

THE  
**E:EXPERIENCE**  
*Real Estate*



# Buyer Guide

# OUR TEAM APPROACH

Our dedicated team is here to help you find and buy your ideal home. Our team prioritizes your needs, showing properties at your convenience.

Once you find that perfect property, we make the process smooth by offering professional moving services, discounts on brand new furniture and accessories, and insurance options.

Whether it's your first home, an upgrade, or a move to a new location, we provide support every step of the way -- even after closing. Plus, you can always reach a team member for immediate help, even if your agent is unavailable, by calling or texting (605) 940-5544.

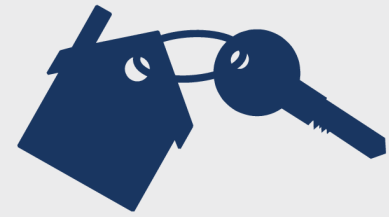
If there's a home for sale, we're ready to show it to you!

*We used The Experience for renting, moving, buying a house, and insurance. Everything was a great experience and got us good results. We will use The Experience again in the future no doubt.*

*-Joe*

# BUYING WITH *The Experience* HAS IT'S PERKS!

## *Buyer Benefits*



We want to make your home buying experience the very best. We focus on making your home ownership dreams come true by providing convenient, complementary and affordable services and products along the way.



### **Moving Made Easy**

Our clients save 30% on moving services! The Experience Movers will streamline your local move from your old house to your new home.



### **Affordable Insurance**

Work with The Experience Insurance to shop multiple carriers for your home, autos, motorcycles, campers and more!



### **Competitive Offers & Financing Options**

Give your offer a competitive edge by offering CASH! OR use our alternative financing program that allows you to lock in below market payments for up to 5 years.



### **New to town?**

For those undergoing a relocation and seeking the perfect location, The Experience Rentals has month to month options available, allowing ample time to find the ideal fit.



### **Custom Home Building**

Not finding the home of your dreams? Don't worry, we can help you build it! Work with The Experience Builders on a home that fits your family perfectly.



### **Stylish Furniture & Accessories**

Our clients get access to significantly discounted, brand new furniture and accessories through The Experience Furniture.

# 10 DON'TS WHEN BUYING A HOUSE

- 1 Don't change jobs, become self employed or quit your job
- 2 Don't stop paying your rent or current mortgage
- 3 Don't originate any inquiries on your credit
- 4 Don't buy furniture on credit
- 5 Don't buy a car, truck, or van with credit
- 6 Don't co-sign on a loan for anyone
- 7 Don't use credit cards excessively or let your accounts fall behind
- 8 Don't make large cash deposits without first checking with your loan officer  
*(This includes Venmo, CashApp, etc.)*
- 9 Don't omit debts or liabilities from your loan application
- 10 Don't change bank accounts or transfer funds back and forth between accounts



# HOME BUYER'S ROADMAP

1

## FINANCING

Determine what you can afford, get a credit check & pre-approved for a loan

2

## FIND A REALTOR®

Find a great agent that you're comfortable working with

3

## TOUR HOMES

Set up your search & start touring homes that fit your criteria

6

## INSPECTIONS

Schedule inspections & plan to attend

5

## NEGOTIATE

Earnest money (~\$1,000 - \$5,000)  
Inspections (~\$400-\$1,000)  
*Prepare to pay upon accepted offer*

4

## MAKE AN OFFER

Write your offer & negotiate with the seller

7

## INSURANCE

A licensed agent ensures optimal coverage & pricing

8

## PRE-CLOSING

Schedule move, transfer utilities & final walk through

9

## CLOSING

Close at title company & get your keys

10

## POST-CLOSING

Update address, change locks & schedule immediate repairs

*DISCLAIMER: Use this roadmap as a quick overview of the buying process. If you have any questions, please reach out to your REALTOR®!*

# MEET THE TEAM



**Kory Davis**

Broker/CEO  
(605) 940-5544

My commitment to growth and client satisfaction continues to be the driving force behind our success and expansion.

---



**Deana Olson**

Transaction Coordinator  
(605) 405-3132

Deana partners with agents to help oversee the transaction process, ensuring each sale is moving smoothly towards closing.

