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JORDAN *DeCaro*

REAL ESTATE TEAM

# HOME BUYERS GUIDE

ETHAN KILICHOWSKI

REALTOR | LICENSED IN MN

JORDAN *DECARO* REAL ESTATE TEAM

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# meet OUR TEAM



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# meet YOUR AGENT

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Ethan is a dedicated real estate professional known for his straightforward, hardworking approach and commitment to excellence. With a strong emphasis on clear communication and a keen eye for detail, Ethan ensures his clients feel informed, confident, and supported at every stage of their real estate journey - whether buying, selling, or exploring new opportunities.

A proud Duluth native, Ethan brings invaluable insight into the local market and a deep appreciation for the area's unique charm. His strong community ties allow him to offer clients a truly local perspective. In addition to his residential expertise, Ethan is a certified commercial drone pilot with a talent for videography, giving him a distinct edge in real estate marketing. His ability to craft compelling visual content sets him apart in showcasing properties at their very best.

Ethan's combination of local knowledge, modern marketing tools, property management experience, and client-first mentality makes him a trusted guide in today's real estate market. Whether you're planning your next move or simply exploring your options, Ethan is ready to help - with professionalism, creativity, and care.

## Let's Connect

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**RE/MAX RESULTS**  
2516 LONDON RD  
DULUTH, MN 55812

## TEAM EXPERIENCE

**12 | Years Selling and  
Buying Real Estate**

**180 | Yearly Average  
Transactions**

**\$40 | Million Dollars in  
Sales Volume for 2024**

## SPECIALTIES

**Real Estate Sales, Seller  
Representation, Buyer  
Representation,  
Negotiation, Real  
Estate Investing**

# THE GREAT NORTH

Welcome to the Twin Ports! We share a harbor that is one of the most important ports on the Great Lakes. We have ample recreation opportunities and several popular events each year, including Grandma's Marathon, music festivals, a Fourth of July celebration, balloon festival, and more. We welcome hundreds of sailing vessels from around the world annually.

Our four seasons offer recreational adventure for all your outdoor interests. The twin ports is truly a place you can live, work and play.

## IN THE WATER



Boating  
Swimming  
Fishing

## ON THE TOWN



Shopping  
Dining  
Playing

## OFF THE PATH



Hiking  
Camping  
Sightseeing  
Biking





# LET'S FIND YOUR DREAM HOME!

WE'RE HERE TO GUIDE YOU THROUGH THE  
PROCESS, EVERY STEP OF THE WAY.

JORDAN [DECARO](#) REAL ESTATE TEAM



# THE HOME BUYING PROCESS

As your agent, I will guide you through each step of the home selling process.

## STEP 1: GETTING STARTED



### CHOOSE AN AGENT

- Consultation, Strategy, and Goal Exploration



### GET PRE-APPROVED

- Talk to a Mortgage Lender

*A loan officer will look at your finances and pre-approve a budget that works for you.*

## STEP 2: HOME SEARCH



### FIND YOUR HOME

- Search For Homes

*I will send listings that match your criteria directly to you.*



## STEP 3: OFFER & UNDER CONTRACT



### MAKE AN OFFER

- Discuss Offer Details  
*Together, we will build a competitive offer that works for you.*
- Submit Offer



### PURCHASE AGREEMENT

- Review & Sign Purchase Agreement



### HOME INSPECTION

- Licensed Inspector Examines the Property  
*The offer you submit will most likely be contingent upon inspection.*  
*Issues that arise during the inspection can be negotiated if need be.*



### HOME APPRAISAL

- Confirming the Lending Value  
*Most lenders require an appraisal before approving the purchase.*

## STEP 4: THE HOME-STRETCH



### TITLE COMMITMENT

- Title History Check
- Remove Contingencies  
*A title company will address/remove any roadblocks associated with a home's title.*



### FINAL DOCUMENTS TO LENDER

- Mortgage Company's Final Approval of Funds.



### CLOSING DAY

- Final Walk-Through has been Completed
- Sign Documents, Transfer Deed, and Disburse Funds.

# FIRST, GET PRE-APPROVED!

HOUSE SHOPPING IS AN EXCITING TIME!  
GET PRE-APPROVED FOR A LOAN FIRST SO  
YOU CAN BE READY TO MAKE AN OFFER  
WHEN YOU FIND A HOME YOU LOVE.

## PRE-QUALIFIED VS PRE-APPROVED

WHAT'S THE DIFFERENCE BETWEEN BEING PRE-  
QUALIFIED AND PRE-APPROVED?

