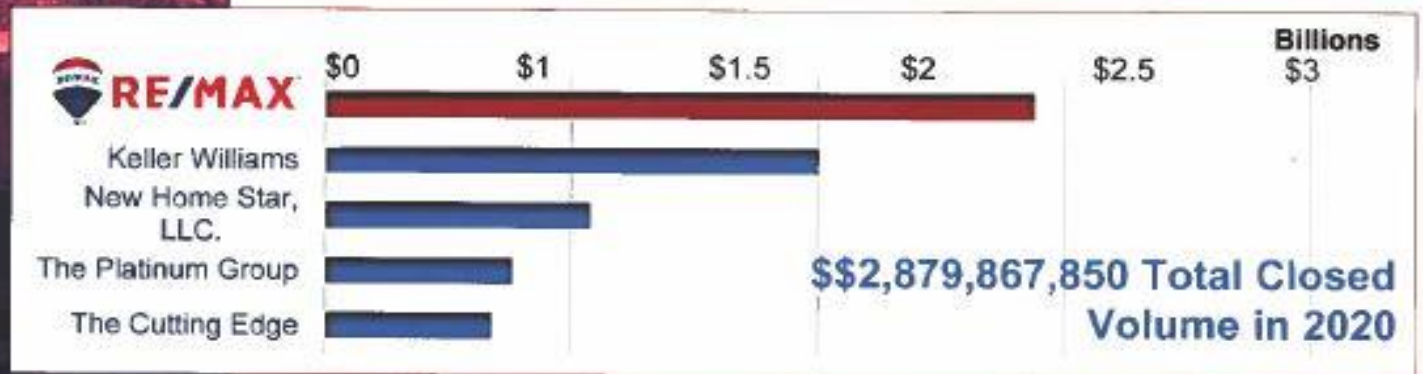
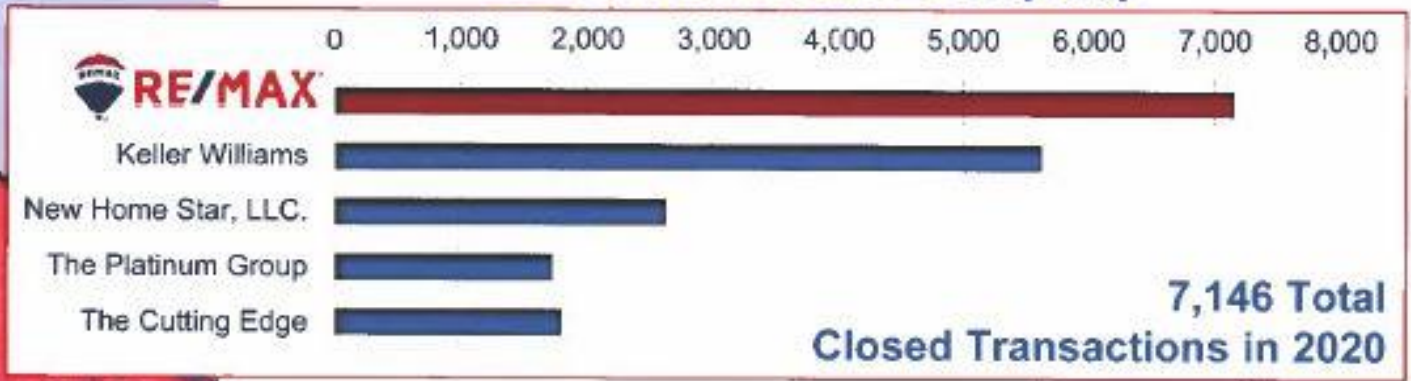
RE/MAX Properties, Inc.
Sells 7 Homes a day, 365 days a year!

NOTE: This graph combines the "sold" listings of all office locations and independent offices of each multi-office or franchise organization identified, which listings were sold by such organization itself, or with the aid of cooperating broker, according to data maintained by the Local Board or Multiple Listing Service for the geographic area indicated. The bar graph compares all those listings that were "sold" by each organization during the period of 01/01/19 to 12/31/20. This presentation is based on whole or in part on data supplied by the Pikes Peak Association of REALTORS and its Multiple Listing Service. Neither the Board nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association may not reflect all real estate activity in a market. ©2021 RE/MAX Properties, Inc.

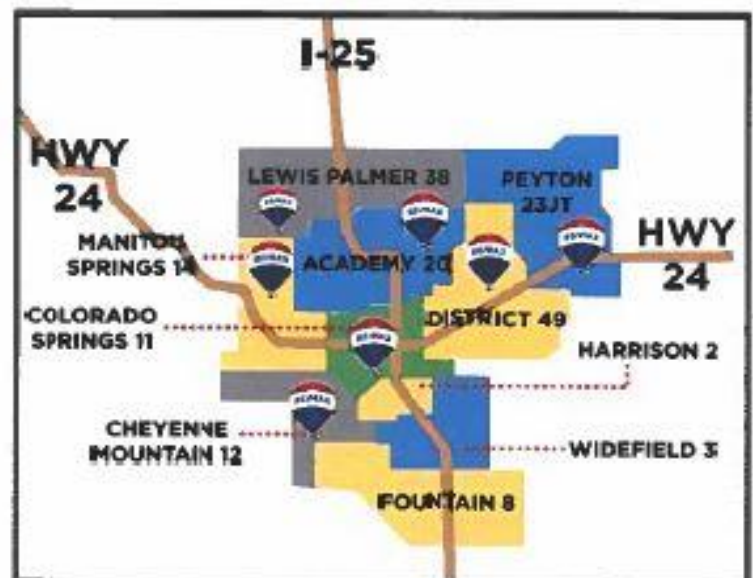


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RE/MAX sells 43% more real estate than the next closest real estate company



RE/MAX is the leading real estate company in Colorado Springs.