---



**Dawn DeLange**

Insurance Agent  
(605) 201-3399

Work with Dawn to shop multiple carries for the most competitive insurance rates for your home, auto, motorcycles, campers and more!



## **Tiffany Hohn**

Accountant  
(605) 405-3140

Meet our meticulous, detail-oriented accountant! She has had several roles at The Experience over the years and is our go-to expert for almost anything.

---



## **Shelby Mellilo**

Warehouse Manager  
(605) 405-3136

When you choose our moving or furniture delivery services, contact one of our favorite guys from our top-notch professional moving crew.

---



## **Krisha Ashby**

Licensed Property Manager  
(605) 405-3137

Interested in real estate investing? Consider The Experience Rentals! We provide full-service property management and treat your property as if it were our own!

---



## **Kelsey Anderson**

Assistant Property Manager  
(605) 405-3133

Looking to rent before you buy? Our rentals team has month-to-month options available, allowing ample time to find your ideal property.

# 01

## FINANCING

### GET PRE-APPROVED WITH A LENDER

A qualified mortgage professional can help you understand how much house you can afford and what loan program makes the most sense for your situation.



### LOAN TYPES

- Conventional
  - Fixed-Rate
  - Adjustable Rate
- FHA/FHA 203k
- VA
- Construction

### FACTORS THAT INFLUENCE WHAT YOU CAN AFFORD

- How much money you have for a down payment
- Your debt-to-income ratio
- Current interest rates

Don't forget to ask your lender about ways to save money on your mortgage with programs for first-time home buyers, down payment assistance or assistance with closing costs!

# COSTS

## PREPARE FOR OTHER COSTS ASSOCIATED TO YOUR PURCHASE



### CLOSING COSTS

This can include loan origination fees, title insurance, surveys, taxes, and credit report charges.

Typically, closing costs range from 2% - 5% of the property's purchase price.



### INSPECTION & APPRAISAL FEES

These are often necessary to assess the value and condition of the home you want to purchase.

You as the homebuyer will order the inspection with a licensed inspector of your choosing. Whereas the appraisal is typically ordered by your lender.



### PROPERTY TAXES & INSURANCE

You may need to pay a portion of the property taxes upfront.

If your downpayment is less than 20% you might need to pay mortgage insurance. And homeowners insurance will be required by most lenders before closing.



### OTHER COSTS

Other expenses to consider are HOA fees, moving expenses, utility service fees, home repairs or upgrades, and furniture and accessories.

# 02

## FIND A REALTOR®

### CONSIDER AN 'EXPERIENCE' AGENT

Using a REALTOR® to purchase a property offers several benefits and is especially valuable for first-time home buyers and those unfamiliar with the local market.

### INDUSTRY KNOWLEDGE

Our agents have in-depth knowledge of the real estate market and expertise in how market conditions impact your search and ultimate purchase of your perfect home.

### PROFESSIONAL EXPERIENCE

REALTORS® guide you through the buying process from searching for homes to closing the transaction. They have access to comprehensive listings, including some not publicly available, and can leverage their professional networks to your benefit! They are knowledgeable about the legal and regulatory aspects and take care of all the paperwork.

### SMART NEGOTIATING

Our agents are skilled negotiators and help you get the best deal on your home. Our REALTORS® represent you and your interests in the transaction, always.

### CUSTOMER SERVICE

We are dedicated to helping solve any problems that may arise throughout the process--one of the many perks of working with our experienced team!

# TOUR HOMES

## NOW, THE FUN PART!

Before starting the search and touring of homes, be sure to spend time outlining the 'must have' aspects of your new property in addition to any 'deal breakers.' Be sure to share this with your agent.

## TOURING TIPS

- Check back on your needs and wants list often so your path stays true. Take notes and photos to remember your likes and dislikes.
- Pay attention to features of the property that are fixed, such as the neighborhood, the lot size, noise levels, and the orientation of the home. Don't pay too much attention to the colors of the walls or the furniture.
- Be sure to check things like light switches, water fixtures, and appliances to make sure everything works.
- Keep comments to yourself while touring! With the growing popularity of security systems, sellers can easily tune in to candid reactions. Silence gives you negotiating power.



# 04

## MAKE AN OFFER

There are many factors that ultimately determine the market value of a property. Your agent will help you create a competitive offer you are comfortable with.