### PRE-QUALIFIED

In order to be pre-qualified, a lender may or may not check your credit score and won't require documentation, only going off what you tell them.

This will give you an idea of what you could qualify for, but when you're serious about buying, you'll need to get pre-approved.

### PRE- APPROVED

To be pre-approved, the lender will pull your credit and ask you for documentation to verify your finances.

Before making an offer on a house, it is best to get pre-approved to show sellers your offer is serious and that a lender has already approved you for enough money to purchase the home.



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RE/MAX RESULTS

JORDAN *DeCaro*

REAL ESTATE TEAM

# FINANCIAL

# checklist

# FOR SUCCESS

## DETERMINE HOW MUCH HOME YOU CAN AFFORD

### DOWN PAYMENT

This is the major cash outlay in the home-buying process that's obvious to most buyers. It is usually expressed as a percentage of the purchase price of the property.

### LENDER REQUIRED CASH RESERVES

Cash reserves are liquid funds still available to you after your down payment and closing costs leave your account that can be used to cover your mortgage payments.

### EARNEST MONEY

Money you put down as a good-faith gesture that you're serious about buying a house. Typically 1-4% of the purchase price. While you wait to close on your home, the money is deposited into an escrow account with the seller's broker.

### CLOSING COSTS

Closing costs are fees associated with a mortgage, typically amounting to 2 percent to 5 percent of the loan principal.

# WHICH LOAN IS RIGHT FOR YOU?

## CONVENTIONAL LOAN

The most common type of home loan, which is offered through private lenders.

## FHA LOAN

Loans designed for those with high debt-to-income ratios and low credit scores, and most commonly issued to first-time homebuyers. Offered by FHA-approved lenders only and backed by the Federal Housing Administration.

## VA LOAN

Loans designated for veterans, spouses, and reservists, offered through private lenders and guaranteed by the U.S. Department of Veteran Affairs.

## USDA LOAN

Loans for homebuyers in designated rural areas, backed by the U.S. Department of Agriculture.

TYPE OF LOAN	DOWN PAYMENT	TERMS	MORTGAGE INSURANCE	MINIMUM CREDIT SCORE
CONVENTIONAL	3 - 20%	15-30 Years	On down payments under 20%	620
FHA	3.5 - 20%	15-30 Years	For 11 years or life of the loan	500
VA	None	15-30 Years	None	640
USDA	None	15-30 Years	None	640



# PREFERRED LENDERS

GET PRE-APPROVED



JEREMIAH RINDAHL

218.491.3547

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Regent Financial Group, Inc.

NMLS # 214766



JOSEPHINE RACE

218.461.7750

[josephine.race@resultshomemortgage.com](mailto:josephine.race@resultshomemortgage.com)

Results Home Mortgage

NMLS # 2433202



SARAH ZAHLER

763.370.6785

[szahler@summit-mortgage.com](mailto:szahler@summit-mortgage.com)

Summit Mortgage Corp.

NMLS #1122767



JASON WATT

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[jwatt@bell.bank](mailto:jwatt@bell.bank)

Bell Bank

NMLS #442414

A two-story house with a porch and a lawn. The house has light blue siding and a white porch with a railing. The lawn is green and there are some bushes in the foreground. The sky is blue with some clouds.

# FINDING YOUR DREAM HOME

CREATE A LIST OF WHAT YOU WANT IN YOUR NEW HOME. INCLUDE MUST HAVES AS WELL AS WHAT YOU WOULD LIKE TO HAVE BUT AREN'T DEAL BREAKERS.



# HOUSE WANTS & NEEDS LIST

Determine the features you are looking for in your ideal home and prioritize which items are most important to you. No house is perfect, but this will help us find the best match for you.

## TYPE OF HOME:

- ☐ Single Family Home    ☐ Townhouse    ☐ Condo

CONDITION OF HOME:

- ☐
- Move-In Ready
- ☐
- Some Work Needed is OK
- ☐
- Fixer Upper

DESIRED FEATURES:

(Circle)

\_\_\_ Bedrooms \_\_\_ Bathrooms \_\_\_ Car Garage Small or Large Yard

Ideal Square Footage:

Desired Location/Neighborhood/School District:

MUST HAVE

[illegible]

WOULD LIKE TO HAVE

[illegible]

# BUYER'S REPRESENTATION AGREEMENT

## What is Buyer's Representation Agreement?

A Buyer Representation Agreement is a legal document that formalizes your working relationship with a particular agent. Detailing services you are entitled to and what your buyer's rep expects from you in return. While the language used in the document is formal, homebuyers should view it as an important and helpful tool for clarifying expectations, developing mutual loyalty, and most importantly, elevating the services you will receive.