RE/MAX
properties, inc.

GIVING BACK

We're proud to be an active community partner.

First and foremost, Colorado Springs is our home. We care about its future and know the importance of being involved in projects that accelerate its growth and improve our quality of life. The more involved we are, the more impact we have on making this city the most desirable place to call home. Through community engagements and direct support of key initiatives like Colorado Springs Chamber & EDC, The Olympic Museum and Children's Hospital Colorado, RE/MAX Properties Inc. is an industry leader in supporting our community's growth and infrastructure. RE/MAX Properties, Inc. also lends annual support to the national efforts of Children's Miracle Network.

Through our individual Associates commitment to community outreach programs, our volunteer and fundraising efforts touch almost every non-profit organization throughout our region. Our RE/MAX Properties, Inc. associates participate as dedicated and heartfelt supporters of programs and local charities including Partners in Housing, The American Cancer Society, Compassion International, Soles for Souls, COPPeR, the Ronald McDonald House, The Police Foundation, local food banks, youth shelters, military charities, Fine Arts Center and numerous local school districts.

We are not only experts in selling homes, we know this community and are truly ambassadors to Colorado Springs and its lifestyle.



**Children's
Miracle Network
Hospitals**



Children's Hospital Colorado



Working Relationships Defined

BUYER'S AGENT

A buyer's agent works **solely** on behalf of the buyer to promote the interests of the buyer with the utmost good faith, loyalty and fidelity. The agent **negotiates** on behalf of and acts as **an advocate** for the buyer. The buyer's agent **must disclose** to potential sellers all adverse material facts actually known by the buyer's agent including the buyer's financial ability to perform the terms of the transaction and if a residential property, whether the buyer intends to occupy the property. A **separate written buyer agency agreement is required** which sets forth the duties and obligations of the broker and the buyer.



SELLER'S AGENT

A seller's agent (or listing agent) works solely on behalf of the seller to promote the interests of the seller with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the seller. The seller's agent must disclose to potential buyers all adverse material facts actually known by the seller's agent about the property. A separate written seller agency agreement is required which sets forth the duties and obligations of the broker and the seller.

TRANSACTION-BROKER

A transaction-broker assists the buyer or seller or both throughout a real estate transaction by performing terms of any written or oral agreement, fully informing the parties, presenting all offers and **assisting the parties** with any contracts, including the closing of the transaction **without being an agent or advocate for any of the parties**. A transaction-broker must use reasonable skill and care in the performance of any oral or written agreement, and must make the same disclosures as agents about all adverse material facts actually known by the transaction-broker concerning a property or a buyer's financial ability to perform the terms of a transaction and if a residential property, whether the buyer intends to occupy the property. No written agreement is required.

CUSTOMER

A customer is a party to a real estate transaction with whom the broker has no brokerage relationship because such party has not engaged or employed the broker, either as the party's agent or as the party's transaction-broker.

Pre-Approval For Financing & Your Wants/Needs

Get Pre-Approved For Financing

Before you look at homes, you need to determine your qualifications for financing. There are several important reasons to get pre-approved...

You won't be disappointed. There's no reason to look at homes you can't afford.

You'll have a better negotiating position. When your broker associate presents your offer and you're pre-approved, your offer is more appealing to the seller.

You'll experience less hassle. The transaction goes faster, allowing all the other pieces to come together more easily.

You'll get a better loan. By having time to explore different programs and their options, you can choose the one best for you.

Your RE/MAX Properties, Inc. broker associate has worked with many lending professionals and can recommend the one best suited for your needs.



Your Wants & Needs

Together you and your broker associate can discuss the features and qualities you want and need in your new home, such as...

Price Range: This will partially be determined by your financing pre-approval.

Location: City, county, neighborhood, proximity to friends, relatives, employers.

Age: Older, newer?

Style: Ranch, two story, condominium, townhouse?

Size: Square feet, number of bedrooms & bathrooms, lot size.

Vehicle Storage: Garage, carport, or RV storage?

Schools: Is there a particular district or area you prefer?

Other Amenities: Fireplace, outbuildings, views?

New Construction

Why Should I Use an Agent to Purchase a Home from a Builder?

The advantages of having me help you purchase a new home are similar to those for purchasing a resale home. I can provide you with valuable insight into the new construction industry, help you evaluate the relative value and benefits of new construction for your needs and goals, help you find the right home and home builder more quickly, negotiate the price and terms based on the market, and the quality and amenities of the property.

Buying a new home can be a little more difficult and time-consuming than buying a resale home. I can guide you through the process of contract to closing on a custom, semi-custom or already finished “spec” model. Having spent years working with builders, RE/MAX Properties, Inc. has a rapport with local builders.

I can represent you as your agent and advocate, just like I would in any real estate purchase. The **builder** has a professional real estate representative **who watches out for his or her best interests**, and you **need** and **deserve** the same **expert representation watching out for yours**. These transactions can be **complex** and the contract details must be exactly in order to protect you and to ensure that you get exactly the home you want.

