



BUYER'S GUIDE

A Look Inside The Home Buying Process

HYLAND
GROUP

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REALTY

WHY CHOOSE THE HYLAND GROUP?

Exceptional People

Quite simply we believe that real estate is a people business first. We believe in investing in our team, providing top quality service to our clients and contributing in a positive way to the communities we serve.

We Hire the Best

We have a carefully selected team of full-time and highly trained agents. We seek to hire the best and most dedicated agents in the industry and we invest heavily in their success. Our talented team prides itself in providing exceptional client care and consistently exceeding expectations.

Market Expertise

Our agents play a major role in providing you with the best local market knowledge. We pride ourselves on our personal market expertise and our ability to provide valuable information on buyers, competition and the marketplace to better serve our clients.

Results

Our team consistently ranks at the top of the industry and consistently outperforms the competition. We are committed to providing the highest level of service and getting homes sold.

HYLAND GROUP

We will help you find
the perfect home for
your Prescott Area
lifestyle.

Thank you for selecting
THEHYLAND EXP Team
to assist you in the purchase of
your new home. We are excited to
be on this journey with you.

928.445.2100

MEET OUR TEAM LEADERSHIP



GEOFF HYLAND, REALTOR® **Team Leader and Listing Specialist**

Family and community is an important part of Geoff's life, he and his wife Hope are blessed with two daughters and a son. Geoff is a current Yavapai Big Brothers Big Sisters Board member, member of Prescott Chamber of Commerce and member of Prescott Area Young Professionals. Geoff is an Alumnus of Embry-Riddle Aeronautical University 2004. Geoff Hyland has been a licensed real estate agent and REALTOR® since 2005 and lived in Prescott, AZ since fall of 2000. Geoff takes great pride in the fact that he has been able to grow this team and business on average 20% per year. Strong work ethic, high goal setting, and great personal motivation have all contributed to overall success of Geoff's personal achievements as well as the team. Geoff has finished as top agent in our area for 9 years running now ranked against some 2200 of his peers in the Prescott area real estate market. You will not find more attention to detail and higher integrity than with working with Geoff Hyland and his team of professionals.

✉ geoff@prescottareaproperty.com



CHELLY HERREN, REALTOR® **Team Success Manager**

Chelly has been with the Team for going on 9 years and leads our Sales Associates. Her career in real estate sales and management has offered her many opportunities from both selling and listing resale homes and land, to representing builders and working in operations and sales management roles for both brokerages and teams. As the Success Manager for the team, Chelly's role is to ensure the success of our agents, while also ensuring our mission of legendary client experience is upheld. Anticipatory service is our team's focus. We like to solve your real estate problems before you even know you have them!

✉ chelly@prescottareaproperty.com



WENDY VOSS, REALTOR® **Director of Client Experience**

Wendy grew up in Minnesota and relocated to Prescott in 2009 to live where it is sunny all year round. She has been with THE HYLAND GROUP Director of Operations for over four years. Responsive, insightful, and dedicated to getting the right results, she is a key contributor to making sure your real estate experience is positive and productive. As a client, you'll appreciate her warm personality, strong work ethic, attention to detail, and excellent customer service skills..

✉ wendy@prescottareaproperty.com



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MEET OUR CLIENT CARE TEAM



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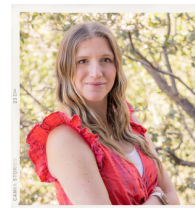
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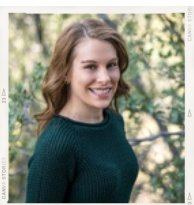
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THE BUYING PROCESS



Make an offer:

Your real estate professional should be an expert in the area where you want to live and be familiar with the type of home you want to buy. Your Hyland agent has experience in your neighborhood and can offer the best advice on homes in your range.



Get prequalified:

Your Lender will look at your income, credit scores and revolving debts, as well as the type of loan you choose. Another factor that impacts how much you can buy is your down payment; smaller down payments mean higher monthly payments. The interest rate and terms (30-year or 15-year fixed or adjustable rate) will determine what you can afford in monthly payments. If you are paying cash, your agent will advise you regarding a proof of funds statement.



Make your wish list:

Decide where you want to live and how many bedrooms and baths you'll need. Also consider what type of space, privacy, yard maintenance and exterior you would prefer.



View Properties:

No home is perfect, so don't let minor flaws influence you. Think long-term. Which home best suits the activities and needs of your household now and in the years ahead? Don't buy more than you need or can comfortably afford.