**RE/MAX RESULTS**

**BUYER REPRESENTATION AGREEMENT**

1. Date \_\_\_\_\_

2. Page 1 of \_\_\_\_\_

3. **DEFINITIONS:** Buyer is \_\_\_\_\_  
(e.g., individual(s), estate, trust, corporation, etc.)

4. Broker is \_\_\_\_\_  
(Real Estate Company Name)

5. Buyer gives Broker the exclusive right to locate and/or to assist in negotiations for the purchase of property at a price and with terms acceptable to Buyer.

6. to purchase ("Purchase") property at a price and with terms acceptable to Buyer.

7. \_\_\_\_\_, and ends at 11:59 P.M. on \_\_\_\_\_

8. This Contract terminates upon successful closing of a property or expiration or cancellation of the contract.

9. occurs first.

10. This Contract may only be canceled by written mutual agreement of the parties.

11. **BROKER'S OBLIGATION:** Broker shall make a reasonable effort to locate property and shall use professional knowledge and skills to assist in negotiations for the Purchase of property.

12. Buyer shall cooperate with Broker in finding a property to Purchase. After a property has been accepted by seller, Buyer is legally obligated to Purchase the property. If Buyer refuses to purchase the property, Buyer shall be responsible for the compensation due under this Contract.

13. imposed by law or dual agency. Broker shall comply with all applicable fair housing and non-discrimination laws.

14. **BUYER'S OBLIGATION:** Buyer shall work exclusively with Broker for the Purchase of property.

15. furnish to Broker accurate and relevant personal financial information to ascertain Buyer's ability to purchase the property.

16. if requested. Buyer shall cooperate with Broker in finding a property to Purchase. After a property has been accepted by seller, Buyer is legally obligated to Purchase the property. If Buyer refuses to purchase the property, Buyer shall be responsible for the compensation due under this Contract.

17. any reason other than the failure of seller to perform, subject to relevant contingencies, compensation due under this Contract.

18. **NOTICE: THE COMPENSATION FOR THE PURCHASE, LEASE, RENTAL OR MANAGEMENT OF REAL PROPERTY SHALL BE DETERMINED BETWEEN EACH INDIVIDUAL BROKER AND CLIENT.**

19. **BROKER'S COMPENSATION:** (Fill in all blanks.)

20. If Buyer, or any other person acting on Buyer's behalf, agrees to Purchase any property during the term of this contract, the following compensation will apply.

21. 1. Buyer agrees to pay Broker a retainer fee of \$\_\_\_\_\_ at the commencement of this contract, which fee shall be kept by Broker whether or not Buyer Purchases property. The retainer fee shall be applied to the compensation due to Broker.

22. 2. Buyer shall pay Broker, as Broker's compensation, a commission of \$220.00, PLUS \_\_\_\_\_, the selling price or \$\_\_\_\_\_, whichever is greater, when Buyer closes on the property.

23. A: Buyer Purchases or agrees to Purchase a property before the expiration of this Contract, and Buyer does not use Broker's services; or

24. B: within \_\_\_\_\_ days (not to exceed six (6) months) after the expiration of this Contract, if the property which either Broker or licensee representing Buyer has shown or exhibited to Buyer, is brought to the attention of Buyer, before the expiration of this Contract, as long as the property is on a written list Broker gives to Buyer within 72 hours after the expiration of this Contract.

25. Broker is authorized to negotiate and receive compensation paid by seller, or broker representing seller, for the Purchase of property.

26. Broker must inform Buyer in writing before Buyer signs an offer to Purchase the property.

27. in writing (utilizing *Disclosure Statement: Compensation Disclosure to Buyer/Tenant or Occupant*).

28. amount of compensation or the basis for computing the compensation before Buyer signs the offer to Purchase the property.

29. property.

30. MN-BRC:E-1:220 (8/21)

Bottom Line: Receive a higher level of service. Get more without paying more. Avoid misunderstanding. Agency relationships are based on mutual consent. Strength as a team!

# AGENCY RELATIONSHIP

## What is an Agency Relationship?

### Buyer's Broker

A buyer's broker is an agent or broker who enters into an agreement with a client and is hired to act in the best interests of the buyer, although the commission may be paid by the seller.