Make Sure The Builder Knows You're Working With a Real Estate Professional.

Most builders require that you bring your real estate agent on your first visit their model homes and will not allow your agent to represent you in the transaction if you do not. Therefore, please call me if you would like to look at some model homes, so you are given the representation you deserve! The builder will pay the buyer's agent's fee just like the seller pays in other real estate transactions.

If you happen to be out driving and see a model home that you want to check out, give them a copy of my business card and fill out their “registration” form with your name and mine. Call me right away and tell me if their homes interest you so we can discuss the benefits of that particular builder and community based on your needs and price range.





A New Meaning for Homeownership

Today, Americans are purchasing homes for a variety of different reasons. The current health crisis has truly re-shaped our lifestyles and needs, prompting many of us to think more about what we truly want in a home. Spending extra time where we currently live is enabling many people to re-evaluate what homeownership means and what they find most important in a home.

According to *Zillow*:

“In 2020, homes went from the place people returned to after work, school, hitting the gym or vacationing, to the place where families do all of the above. For those who now spend the majority of their hours at home, there’s a growing wish list of what they’d change about their homes, if possible.”

With a new perspective on homeownership, here are some of the top reasons people are reconsidering where they live and thinking differently about what they need in a home.

1. Working from Home

Remote work is becoming the new norm, and it’s continuing on longer than most initially expected. Many in the workforce today are discovering they don’t need to live close to the office anymore, and they can get more for their money if they move a little further outside the city limits. Lawrence Yun, *Chief Economist* for the *National Association of Realtors* (NAR) notes:

“With the sizable shift in remote work, current homeowners are looking for larger homes and this will lead to a secondary level of demand even into 2021.”

If you're renting a small space or recently tried to convert your dining room into a home office with minimal success, it may be time to make a change. The reality is, your current house may not be optimally designed for today's lifestyle, making remote work and continued productivity very challenging.

2. Virtual and Hybrid Schooling

Many school districts are using a model of virtual or hybrid learning, turning their curriculums into digital formats for students. If you have school-age children, you may have a need for a dedicated learning space. If so, it might be time to find a home that provides your youngsters with the same kind of quiet room to focus on their schoolwork, just like you likely need for your office work.

3. A Home Gym

Staying healthy and active is a top priority for many Americans. With various levels of concern around the safety of returning to fitness facilities across the country, dreams of space for a home gym are growing stronger. The *Home Builders Association of Greater New Orleans* explains:

"For many in quarantine, a significant decrease in activity is more than a vanity issue – it's a mental health issue."

Having room to maintain a healthy lifestyle at home – *mentally and physically* – may prompt you to consider a new place to live that includes space for at-home workouts.

4. Outdoor Space

Especially for those living in an apartment or a small townhouse, outdoor space is a new priority for many as well. *Zillow* also notes the benefits of being able to use your yard throughout the year:

"People want more space in their next home, and one way to get it is by turning part of the backyard into a functional room, 'an outdoor space for play as well as entertaining or cooking.'"

You may, however, not have the extra square footage today to have these designated areas – indoor or out.

Moving May Be Your Best Option

If you're clamoring for extra room to accommodate your changing needs, it may be time to take advantage of today's low mortgage rates to find your perfect home. It's a great time to get more home for your money, just when you need it most.

Bottom Line

Today, many peoples' needs have changed. If you've been trying to decide if now is the right time for you to buy a home, let's connect to discuss your options.



Why You Shouldn't Wait to Long to Buy a Home

The housing market recovery has been nothing short of remarkable. Many experts agree the turnaround from the nation's economic pause is playing out extremely well for real estate, so it's framing up to be an ideal time to buy a home for those who are ready to make a purchase. Here's a dive into some of the biggest wins for homebuyers this season.

1. Mortgage Rates Are Low

In 2020, mortgage rates hit all-time lows **more than a dozen times**, falling below 3% for the first time ever. Continued low rates have set buyers up for significant long-term gains. *realtor.com* notes:

"Given this means homes could cost potentially tens of thousands less over the lifetime of the loan."

Essentially, it's less expensive to borrow money for a home loan today, a huge opportunity for buyers to capitalize on right now, before rates start to rise.

2. Buying Is More Affordable Than Renting

This trend toward low mortgage rates has made the typical monthly payment (including principal and interest) less expensive for buyers. According to *realtor.com*:

"Over the past year, many counties have seen the difference between the cost to purchase a home compared to the cost to rent a home improve toward favoring buying a home."

Buying a home versus renting one may be a game-changer, as it amplifies long-term savings for homeowners. When paying a mortgage, as opposed to paying rent, that money is reinvested back in your favor. Instead of contributing to your landlord's savings, you're contributing to your own net worth. This is a term called equity, and it is one of the biggest financial benefits of owning a home.

3. Equity Is Growing

According to *John Burns Consulting*, **58.7% of homes in the U.S. have at least 60% equity**, and **42.1% of all homes in this country are mortgage-free**, meaning they're owned free and clear.

In addition, *CoreLogic* notes the average equity mortgaged homes have today is **\$177,000**. That's a tremendous amount of forced savings for homeowners.

With this much equity in place for the typical homeowner, the chance of the market seeing a rush of foreclosures is not likely. Today's homeowners have many options to avoid foreclosure, such as selling their homes and leveraging that equity to protect their investment.

