

HOME PURCHASING CONSULTATION



PROFESSIONAL PROFILE



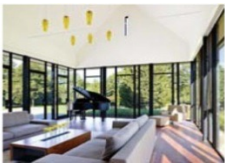
Mike Nichols
Exp Realty



Born and raised in the Sacramento area, Mike has a deep knowledge of our unique areas and the best neighborhoods, ensuring him as your trusted resource for home selling, buying, and investing needs. In his market center, Mike has been in the top 5 realtors with properties sold and overall sales volume. He has received the prestigious 2015 and 2016 Masters Club Award and is a leader in our area with marketing and technology. Mike Nichols utilizes innovative marketing strategies no one else in our area is using. By staying ahead of the game with unique systems and technologies, combined with his determined work ethic, he will ensure a quality experience that delivers results for each client.

Direct: 916.804.9075
Email: mike@nichols-realty.com | Website: www.nichols-realty.com
Text "home search" to 31996 for my free app
CalBRE No. 01951587





Meet Your Team!



Kathy Sprague
916-968-5690
kathysprague.tc@gmail.com

Kelsey Bolstad
916-642-9075
kelsey@nichols-realty.com

Kathy Sprague:

Kathy is an experienced transaction coordinator with an extensive background in the real estate business. She has a wealth of knowledge with all aspects of real estate and is a valuable asset to the largest purchase you may make. She reviews and collects signatures on all documents, sets appointments, communicates with the listing agent and I to ensure this transaction goes as smoothly as possible. If at any time you have questions or concerns and are unable to reach me, please touch base with Kathy.

Kelsey Bolstad:

Kelsey is our head of first impressions and helps to direct all incoming communication. She also reviews and collects documents with signatures, sets appointments, communicates with the listing agent, escrow and your lender to ensure a smooth home buying process. If at any time you have questions or concerns and are unable to reach me, please touch base with Kelsey as well.

Your Lender:

Your lender is responsible for all loans, funding and financial information to help you feel comfortable with the amount you are spending. If you have any concerns regarding costs, mortgage payments or your loan, the lender will be the best person to answer with accurate numbers.





Costs Of Buying A Home



The costs of buying a new home Deposit:

The initial amount you put to secure the home for our offer. This ranges from 1% to 3% and is reduced from your final down payment.

Inspections:

Home and pest inspections are important when buying a home. We want to find out everything we can that could be wrong with the home. Would you buy a car without test driving it or having a mechanic check it? These cost typically between \$300 - \$550.

Appraisal:

For all homes that are purchased via loan will require an appraisal to ensure that the home has value. These are done strictly for the lender and cost between \$400 - \$575.

Down Payment:

This will not be due until the end of escrow. These range from .5% to 40% depending on your loan type.

Closing Costs:

Closing costs are the fees (lender fees, transfer fees, escrow fees, homeowners insurance and taxes) that are needed to close and get keys for your new home. These range from 2.5%-3% of the purchase price of the home.





General Buying Information



Reasons why not to call the agent on the sign

The listing agent has a fiduciary duty to the seller by signing a contract with them first, you as a buyer are a second interest. If you went to court, would you use the other person's attorney? Of course not, you want an experienced agent working for you to get the best price and terms that is best suited for YOU, not all one sided for the seller!

New construction

I can negotiate better terms or upgrades in your new home that the builders often do not tell buyers because they have their best interest and profit in mind, and not yours. Between these and using different vendors for loan and title we can help save you time, money and headache.

Foreclosure/Bank-Owned Properties

Though many foreclosure homes are perceived as an excellent investment due to lower than average pricing, there are a few stipulations to consider. Many foreclosed homes are in a rough condition due to previous owners being forced out of their home. With this in mind, the properties are rarely left in "move-in" condition and are always sold as is with an extremely rare chance to have the home fixed prior to purchase. While typical escrows last 30-45 days, due to the complicated nature of the loans, these escrows take a minimum of 90-120 days to close and receive keys.





Contingencies



We have 3 different contingencies that remain in place until we remove them for our safety. These contingencies keep your deposit safe while we complete each set. If any of the items below do occur we will cancel and exit our current contract immediately. At this time you will be able to collect and keep your original deposit.

Inspections Contingency

If we have an inspection report come back with issues that we are not comfortable with or are not willing to proceed we can cancel the contract. We do have an opportunity to ask the seller to make the repairs, however this is only if you are comfortable with them being completed.

Appraisal Contingency

If the appraisal comes in over value, you do not pay an additional amount, we will remain at our original offer price. If the appraisal comes in below our offer price then we will negotiate with the seller to decrease our offer price. Sometimes we are unable to negotiate the amount we will need to cancel or come in with the different out of pocket.

Loan Contingency

If we run into an issue with financing before we close and are not able to obtain the loan we originally planned to, then we are able to cancel our contract.