When acting as a buyer's broker, the agent owes his buyer client the same fiduciary duties he owes to a seller that he represents. The agent must disclose material facts of the property that the agent is aware of that could adversely and significantly affect the buyer's use or enjoyment of the property.

Bottom Line: This agreement or disclosure states that the agent is acting on behalf and in the best interest of the client.



# WISCONSIN BUYER'S AGENCY

What is a buyer's agent? How does a buyer's agent affect a real estate transaction?

When working with a buyer's agent in Wisconsin, buyers can expect fair and honest treatment, disclosure of material adverse facts, confidentiality, accurate market information, reasonable skill and care, safeguarding of funds, and objective presentation of offers. The buyer's agent, as the client's representative, also owes additional duties such as loyalty, providing information and advice, disclosure of material information, obedience to lawful requests, and negotiation on the client's behalf.

Approved by the Wisconsin Real Estate Examining Board  
7-1-17 (Optional Use Date) 10-1-17 (Mandatory Use Date)

**WB-36 BUYER AGENCY/TENANT REPRESENTATION AGREEMENT**

1 ■ **EXCLUSIVE AUTHORITY TO ACT AS (BUYER'S AGENT) (TENANT'S REPRESENTATION)**  
2 **APPLICABLE** (If neither is stricken both apply): Client (see lines 188-189) gives the Firm and its  
3 right to act as Buyer's Agent and/or Tenant's Agent to Locate an Interest in Property and to Negotiate  
4 Interest in Property for Client, except as excluded under lines 17-32 or 264-279. Client agrees that  
5 Agreement, Client will not enter into any other agreements to retain any other buyer's agent(s) or te  
6 for the excluded properties described in lines 17-32 or 264-279.

7 If Client has contact, or has had previous contact with an owner, a firm or its agent  
8 and/or negotiating the acquisition of an interest in Property and Client's contact with  
9 results in the Firm not collecting full compensation under this Agreement from the  
10 owner's agent, Client shall be responsible to pay any uncollected amount.

**PURCHASE PROVISIONS**

11 If BUYER'S AGENT is stricken on line 1, lines 12-58 do not apply.  
12 ■ **PURCHASE PRICE RANGE:**  
13 The purchase price range provides initial search parameters, but the Firm's authority under this Ag  
14 property within the state of Wisconsin except for those properties excluded as Excluded Properties  
15 applies to any properties under Excluded Properties Subject to a Prior Agreement on lines 21-  
16 Exclusion Properties on lines 30-32 after the applicable time for the exclusion has ended.  
17 ■ **EXCLUDED PROPERTIES:** Identify any specific properties or limitations on the scope of this  
18 geographic limitations or limitations on types of properties included under this Agreement, by exclu  
19 this Agreement:  
20  
21 ■ **EXCLUDED PROPERTIES SUBJECT TO A PRIOR AGREEMENT:** The following property  
22 extension of agreement term under a prior buyer agency agreement and the exclusion peri  
23 expiration of the prior firm's legal rights:  
24  
25 **CAUTION:** If Buyer does not want this Agreement to apply to properties subject to a prior  
26 Buyer should identify such properties on lines 23-24. Buyer's failure to exclude from this Ag  
27 protected under a prior buyer agency agreement(s) may result in Buyer owing commissio  
28 agency agreement. Buyer should consult prior firm(s) or Buyer's legal counsel regarding o  
29 prior buyer agency agreement.  
30 ■ **LIMITED EXCLUSION PROPERTIES:** The following properties are excluded from this Agree  
31 [Insert Date]:  
32 addresses, descriptions, or date limitations, if any, at lines 329-331 or attach as an addendum per  
33 **COMPENSATION:** The Firm's compensation for purchase, option, exchange or an effective ch  
34 control shall be: **COMPLETE AS APPLICABLE**  
35 **COMMISSION:**  
36  
37 ■ **COMMISSION EARNED:** The Firm has earned the Firm's commission if during the term of th  
38 extension of it), Buyer or any Person Acting on Behalf of Buyer acquires an Interest in Property or ent  
39 written contract to acquire an Interest in Property, at any terms and price acceptable to owner and B  
40 purchase price range.  
41 ■ **COMMISSION DUE AND PAYABLE:** Once earned, the Firm's commission is due and payable at  
42 the date set for closing, even if the transaction does not close, unless otherwise agreed in writing.  
43 ■ **COMMISSION CALCULATION:** A percentage commission shall be calculated based on the follo  
44 (i) for a purchase or option, the total consideration in the transaction, or (ii) for an exchange or  
45 ownership or control, the fair market value of the Property in the transaction.  
46 ■ **OTHER COMPENSATION:**  
47  
48 [INSERT AMOUNTS AND TYPES OF FEES (E.G., RETAINER, ADVANCE, HOURLY, ETC. A  
49 DUE AND PAYABLE.]  
50 ■ **PAYMENT BY OWNER OR OWNER'S AGENT:** The Firm is hereby authorized to seek payment of  
51 owner (e.g., seller) or the owner's agent (e.g., listing firm) provided that all parties to the transaction gi