As a buyer, you can rest assured that your homeownership investment is a sound one, and foreclosures are not expected to dominate the market as they did when the housing bubble burst over 10 years ago.

4. Home Prices Are Appreciating

According to leading experts, home prices are forecasted to continue appreciating. Today, many experts are re-forecasting their projections in an upward direction, anticipating home prices to continue rising through 2021.

Knowing home values are increasing while mortgage rates are so low should help you feel confident that buying a home this year is advantageous from a price perspective, and a strong long-term investment.

Bottom Line

If you're considering buying a home, this may be your moment, especially with today's low mortgage rates. Let's connect to assess your changing needs and set you up for success in the homebuying process.



Surveying The Market

As your exclusive buyer's agent, your broker associate will provide you with the tools to familiarize you with the market, including...

Market Statistics: Including time on market, list-price-to-sell ratios and average sales price in the are.

Active Homes on the Market: Your broker associate will compile a list of all homes listed by other agents as well as by owners, plus homes no longer listed but still available

Sold Homes: Your broker associate can give you a list of sold homes in the area., so you can evaluate asking prices.

Neighborhood Information: Our website, homescolorado.com, includes information on schools, civic, groups, shopping, and other ratings.

Take a Tour: Your broker associate can provide you a list of homes to drive by, to get a feel for neighborhoods and home styles.

COLORADO SPRINGS MARKET UPDATE

May 2021

New Listings

1,876

-0.2% 1mo
-3.6% 1yr

Active Listings

582

+4.5% 1mo
-62.4% 1yr

Sold Listings

1,553

+4.3% 1mo
+37.2% 1yr

Average Sold Price

\$489,376

\$481,857 1mo
\$393,517 1yr
+24.4% 1yr

Average List Price Per Sq.Ft.

\$204

+4.1% 1mo
+20.0% 1yr

Average Days on market

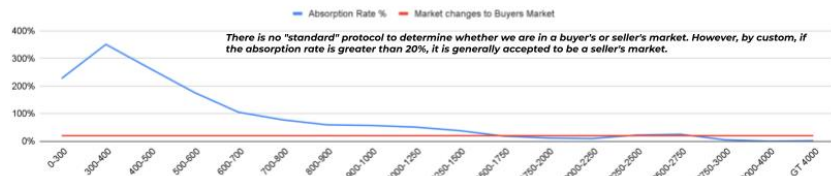
10 in May

9 in April
-52.3% 1yr

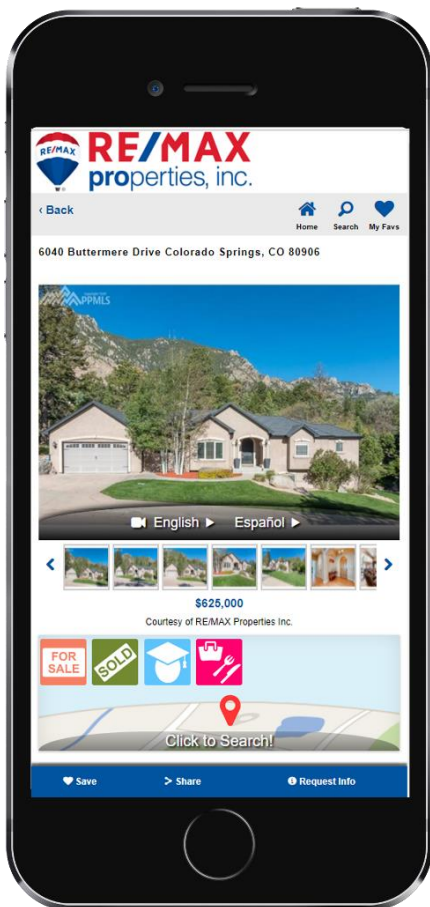


BuySellColoradoSpringsHomes.com

Market data for residential single family & patio homes. Based on information from the Blue Book REALTOR Services Corp. (BREC), for the period 1/1/20 through 12/31/2021. BREC does not guarantee or is in any way responsible for its accuracy. Data maintained by BREC does not reflect all real estate activity in the market. Copyright © 2021 REALTOR Services Corp.



“Shopping” For Your New Home



- Call or Text from your Smart Phone to request more details about any home!
- My Mobile Website delivers rich listing content to help you in your home search.
- Accessible from any Android &/or Apple Software Based Product. (Smartphone, iPhone, iPad, iPod)
- Search using Google Maps with GPS Function for nearby...
 - School Locations
 - Closest Hospital & Medical Facilities
 - Nearby Shopping Data
- Search by Area, Nearby Properties, Property Details (Beds, Baths, Etc.) and by MLS .
- Price, Distance and Favorites Sorting Feature
- List, Map and Satellite Views
- Live Audio Streaming – Auto-updating Bilingual Audio Presentation

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(719) 576-8888**

**Open Houses
Everyday!!**

- Call or Text to schedule showings from the comfort of your own smart phone.
- If I don't pickup then an agent from my close circle will answer and help you learn more about any active listing.