### YOUR OFFER WILL INCLUDE

- Offer Price: The amount you are willing to pay for the property.
- Earnest Money: A deposit showing your commitment to the purchase.
- Contingencies: Conditions that must be met for the deal to proceed, such as financing, home inspections and/or sale of your current home.
- Closing Date: The proposed date for finalizing the transaction.
- Closing Costs: Details on who will pay which closing costs.
- Inclusions/Exclusions: Any specific items you want included (or not) in the sale.
- Home Warranty: Request for the seller to provide a home warranty.
- Title Company: The proposed company to handle the closing and title transfer.
- Duration of Offer: The time frame during which the seller must respond.

### COULD THERE BE MULTIPLE OFFERS?

Typically, the lower the interest rates, the more competitive the real estate market. The more competition there is for a home, the more aggressive the offer will need to be in order to secure the property. This could include limiting the number of contingencies or offering above (sometimes significantly above) asking price.

Don't worry! Your agent will help you understand the market nuances and comparable sales in order to craft the best offer for you.

After you and your agent have submitted your offer, be prepared to receive a counter offer. Don't worry, this is common.

Your agent will negotiate on your behalf to ensure you are getting a fair deal. Remember, negotiations can encompass so much more than just price. Talk to your agent about what is most important to you.

## POINTS OF NEGOTIATION

- Sale Price: The most obvious point.
- Closing Costs: Who covers these costs can be negotiated.
- Closing Date: Aligning with the buyer's or seller's timeline.
- Home Repairs: Based on inspections, requesting repairs or price reduction.
- Home Warranty: Asking the seller to provide a warranty for appliances or systems.\*
- Contingencies: Including financing, home inspection, or sale of current home.
- Inclusions and Exclusions: Negotiating which fixtures or personal property are included in the sale.
- Earnest Money: The amount and conditions for the deposit.
- Leaseback: If the seller needs to stay in the property after closing.
- Special Assessments and HOA fees: Who will pay any pending assessments.

\*Home warranties are service contracts that cover the repair or replacement of major home systems and appliances that break over time. This protects you from unexpected costs that would not be covered by your homeowners insurance. Warranties can typically be purchased or negotiated with a seller.

# NEGOTIATE



05

# 06

## INSPECTIONS

### HIGHLY RECOMMENDED

An inspection is intended to report on major damage or serious problems which require repair.

We highly recommend having a professional home inspector conduct a thorough inspection.

Your home cannot “pass or fail” an inspection. The inspector’s job is to make you aware of repairs that are recommended or necessary.

**Be prepared to pay for the inspection at the time of service.**



*Be sure to ask what is all included in your inspection. Some items are special requests or additional costs.*

## INSPECTIONS CAN INCLUDE

- General structure
- Foundation
- Roof and attic
- Plumbing
- Electrical
- Heating & A/C
- Appliances
- Radon
- Pest Infestations
- Mold

The seller may be willing to negotiate completion of repairs or a credit for completion of repairs.

You may decide that the home will take too much work and money and rescind the offer during the inspection period.

Your inspection is a contingency to the purchase contract with the specific time frame documented in the purchase agreement.

A typical inspection period is 10-14 days.



# 07

## INSURANCE

### CONSIDER AN 'EXPERIENCE' AGENT

Using a licensed insurance agent offers several benefits including making sure you have the right coverage for the best price.

#### PROFESSIONAL EXPERTISE

Licensed insurance agents have extensive knowledge about different types of home insurance policies and coverage options. They are familiar with the state and local regulations, ensuring your policy is compliant.

#### COMPARISON SHOPPING

Agents can compare policies and coverage from multiple insurers to find the best coverage at a competitive price. They regularly review your policy to ensure it still meets your needs, especially after major life changes.

#### PERSONALIZED SERVICE

We pride ourselves on providing personalized advice based on your specific needs and circumstances.

THE  
**EXPERIENCE**  
*Insurance*

Dawn DeLange, Licensed Insurance Agent  
(605) 201-3399 | Dawn@TheExperience.com



## THE FINAL DETAILS

In the days leading up to closing, make sure the following items are complete:

- Send any remaining documents to the lender.
- Transfer all utilities into your name.
- Ensure the appraisal is completed and there are no issues with your financing.
- Review your closing and settlement documents.
- Complete your final walk through of the property.