The Home Selling Process



Initial Consultation:

- Define agency relationship
- Determine needs and wants
- Discuss financial qualifications



Loan Qualifications:

- Discuss financial resources
- Obtain pre-qualification letter
- Find out how much you are comfortable spending



Home Shopping:

- Tour properties that you consider an "ideal home" while learning about the current market values



Find "Ideal Home" & Make Offer:

- Discuss strategies with agent, make reasonable offer
- Review contract -Prepare Money deposit(s)



Present & Negotiate Offer:

- Let your Real Estate Agent negotiate & make the best offer based on market conditions



Open Escrow:

- Escrow officer will order Preliminary Title Report and send copies to Real Estate Agents & Lender -Deposit earnest money into escrow account

Submit Loan Application:

- Submit loan application to the lender with all necessary documents



Inspection & Disclosures:

- Buyer's approval of Transfer Disclosure Statement, Preliminary Title Report, CC&R's, HOA, etc. - Appraisal
- Home & Pest inspection
- Request for Repairs



Homeowner's Insurance:

- Select Insurance company & coverage then give insurance agent escrow information



Loan Commitment:

- Loan is approved & underwriting completed



Sign Documents:

- Loan documents will go to escrow/title company - Sign loan documents and closing statements



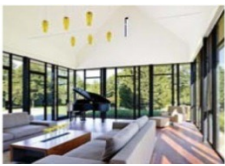
Loan Funding:

- Lender sends funds to escrow company Record/Transfer Title & Closure of



Escrow:

- Deed is recorded by County Recorder's Office -Get keys to your new home!



What I do for buyers



Results

- Aggressive offer strategies to ensure you get either the best deal or to have your offer accepted in a multiple offer situation
- Perform market evaluation and determine the best and most suitable homes for you.
- Area market reports.
- I can connect you with lenders who have financing options for buyers, including down payment assistance and low down payment programs
- I conduct “reverse prospecting” to pro-actively go after sellers looking to sell the specific type of property you are looking for
- Updates on searches daily so that you get the most up to date homes and do not miss any
- I use e-signing for all contracts and offers in order to get an offer submitted in under 15 minutes
- A complete referral network to help give you the best deal and any discounts when it comes to the maintenance and long term care of your new home





Things to be aware of



Top 10 things **NOT** to do when your loan is in process

- Don't buy a car
- Don't get married or divorced
- Don't change professions
- Don't start your own business
- Don't go on commission
- Don't buy ANYTHING! (Appliances, furniture, etc...)
- Don't shift money around
- Don't throw away documents
- Don't get lazy with monthly bills
- Don't go on vacation





MY WEBSITE AND APP



- What is important to you when searching?
- www.nichols-realty.com
- Save favorite properties
- Run specific searches
- Access your search and home buying resources from my app
- Download my free app by texting "home search" to 31996

	VERY USEFUL	SOMEWHAT USEFUL	NOT USEFUL	DID NOT USE / NOT AVAIL
PHOTOS	84%	14%	1%	1%
DETAILED INFORMATION ABOUT PROPERTIES FOR SALE	79	19	1	1
VIRTUAL TOURS	45	33	10	12
REAL ESTATE AGENT CONTACT INFORMATION	44	34	13	10
INTERACTIVE MAPS	41	34	11	15
NEIGHBORHOOD INFORMATION	34	44	12	9
PENDING SALES/CONTRACT STATUS	30	35	19	17
DETAILED INFORMATION ABOUT RECENTLY SOLD PROPERTIES	33	41	15	11
INFORMATION ABOUT UPCOMING OPEN HOUSES	20	31	25	24
VIDEOS	21	33	20	27
REAL ESTATE ARTICLES	8	26	29	37



SOURCE: National Association of Realtors



Testimonials



Please also see my other reviews on Zillow.com and Truila.com

★★★★★ Highly likely to recommend



04/23/2016 - [kayalon](#)

Sold a Single Family home in 2015 for approximately \$325K in Birdcage Heights, Citrus Heights, CA.

- Local knowledge: ★★★★★
- Process expertise: ★★★★★
- Responsiveness: ★★★★★
- Negotiation skills: ★★★★★

Mike is an attentive and aggressive agent, always on time, always keeping me updated on the progress or lack of on the sale of my home and the purchase of another one. Yes i used mike for both, market and sell my house, and act as my agent to purchase another one. it was pretty tough for him balancing all the balls, he had to jump through a few hoops, however he handled them immediately, and everything worked out in the end. I will be using Mike again in about a year and half, once again to sell my home and find me another one to purchase. [Less ^](#)

★★★★★ Highly likely to recommend



05/07/2016 - [Natalie Grand](#)

Bought a home in 2015 in Hidden Valley, Granite Bay, CA 95746.

- Local knowledge: ★★★★★
- Process expertise: ☆☆☆☆☆
- Responsiveness: ★★★★★
- Negotiation skills: ★★★★★

I found Mike off the internet originally, I was interviewing a few other agents at the time. Mike was the quickest, kindest and most logical agent out of the batch. So I gave him a try and our first real estate transaction and it was so smooth and he was very diligent with searches and opening homes, that later I used him to find me two more homes within a year. He was helpful with letting me show homes to prospective tenants or letting contractors in during escrow. A highly recommend! [Less ^](#)