Select a Hyland Agent:

Your offer depends on the current market. If a home has been on the market a long time, there may be room to negotiate, but if it's recently on the market, the seller is unlikely to accept a lower offer. Ask your real estate agent for advice.



Get an inspection:

We recommend a home, termite and well inspection (when applicable). A home inspection provides a professional third party opinion on the home's condition. The inspector will point out the age of systems and large and small repairs that are needed, so you'll know what you are facing as the next owner.



Get an appraisal:

The bank appraisal determines market value. If the home doesn't appraise for the purchase price, the bank will refuse to issue the loan unless you renegotiate with the seller. If it appraises, the lender will move toward closing.



You're ready to move into your new home.

CREATING A WISH LIST

Make a list of must-have features so you can narrow your home search. A front porch, a two-car garage, hardwood floors, and an eat-in kitchen can all add to the enjoyment of your home. Just as important is how your home is designed. The number of bedrooms and baths should suit your household members, and the layout should suit your lifestyle. If you like to entertain, you should have plenty of dining space and storage for dishes and cookware. If you frequently work at home, you'll need a home office or at least a quiet designated workspace. Make sure the home you choose allows room for your family to grow or shrink as needed.

After you talk to your lender and determine how much of a loan you qualify for, talk with your Hyland agent about the home you have in mind. With professional guidance, you should be able to find and buy the home of your dreams, where you'll be happy for a long time to come.



List of Wants and Needs

Price of home

- Style of home
- Neighborhood
- Views
- Near work
- Near schools
- Near shopping
- Near recreation areas
- Neighborhood covenants/restrictions
- Overall look/feel of house
- Number of stories
- Garage size
- Upgrades
- Number of bedrooms
- Number of bathrooms
- Closet/storage space
- Type of heat
- Fireplace
- Eat-in kitchen
- Master bedroom
- Office
- Finished basement
- Large backyard
- Landscaping
- Guest quarters

UNDERSTANDING YOUR BUDGET

Before starting your home search process, it is important to evaluate your financial situation, confirm your budget and familiarize yourself with mortgage options.

AFFORDABILITY

Your monthly payments should be comfortable for you to handle, in relationship to your total obligations - about 28% of gross monthly income. Your house payment and your debts should not exceed 36% of your income, including revolving credit, student loans and child support. You should also be in the correct loan for your needs. A fixed rate is more expensive, but offers more protection than an adjustable rate mortgage that can reset to a higher amount, making your monthly payments higher.

Working with your real estate agent and your lender, you will evaluate:

- How much financing you can qualify for
- Your credit history and credit score
- How much you will need for a down payment
- Items included in your mortgage payment
- Possible financing choices
- Current interest rates

In addition to the mortgage payment, additional costs to take into account when determining your budget include:

- Monthly HOA Payments (if applicable)
- Property taxes
- Insurance
- Utilities
- Commuting costs

MORTGAGE LOAN CHECKLIST

- ☐ Bank Statements (all pages even if blank)
Last two months from all accounts
- ☐ Retirement
Last two months of retirement/pension, 401K and social security 1099 statements
- ☐ Pay Stubs
Last 30 days
- ☐ Tax Returns
Last two years of 1040 federal tax return, last two years of federal corporate and/or partnership tax returns (if self-employed), last two years of W-2 forms
- ☐ Valid I.D. copy
Driver's license, social security card, passport
- ☐ Earnest Money
Copy of earnest money check deposit
- ☐ Award letters (if applicable)
For retirement/pension income, social security, disability income
- ☐ Divorce (if applicable)
Decree and separation agreement
- ☐ Mortgage Statements (if applicable)
- ☐ Property tax bills and homeowners insurance statements for all real estate owned
- ☐ Bankruptcy (if applicable)
Petition and Discharge

PREPARING AN OFFER

Once the right home has been found, your Hyland agent will confer with you to prepare an offer to purchase. The details of the offer typically include:

- The price you are offering to pay for the home
- Inclusions - items you identify as included in the sale such as appliances, lighting fixtures, and window coverings
- Amount of your earnest money deposit
- Closing date
- Contingencies upon which the contract becomes final – such as satisfactory inspection and financing approval

Buyers should be aware that the offer is a binding, legal document and indicates a serious intent to purchase. While there are safeguards that are built in for the buyer, when you decide to make an offer on a home, you

must be ready to buy. Your offer may be accepted right away, or there may be negotiations. Once the offer has been submitted, the seller can respond by accepting or rejecting your offer, or by countering your offer with a different price, closing date, or other terms. The process of negotiation will continue until both parties agree or decide that an agreement will not be reached. Your Hyland agent will provide you with guidance and expertise in the negotiation process. Once the terms are agreeable, both the buyer and the seller sign the completed contract, which is then considered a purchase agreement and your earnest money will be sent to the escrow agent's office. The earnest money deposit is an important part of the home buying process. It shows the seller that you are a committed buyer. These deposited funds will be applied to your down payment at closing.