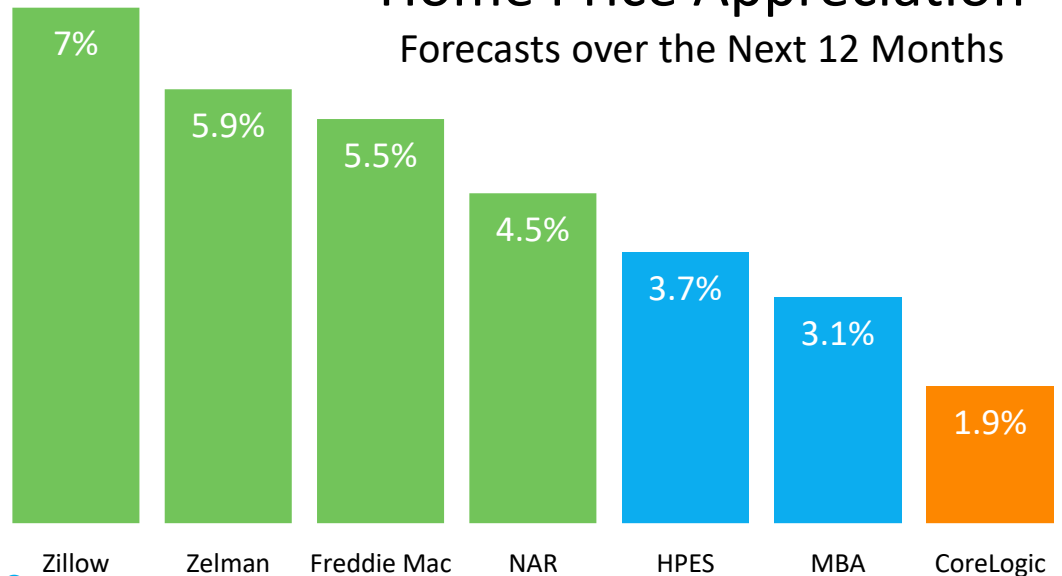
Home Price Appreciation Is on the Rise

Due to the undersupply of homes on the market today, there's significant upward pressure on home prices. When there's high demand for an item and a low supply of it, consumers are willing to pay more for that item. That's what's happening in today's real estate market. The housing supply shortage is also resulting in more bidding wars, which drive price points higher in the home sale process.

In addition, there's no evidence that buyer demand will wane. As a result, experts project home price appreciation will continue over the next twelve months. Here's a graph of the major forecasts going forward.

Home Price Appreciation

Forecasts over the Next 12 Months



What does a rise in prices mean for buyers?

When purchasing a home, it's important to feel confident about your investment, and that it will increase in value over time. Home prices have been rising for 104 straight months, and are forecasted to continue going up, meaning your investment is a sound one. It also means purchasing a home before prices continue to climb might be your best move.

Today, some are concerned that homeowners who entered a mortgage forbearance plan might face foreclosure once their plan ends. However, when you analyze the data on those in forbearance, it's clear the actual level of risk is quite low.

Ivy Zelman, *CEO of Zelman & Associates* and a highly-regarded expert in housing and housing-related industries, notes:

"The likelihood of us having a foreclosure crisis again is about zero percent."

With demand high, supply low, and little risk of a foreclosure crisis, **home prices will continue to appreciate.**

Bottom Line

Originally, many thought home prices would depreciate due to the economic slowdown from the health crisis. Instead, prices appreciated substantially. Over the next year, home values will likely rise even higher given the continued lack of homes for sale.

Key Terms to Know in the Homebuying Process

Here's a list of some of the most common terms in the homebuying process.



APPRAISAL

A professional analysis used to estimate the value of a home.

A necessary step in validating a home's worth to you and your lender as you secure financing.



CLOSING COSTS

The fees required to complete the real estate transaction. Paid at closing, they include points, taxes, title insurance, financing costs, and items that must be prepaid or escrowed.

Ask your lender for a complete list of closing cost items.



CREDIT SCORE

A number ranging from 300–850 that's based on an analysis of your credit history.

Helps lenders determine the likelihood you'll repay future debts.



DOWN PAYMENT

Down payments are typically 3–20% of the purchase price of the home. Some 0% down programs are also available.

Ask your lender for more information.



MORTGAGE RATE

The interest rate you pay to borrow money when buying a home.

The lower the rate, the better.



PRE-APPROVAL LETTER

A letter from a lender indicating you qualify for a mortgage of a specific amount.

This is a critical step in today's competitive market.



REAL ESTATE PROFESSIONAL

An individual who provides services in buying and selling homes.

Real estate professionals are there to help you through the confusing paperwork, find your dream home, negotiate any of the details that come up, and so you know exactly what's going on in the housing market.

The best way to ensure your homebuying process is a confident one is to find a real estate pro who will guide you through every aspect of the transaction with **'the heart of a teacher'** by putting your needs first.

The Path to Homeownership

1



Save for Your Down Payment

Create a budget and do your research. There are lots of low down payment options available.

2

Know Your Credit Score

Learn your score and clean up outstanding debts like student loans and credit cards.

3

Find a Real Estate Agent

Contact a local professional to guide you through the process.



4

Get Pre-Approved

Differentiate yourself as a serious buyer and have a better sense of what you can afford.



5

Find a Home

Work with your agent to find a home in your budget that meets your needs.



7



Have a Home Inspection

Address any hidden issues in the home with the seller.

6

Make an Offer

Determine your price and negotiate the contract.



9



Close the Sale

Schedule a closing date once the loan is approved so you can sign the final paperwork.

