

Buyers's List of Documents with short descriptions

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|--------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| KW Advisory | Shows that I am working as a Keller Williams Agent for you. |
| Exclusive Right to Buy Agreement | Agreement Between the Buyer and Agent for services leading to our successful transaction. This will set basic standards and expectations. |
| Proof of Funds or Lender Letter | Shows buyer has ability to purchase a home with the use of a lender. |
| Find Inspector | This is our professional tester and house medium. |
| Contract to Buy & Sell | OUR OFFER TO PURCHASE!!! YEY!!! 18 pages and Up to 43 Dates and Deadlines |
| Earnest \$ (Goes to Title) | This will be the first deadline we must make to continue (within 72 hours). The amount varies from home to home. Usually 1-3% |
| Sellers Property Disclosure * | This is the Seller's opportunity to disclose what they know about the well-being of the home. |
| Square Footage Disclosure * | This is to inform the Buyer's side of the size of the home. No more no less. |
| Closing instructions * | This is to inform the Buyer's side of what closing company is facilitating our deal. |
| Source of Water Disclosure * | This tells us what water sources are being used on the property. City/Town is most common. |
| Lead Based Paint Disclosure* (If applicable) | Any home built 1979 and before has the possibility of having lead-based paint. This is the seller's opportunity to state if the home does or does not |
| Inspection Objection / Inspection Termination | Post inspection: This is our time to "Stay or Walk Away". Negotiate terms that we need to stay, or we can terminate our contract and move on. |
| Inspection Resolution * | This is the Seller's agreement to all or a portion of our Objection. (Another termination point) |
| Post Closing Occupancy Agreement * | This would be an agreement between the Buyer and Seller requesting a stay in the property after a successful closing. |
| Amendment to Contract ***** | Through this process we could encounter issues that need to be changed in the contracts or agreements listed above. This allows changes to be made and documented with all parties involved per document |

**Offer
Accepted**

**POST
INSPECTION**

This is only an overview of this very detailed process. Some of the items listed above may not be needed or there are documents that might not be listed.

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**The Closing Table** (Can be subject to changes)

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|-----------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Title Commitment | Through the process a Title Company is digging into the past the home you are trying to purchase. Their position is to inform you if there is anything that is concerning. This will be their report (Through the process you will be sent this many times) |
| Buyers Settlement Statement | This will be the breakdown of where each dollar in the transaction is going. Fees, credits, and debits will be listed here for buyer and seller |
| Closing Instructions | This will be similar to the first one stated above. There will be a more detailed set of instructions and structure |
| Tax, Water, Sewer, HOA Agreement | This section will show what prorated taxes will be, who your water/sewer providers are, and (if applicable) your HOA Agreement papers. |
| FIRPTA | Foreign Investment in Real Property Tax Act of 1980 |
| Real Property Transfer Disclosure | This shows that you are purchasing something specific to real property and you accept that it is being transferred to you |
| Loan Documents – if applicable | These documents are drafted by you and your chosen Lender. At the closing table your agreement and the transfer of funds is executed |

CONGRATULATIONS YOU ARE A HOMEOWNER!!!!!!!

This is a process that takes an incredible amount of Patience, Focus, and Determination. Proper Guidance is the key to the success of your Real Estate Journey.

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