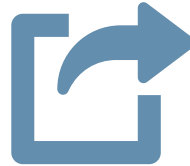


CLOSING ON THE HOME

As closing day nears, your Hyland agent will monitor the progress with your lender to avoid last-minute issues that could arise. You can expect to be in regular communication with your escrow/title company, lender, and agent throughout the process.

CLOSING FEES:

Your lender will provide you with a loan estimate at the beginning of the loan process and a closing disclosure at the end. Closing costs will include items such as lender fee, title company fee, and transaction recording fee. Additional fees can include, but are not limited to, prepaid taxes and homeowners insurance. Closing costs vary by lender, so we always suggest getting an estimate from your lender.



On the day of closing:

A final walkthrough with your agent on the days leading up to closing gives you the opportunity to confirm that the house is in the same condition that it was when the contract was signed. It will also give you the opportunity to confirm that all repairs or modifications agreed to be done by the sellers have been completed.



Bring a current photo ID.



Your lender will be in contact with you prior to closing with final figures. Bring a cashiers check/electronic transfer as specified by the title company for the amount due made payable to the title company.

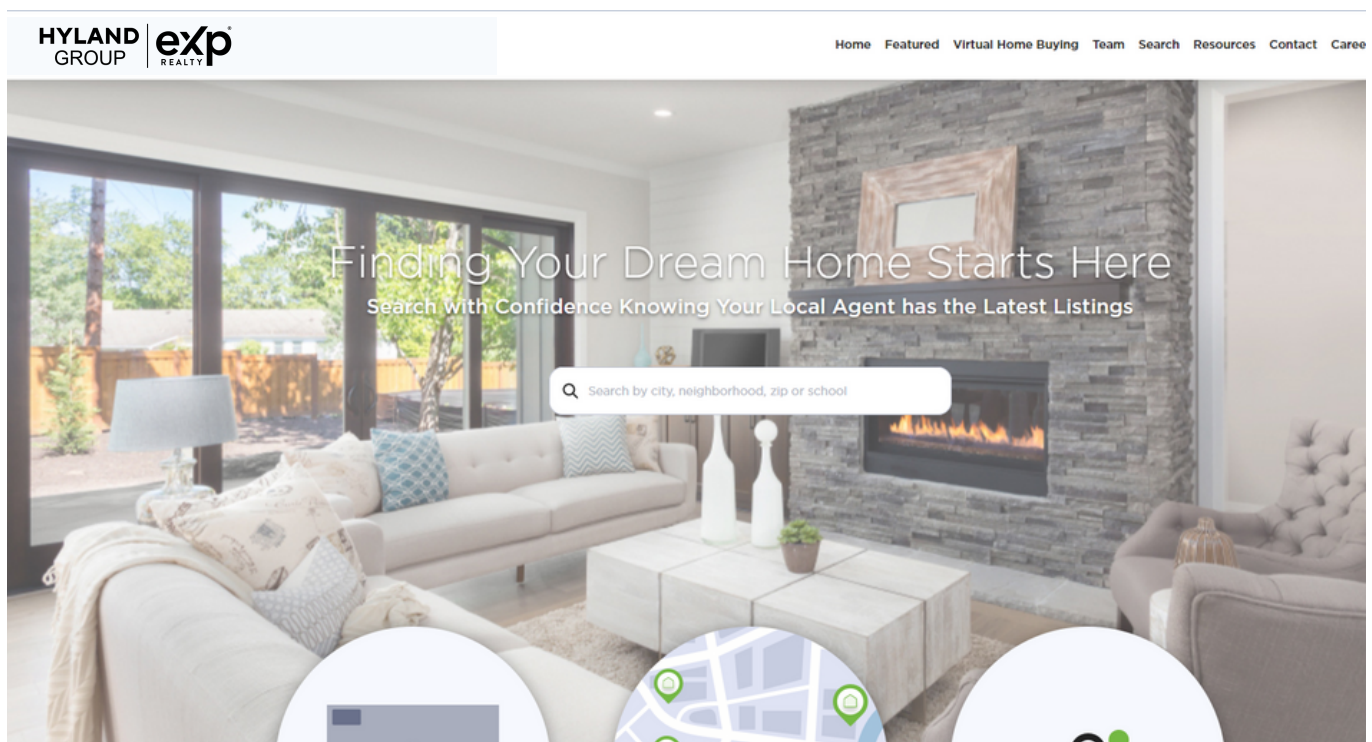


At the closing you will verify and sign all paperwork to complete the transaction and pay all required closing costs and fees. At the conclusion of the closing, legal property ownership is recorded with the county, you legally take possession and are given the keys.

HOME SEARCH ONLINE

PrescottAreaProperty.com is a comprehensive real estate destination that delivers highly detailed property information to prospective buyers. Our website makes it simple to find properties that are currently listed and check out all the additional resources that we have provided for you.

Register and begin receiving email messages when properties that fit your criteria come onto the market. Mark homes you like as favorites and email information about properties to your family and friends.



When working with your Hyland agent, you will receive property updates of homes on the market that meet your criteria. Your agent will provide tours of homes that match your needs, assist you in evaluating the pros and cons of homes you are interested in, and provide insight on recent comparable sales so you have the information you need to place an offer.



Buyer Battle Plan

"Every battle is won before it's ever fought" - Sun Tzu

You will work directly with your Hyland agent to come up with a battle plan specific to your situation in order to help your offer get accepted. In this market you need an agent with REAL and TESTED plan for getting your offer accepted. Below is an always evolving list of the strategies we are employing to get our offers accepted over other buyer's offers.

- ☐ Get prequalified for a cash offer using THE HYLAND GROUP Cash-Offer Program