## WORKING WITH THE TITLE COMPANY

Closing at a title company provides advantages to all parties involved in the process. The title company:

- Manages all parties in the transaction.
- Ensures processes and procedures are followed.
- Helps resolve any problems that may arise.
- Ensures you close on time.
- Transfers property ownership to you.

**PRE-CLOSING**

08

# SCHEDULE MOVE

LET US HELP YOU!

As a special thank you for being a client of The Experience, you are eligible for discounted moving services!

THE  
**EXPERIENCE**  
*Movers*

**30% OFF**  
**PROFESSIONAL**  
**MOVING SERVICES**

*\*Local moves only*



Making your move easy is more affordable than you think. Call us today for a free estimate!

**(605) 940-5544**

# 09

## CLOSING

### WHAT TO EXPECT

Closing will happen at the title company. This is the final step in purchasing your home.

### WHO WILL BE THERE?

- You, the buyer(s)
- Seller(s)
- Your real estate agent
- Listing real estate agent
- Closer, the party representing the title company
- Mortgage lender

### Reminder!

- Bring one government issued ID.
- Bring a cashier's check/certified check made payable to the title company for your cash to close.



### WHAT IS EXPECTED OF YOU

If financing the property, your lender will require you to sign a document called a promissory note, as evidence that you are personally responsible for repaying the loan. You will also sign all title and deed documents naming you as the official homeowner!

# COMMISSION

## HOW DOES IT WORK?

Commissions are fees paid to the real estate agents for their services. They are typically a percentage of the sale price of the property. Commission rates are not fixed by law.

## WHAT IS AN ESCROW ACCOUNT?

An escrow account is a neutral depository held by your lender for funds that will be used to pay expenses incurred for the property, such as property taxes, assessments, homeowners insurance, or mortgage insurance premiums which will be due in the future. You will pay one-twelfth of the annual amount of these bills each month with your regular mortgage payment. When the bills are due, the lender pays them from the escrow account.

At closing, it may be necessary to pay enough into the account to cover these prepaid expenses for several months so that funds will be available to pay the bills as they come due. These are part of your closing costs.

# POST-CLOSING

## CHECKLISTS & MAINTENANCE

Congratulations! You've closed on your new home! Now it is time to make it your own. Here is a list of helpful to-do's to get you started on the right foot.

### TO DOs

- Update your address with important parties.
- Change the locks.
- Schedule any immediate repairs needed and set up a monthly home maintenance schedule.
- Organize and store all important home documents.
- Introduce yourself to your new neighbors!



## *Discounts Available!*

Ask us about significant client discounts on brand new furniture and accessories for your space.

# REAL ESTATE TERMS

## PRE-APPROVAL

A pre-approval is a preliminary evaluation conducted by the lender to show that the buyer has the funds to purchase up to a certain amount. This is necessary to obtain before you find a home you're ready to put an offer on.

## OFFER

An agreement between a buyer and a seller to purchase a piece of real estate. This is sometimes referred to as a purchase contract.

## CONTINGENCY

When an offer is accepted by the seller, but there are certain conditions that must be met before the sale is final.

## CLOSING COSTS

The fees that are paid at the end of the purchase by either the buyer, seller or both. These include taxes, insurance and lender expenses.

## EARNEST MONEY

Also known as "good faith" money, this is money put up by the buyer into a trust or escrow account. This action shows the buyer is serious about purchasing the home.

## TITLE SEARCH

A title search proves that the property is, in fact, owned by the seller. You can also purchase title insurance to make sure that no issues arise later.

## APPRAISAL

The appraisal is the value given to a property based on comparable properties that have recently sold. This is typically required by the lender in order to decide if the requested loan amount is in alignment with the value of the property.

## HOME INSPECTION

An inspection is a professional examination of the property's condition.

## DISCLOSURES

All sellers are required to fill out a property disclosure stating what they know about the property - good or bad.

## CLOSING

This is the final step of your real estate transaction. At closing the funds from the buyer are provided to the seller and the buyer receives the keys. This process typically takes an hour.