10



Move In Congrats!

You're a homeowner.

8

Get a Home Appraisal

Ensure the property is worth the price you are prepared to pay.



Things to Avoid After Applying for a Mortgage

Once you've found the right home and applied for a mortgage, there are some key things to keep in mind before you close on your home. You're undoubtedly excited about the opportunity to decorate your new place, but before you make any large purchases, move your money around, or make any major life changes, consult your lender – someone who is qualified to tell you how your financial decisions may impact your home loan.

1. Don't Deposit Cash into Your Bank Accounts Before Speaking with Your Bank or Lender. Lenders need to source your money, and cash is not easily traceable. Before you deposit any amount of cash into your accounts, discuss the proper way to document your transactions with your loan officer.

2. Don't Make Any Large Purchases Like a New Car or Furniture for Your New Home. New debt comes with new monthly obligations. New obligations create new qualifications. People with new debt have higher debt to income ratios. Higher ratios make for riskier loans, and then sometimes qualified borrowers no longer qualify.

3. Don't Co-Sign Other Loans for Anyone. When you co-sign, you're obligated. With that obligation comes higher ratios as well. Even if you promise you won't be the one making the payments, your lender will have to count the payments against you.

4. Don't Change Bank Accounts. Remember, lenders need to source and track your assets. That task is significantly easier when there's consistency among your accounts. Before you transfer any money, speak with your loan officer.

5. Don't Apply for New Credit. It doesn't matter whether it's a new credit card or a new car. When you have your credit report run by organizations in multiple financial channels (mortgage, credit card, auto, etc.), your FICO® score will be impacted. Lower credit scores can determine your interest rate and maybe even your eligibility for approval.

6. Don't Close Any Credit Accounts. Many buyers believe having less available credit makes them less risky and more likely to be approved. Wrong. A major component of your score is your length and depth of credit history (as opposed to just your payment history) and your total usage of credit as a percentage of available credit. Closing accounts has a negative impact on both of those determinants of your score.

Bottom Line

Any blip in income, assets, or credit should be reviewed and executed in a way that ensures your home loan can still be approved. If your job or employment status has changed recently, share that with your lender as well. The best plan is to fully disclose and discuss your intentions with your loan officer before you do anything financial in nature.



How Down Payment Assistance Opens the Door to Homeownership

Many people are eager to buy a home right now while historically low mortgage rates are powering the market. However, a recent survey by *Sparks Research* shows that 20% of first-time homebuyers cite a lack of financial education as a barrier to homeownership. This is definitely understandable. If you don't feel comfortable with the financial process of buying a home, it's hard to make a confident decision. In fact, four in five homebuyers say they need help understanding what they can even afford in the first place. That's why finding the right professionals to help you through the process is so important.

On top of that, the same survey reports over two-thirds of prospective homebuyers believe they'll need assistance to save enough for a down payment. What they may not realize is there are a lot of down payment assistance programs at the state and regional levels, and many of them have funds available for potential buyers. *Down Payment Resources* recently released their *Q3 2020 Homeownership Program Index*, which explains:

*"The number of total programs is 2,340, and **over 81 percent (81.1%) of programs currently have funds available** for eligible homebuyers."*

Down Payment Assistance Programs Are Not Only for First-Time Homebuyers

Keep in mind, these programs aren't just for first-time homebuyers, so it's worth exploring your options no matter where you are in your homeownership journey. For example, if you're working from home now, you may be thinking about relocating to a more affordable area where you can stretch your dollar further and have more space, inside and out. Lawrence Yun, *Chief Economist* for the *National Association of Realtors* (NAR), explains:

“Rural areas have mortgages (USDA loans) that don't require down payments; and some workers who can work from home may want to consider outer suburbs or small towns where USDA home loans are available and where homes are very affordable.”

If affordability is on your mind and you're expecting to be working remotely for the long-term, the right home may be in an area you haven't considered yet. In addition, the assistance program you need might be within reach too.

When you're interested in learning more about down payment assistance programs, information is available through sites like downpaymentresource.com.

Bottom Line

Thanks to a range of down payment assistance programs, affordable options are out there for today's hopeful homebuyers. It's important to get the financial education you need to understand the homebuying process and accomplish your real estate goals. Let's chat to get you started on the path to your dream home.



Closing Bonus Programs



Military First® assists military families with needed expertise while providing a closing bonus to thank them for their service to our country!

Military First® is exclusive to RE/MAX Properties, Inc.

Military First® was created as a way to say “thank you” to our active and retired military community

Military First® beats most other bonus programs currently available.

Military First® increases sales possibilities to Military Families





5 Tips for Making a Successful Offer

Today's real estate market has high homebuyer interest and low housing inventory. With so many buyers competing for a limited number of houses for sale, it's more important than ever to know the ins and outs of making a confident and competitive offer. Here are five keys to success for this important stage in the homebuying process.

1. Listen to Your Real Estate Advisor

A recent article from *Freddie Mac* offers guidance on making an offer on a home today. Right off the bat, it points out how emotional this can be for buyers and why your trusted agent can help you stay focused on the most important things:

“Remember to let your homebuying team guide you on your journey, not your emotions. Their support and expertise will keep you from compromising on your must-haves and future financial stability.”

Your real estate professional should be your primary source for answers to the questions you have when you're ready to make an offer.