- ☐ If you don't qualify get fully pre-approved and waived your financing contingency
- ☐ \$_____ per day penalty for late closed
- ☐ Be prepared to offer \$_____ over the asking price and set your search max up accordingly.
- ☐ Remember to factor in what that cost is per month. Your interest rate is approx. ____ % so every \$10,000 costs you \$_____ per month.
- ☐ Escalation clause of \$_____ with _____ limit.
- ☐ Earnest money \$_____ this is the money at risk. Make this enough to hurt but not kill you if lost it.
- ☐ Earnest money will go hard after _____ days (or _____ % goes hard)
- ☐ Your biggest risk here is low appraisal and loan denial. Discuss these risks and how to instigate them with your agent.
- ☐ Some release this right away! Right for you?
- ☐ If not making EM hard after a short of days are you willing to waive the loan contingency?
- ☐ Inspection period _____ days
- ☐ Closing date will be ____ days (ideally you are flexible and we can offer to do whatever the seller wants)
- ☐ Free rent back for ____ days if the seller wants it
- ☐ As is?

Just a few examples of what we are experiencing in the field right now:



Google "THE HYLAND GROUP" to see hundreds more testimonies just like these



“

I was very happy with Geoff's performance and communication skills. Every owner wants to think they are the only client and want to be treated as such. Geoff was one of those realtors. I know he was very busy but he always took the time to answer my calls and update me on things. I have dealt with other realtors in Prescott Valley and i cannot say the same for those realtors. If anyone is looking for a great realtor, call Geoff.

”

“

I interviewed a handful of agents before crossing paths with Geoff. I was impressed by them for various reasons but Geoff brought the whole package to the table. I don't live or work in Prescott, and have a very busy work schedule so it was a perfect fit. I felt completely comfortable with him and his team, their expertise, preparing, planning, executing. They were always on point, friendly and professional. Geoff has a solid handle on the market and when I strayed from his advice he was patient and let me call the shots. I learned real quick to follow his gut and experience, he knows what's in the mind of the contemporary buyer and what the current market will bare.

”

“

Geoff does his homework! As a retired teacher, I can certainly appreciate that. When it came to marketing my Prescott home, he had the knowledge and expertise to get it done. Geoff helped me overcome any obstacles that I faced so that the listing could "go live" in a timely manner and the sale could go smoothly. How surprised, amazed and delighted I was when after less than two full days, Geoff informed me that we had an offer, full price no less. I will be forever grateful to Geoff and his staff and would highly recommend them to anyone looking for an agency to masterfully expedite a real estate transaction. By the way, I am a repeat customer. That says a lot!

”

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