# HOME TOUR CHECKLIST

PROPERTY ADDRESS: \_\_\_\_\_

DATE VISITED: \_\_\_\_\_ PRICE: \_\_\_\_\_ YEAR BUILT: \_\_\_\_\_

BEDROOMS: \_\_\_\_\_ BATHROOMS: \_\_\_\_\_ SQUARE FEET: \_\_\_\_\_

LOT SIZE: \_\_\_\_\_ SCHOOL DISTRICT: \_\_\_\_\_

## CURB APPEAL

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## INTERIOR

1

DISLIKE

2

3

NEUTRAL

4

5

LOVE

## EXTERIOR

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## PRICE

1

DISLIKE

2

3

NEUTRAL

4

5

LOVE

## LOCATION

1

DISLIKE

2

NEUTRAL

3

4

5

LOVE

## NEIGHBORHOOD

1

DISLIKE

2

3

NEUTRAL

4

5

LOVE

ADDITIONAL COMMENTS: \_\_\_\_\_

---

---

---

---

# HOME TOUR CHECKLIST

PROPERTY ADDRESS: \_\_\_\_\_

DATE VISITED: \_\_\_\_\_ PRICE: \_\_\_\_\_ YEAR BUILT: \_\_\_\_\_

BEDROOMS: \_\_\_\_\_ BATHROOMS: \_\_\_\_\_ SQUARE FEET: \_\_\_\_\_

LOT SIZE: \_\_\_\_\_ SCHOOL DISTRICT: \_\_\_\_\_

## CURB APPEAL

1  2  3  4  5

DISLIKE NEUTRAL LOVE

## INTERIOR

1  2  3  4  5

DISLIKE NEUTRAL LOVE

## EXTERIOR

1  2  3  4  5

DISLIKE NEUTRAL LOVE

## PRICE

1  2  3  4  5

DISLIKE NEUTRAL LOVE

## LOCATION

1  2  3  4  5

DISLIKE NEUTRAL LOVE

## NEIGHBORHOOD

1  2  3  4  5

DISLIKE NEUTRAL LOVE

ADDITIONAL COMMENTS: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# HOME TOUR CHECKLIST

PROPERTY ADDRESS: \_\_\_\_\_

DATE VISITED: \_\_\_\_\_ PRICE: \_\_\_\_\_ YEAR BUILT: \_\_\_\_\_

BEDROOMS: \_\_\_\_\_ BATHROOMS: \_\_\_\_\_ SQUARE FEET: \_\_\_\_\_

LOT SIZE: \_\_\_\_\_ SCHOOL DISTRICT: \_\_\_\_\_

## CURB APPEAL



DISLIKE

NEUTRAL

LOVE

## INTERIOR



DISLIKE

NEUTRAL

LOVE

## EXTERIOR



DISLIKE

NEUTRAL

LOVE

## PRICE



DISLIKE

NEUTRAL

LOVE

## LOCATION



DISLIKE

NEUTRAL

LOVE

## NEIGHBORHOOD



DISLIKE

NEUTRAL

LOVE

ADDITIONAL COMMENTS: \_\_\_\_\_

---

---

---

---

# HOME TOUR CHECKLIST

PROPERTY ADDRESS: \_\_\_\_\_

DATE VISITED: \_\_\_\_\_ PRICE: \_\_\_\_\_ YEAR BUILT: \_\_\_\_\_

BEDROOMS: \_\_\_\_\_ BATHROOMS: \_\_\_\_\_ SQUARE FEET: \_\_\_\_\_

LOT SIZE: \_\_\_\_\_ SCHOOL DISTRICT: \_\_\_\_\_

## CURB APPEAL



DISLIKE

NEUTRAL

LOVE

## INTERIOR



DISLIKE

NEUTRAL

LOVE

## EXTERIOR



DISLIKE

NEUTRAL

LOVE

## PRICE



DISLIKE

NEUTRAL

LOVE

## LOCATION



DISLIKE

NEUTRAL

LOVE

## NEIGHBORHOOD



DISLIKE

NEUTRAL

LOVE

ADDITIONAL COMMENTS: \_\_\_\_\_

---

---

---

---

Voted one of  
*The Best!*



THE  
**EXPERIENCE**  
*Real Estate*

(605) 940-5544  
[www.TheExperience.com](http://www.TheExperience.com)

27210 Huck Finn Circle  
Harrisburg, SD 57032