2. Understand Your Finances

Having a complete understanding of your budget and how much house you can afford is essential. The best way to know this is to get pre-approved for a loan early in the homebuying process. Only 44% of today's prospective homebuyers are planning to apply for pre-approval, so be sure to take this step so you stand out from the crowd. It shows sellers you're a serious and qualified buyer and can give you a competitive edge if you enter a bidding war.

3. Be Ready to Move Quickly

According to the *Realtors Confidence Index*, published monthly by the *National Association of Realtors* (NAR), the average property sale today receives over three offers and is only on the market for just a few weeks. These are both results of today's competitive market, showing how important it is to stay agile and vigilant in your search. As soon as you find the right home for your needs, be prepared to submit an offer as quickly as possible.

4. Make a Fair Offer

It's only natural to want the best deal you can get on a home. However, *Freddie Mac* also warns that submitting an offer that's too low can lead sellers to doubt how serious you are as a buyer. Don't submit an offer that will be tossed out as soon as it's received. The expertise your agent brings to this part of the process will help you stay competitive:

"Your agent will work with you to make an informed offer based on the market value of the home, the condition of the home and recent home sale prices in the area."

5. Be a Flexible Negotiator

After submitting an offer, the seller may accept it, reject it, or counter it with their own changes. In a competitive market, it's important to stay nimble throughout the negotiation process. You can strengthen your position with an offer that includes flexible move-in dates, a higher price, or minimal contingencies (conditions you set that the seller must meet for the purchase to be finalized). *Freddie Mac* explains that there are, however, certain contingencies you don't want to forego:

"Resist the temptation to waive the inspection contingency, especially in a hot market or if the home is being sold 'as-is', which means the seller won't pay for repairs. Without an inspection contingency, you could be stuck with a contract on a house you can't afford to fix."

Bottom Line

Today's competitive landscape makes it more important than ever to make a strong offer on a home. Let's connect to make sure you rise to the top along the way.



10 Reasons to Hire a QSC Real Estate Professional

10. Written Guarantee.

- I guarantee my services up front, and in writing, You should not settle for anything less than a real estate professional willing to guarantee his or her services in writing.

9. Trained in Quality Service Delivery

- I am among a select group of real estate professionals who have completed training and certification (QSC) related specifically to quality service and customer satisfaction, and who have committed to ongoing service excellence meeting the highest standards in the real estate industry.



8. Value – You Will Get What You Pay For

- Unfortunately, with some real estate agents you don't get what you pay for. My written guarantee and detailed explanation of the process and services I will perform assures you greater value in dealing with me than other real estate agents. You know what you're getting from me.

7. Greater satisfaction

- Clients of real estate agents with the QSC professional credential experience significantly greater satisfaction in their real estate sale or purchase experience – and are 67% less likely to be dissatisfied. (according to statistics compiled by Leading Research Corporation)

6. Your Assurance Of Quality

- After your purchase or sale you will have the opportunity to fill out a survey on my service that becomes a part of my permanent record for all to see. The entire survey process is administered by an independent research company, and is not conducted by my brokerage.

5. Proof Of Past Satisfaction

- Log onto www.QualityService.org and you can check out my customer satisfaction rating, a score compiled by surveys completed by my past customers. What better evidence of my quality could you find than my independently validated record of service to past clients?

4. Putting My Reputation To The Test

- I am among the elite 1-2% of real estate professionals who are willing to have their customer satisfaction record publicly available. Most sales agents aren't willing to subscribe to high standards set by QSC that I have chosen to follow.

3. Accountability

- Everyone will tell you their service is great. How do you know which real estate agents will keep their promises to you? QSC's customer satisfaction survey process and public customer rating motivate me to do what I promised you I would do.

2. Have You Ever Had A Bad Real Estate Experience?

- Chances are that your agent was not putting your needs first. The either didn't do their job, or were more interested in getting their commission than serving your needs. Working with a Quality Service Certified real estate professional is a better way of buying or selling a home.

1. Customer Focus

- The sale or purchase of your home is one of the most important financial and personal decisions you will ever make. Working with a QSC real estate professional who is consistent, reliable, accountable and responsive assures you a better experience.

Quality Service Guarantee

Quality Service Certified® For Home Buyer

- As your representative I will

1. Conduct a counseling and information session to identify your needs and goals and to plan a property search.
2. Offer to arrange pre-qualifying or pre-approval meeting with a lender to determine affordability range and improve negotiating position at the point of offer.
3. Commit to priority availability for meeting your needs and schedule for property research and showings.
4. Complete a through market search to identify all properties consistent with your needs and price range.
5. Prepare a Competitive or Comparative Market Analysis for you prior to you making an offer.
6. Prepare a written offer to purchase the property of your choice reflecting your price and terms.
7. Provide counsel and negotiating assistance on all offers to purchase.
8. Obtain and review with you the seller's written property history and disclosure statement.
9. Recommend professional building and termite/pest inspections and review finding and remedies with you.
10. Monitor and communicate the status and satisfaction of contract contingencies.
11. Accompany you on walk-through property inspection before closing, if provided for in the contract.
12. Attend the closing or escrow (in those states where this is customary)
13. Contact you after the closing to ensure the satisfactory completion of all service details.
14. Offer the opportunity to evaluate the service provided through the Quality Service Assurance Survey™

5 Star Reviews Of A 5 Star Agent



John & Anne L.: We chose Terry because of her reputation and we did good! She pays close attention to detail, is very knowledgeable, informative & communicated regularly, lessening our worry. She definitely earns her reputation as one of our best realtors, and now she is our friend!

David & Lisa L.: Terry was very familiar with the changing & competitive market, and we were very happy she was representing us. The whole process from start to closing day went very smoothly. We were under contract in 4 days! It was pleasing working with Terry and Jennifer. We always felt informed and once the closing date neared, they were on top of making sure we had completed and received everything we needed to. We really appreciate their professionalism.

Joanne P.: Amazing and very knowledgeable! We moved to COS from across the country. We were lucky to find Terry. Even before we moved out here, she was sending us homes that we might like and keeping us up-to-date with the market. Once we moved. She was patient in working with us for 8 months before we found the perfect home. Our closing with our dream home was anything but normal due to a difficult seller's realtor that was poor at her job. Terry stepped up to assist the other realtor to make our closing happen. In addition to being knowledgeable of real estate she is also just a wonderful person to be around.

Michelle R.: I could not be happier with Terry! We were first time home buyers that didn't know anything and had to have our hands held through the whole process and Terry could not have been more wonderful to us! She is patient, kind, and extremely knowledgeable; extending herself to be genuinely helpful to answer all our questions and concerns- I really learned so much!! I would have her be our realtor and highly recommend her a million times over!

Janice D.: Terry Naber is the best agent I have ever met! I do not live in Colorado Springs and we initially listed our property with another agent and took advantage of our absence by doing nothing, other than listing the property in the MLS. He lied to us on multiple occasions. I will tell you what happened 6 weeks later when we fired our 1st agent and hired Terry. She went right to work advising us on what needed to be done and the recommending and scheduling reputable professionals to get the work done. We had a drainage problem with the neighboring property. Terry went above and beyond the call of duty dealing with this problem. She visited the neighbor in person, wrote letters and contacted the regional building department and negotiated a compromise acceptable with me and the neighbor, something I didn't think could be done. She was in constant communication with both of us, even when the news was bad and the showings were few. She followed up with every agent that viewed the listing and never let a single lead fall through the cracks. Because of her, we sold our property for full price!

Scott R: Terry was great!!! She was very knowledgeable on how to stage the house and she had it sold in 12 days. She was in contact with us and answered any questions that we had. I would and have suggested her to my neighbors, who is moving next year. We are moving out of state and she closed my first home thing in the morning and had my new home close that same day in the evening. WOW!!! She was just amazing, I would highly recommend her for any of your needs. Thanks Terry, you seemed more like a friend than an agent!

Scottruley: Terry was great!!! She was very knowledgeable on how to stage the house and she had it sold in 12 days. She was in contact with us and answered any questions that we had. I would and have suggested her to my neighbors, who is moving next year. We are moving out of state and she closed my first home thing in the morning and had my new home close that same day in the evening. WOW!!! She was just amazing, I would highly recommend her for any of your needs. Thanks Terry, you seemed more like a friend than an agent!

JaredYoutsey: Terry helped us buy our track home 15 years ago. She quickly and expertly helped us sell it again when we had to move out of state. Things could not have gone smoother.

Jmsproducts: Terry helped us with our home from day one working with her. She explained what needed to be done and everything we will be going through during this sell of our home. She was correct, and we followed her advice and received GREAT reviews from the showings. The day we received offers was great and we were able to get more than the asking price. Terry Naber is the only real estate professional I tell my friends about.

Diana C.: I have met & known many agents as I was in real estate myself and I know a good agent when I see one! Terry Naber is the BEST!!! She is professional, extremely knowledgeable and caring! She is an excellent negotiator! She is the most intelligent agent I have ever worked with. She also works hard & not just out for the commission like some I've known prior. You can have confidence in selling or buying a home....Terry will fight for you and get the job done with her extensive knowledge of the market & working deals. She is the ONLY AGENT WE RECOMMEND. Plus she really cares!

Robert & Nancy D.: Terry did what we asked but gave very helpful advice. She was willing to help us no matter what. She was extremely prepared & very knowledgeable about the Colorado Springs area. I feel very positive about my home buying experience. Every realtor should strive to be as professional as Terry. We always refer her!

Carol C.: Terry is positive, calm and wonderful to work with. If I were to buy again, she'd be the realtor I'd contact. She is very trustworthy. I would absolutely recommend Terry's services to my family, friends and associates!

James & Sandy H.: Terry's personal, friendly professionalism, personality, and excellent assistant were the best part of our real estate experience. There was never a time when we felt uncomfortable or frustrated. She gets al A's!

Chuck & Noi M.: We decided to work with Terry because she is hardworking, trustworthy, caring, and very knowledgeable. Terry found a home that was well suited to us, and she was right on top of the situation that eventually got us that home. Quite frankly, this experience renewed my faith that you can do good business with decent people.

Steve M.: The part of my real estate experience I liked the best was the ability to complete the entire transaction without having to go to Colorado Springs. I was convinced to list with Terry by her presentation package, toll-free number, personality and guarantee. I was very satisfied with my experience and appreciated the written updates and calendar. Terry made the entire process painless.

CONTACT ME TO TALK MORE

I'm sure you have questions and concerns about the real estate process.

I'd love to talk with you about what you read here and help you on the path to buying your new home. My contact information is below, and I look forward to working with you.



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