Bottom Line: Working with a buyer's agent offers advantages such as offering opinions on properties, suggesting offering prices, structuring offers in the client's best interest, negotiating favorable terms, and providing information and advice within their expertise. It is important for buyers to establish a Buyer Agency Agreement to ensure proper representation throughout the transaction.

# HOUSE HUNTING TIPS



## INVESTIGATE THE AREA

Drive around neighborhoods that interest you to get a feel of the area, how the homes are cared for, what traffic is like, etc.



## ASK AROUND

Talk to family, friends and co-workers to see if anyone might know of a house for sale in an area you're interested in. One of them may even know of someone that's thinking about selling but hasn't put the house on the market yet.



## KEEP AN OPEN MIND

Finding your dream home isn't always an easy task! Have a priorities list but keep an open mind when viewing houses.



## TAKE PICTURES & NOTES

When you visit multiple houses it gets difficult to remember specific details about each one. Take photos and notes while touring houses so that you can reference them later when comparing the properties that you've seen.



## BE READY TO MAKE AN OFFER

When you find a home you want to buy, keep in mind there may be others interested in it as well. Be ready to make a solid offer quickly in order to have the best chance at getting that home.



# MAKING AN OFFER

When we have found a home that you're interested in buying, we will quickly and strategically place an offer. There are several factors to consider that can make your offer more enticing than other offers:

## PUT IN A COMPETITIVE OFFER

We will decide on a reasonable offer price based on:

- › Current market conditions
- › Comparable properties recently sold in the area
- › The property value of the house
- › The current condition of the house

## PAY IN CASH VS. LOAN

Paying in cash versus taking out a loan offers a faster closing timeline and less chances of issues arising, making it more appealing to sellers.

## PUT DOWN A LARGER DEPOSIT

An offer that includes a larger earnest money deposit presents a more serious and competitive offer.

## ADD A PERSONAL TOUCH

Include a letter to the sellers with your offer, letting them know what you love about their home. Adding this personal touch can give you an advantage over other offers by making yours stand out from the rest.

## OFFER A SHORTER CLOSING TIMELINE

An offer with a shorter timeframe for closing is generally more attractive to sellers over one with an extended time period with a house sale contingency. A typical closing timeframe is 30-45 days.





# NEGOTIATIONS

A SELLER CAN ACCEPT OR DECLINE YOUR OFFER, OR COME BACK WITH A COUNTER OFFER. IF THEY SEND YOU A COUNTER OFFER, BE PREPARED TO NEGOTIATE TO COME UP WITH REASONABLE TERMS FOR BOTH PARTIES. THIS PROCESS CAN GO BACK AND FORTH UNTIL AN AGREEMENT IS MADE.

# UNDER CONTRACT & IN ESCROW

Once you and the seller have agreed on terms, a sales agreement is signed and the house is officially under contract and in escrow. Here are the steps that follow:

## PUT YOUR DEPOSIT INTO AN ESCROW ACCOUNT

Your earnest money deposit will be put into an escrow account that is managed by a neutral third party (typically a title company or bank) who holds the money for the duration of the escrow period. They will manage all the funds and documents required for closing, and your deposit will go towards your down payment which is paid at closing.

## SCHEDULE A HOME INSPECTION

Home inspections are optional but highly recommended to make sure that the home is in the condition for which it appears. Inspections are typically completed within 10-14 days after signing the sales agreement.

## RENEGOTIATE IF NECESSARY

The home inspection will tell you if there are any dangerous or costly defects in the home that need to be addressed. You can then choose to either back out of the deal completely, ask for the seller to make repairs, or negotiate a lower price and handle the repairs yourself.

## CONTINGENCY CLAUSES

A contingency clause is a qualifying factor that has to be met in order for the buyer to move forward with the sale. Contingency clauses often include details of financing, inspections and home sales, and the terms can be negotiated between the parties. The contingency allows the buyer to back out of the contract without penalty if the terms are not met.



# CLOSING COSTS: WHO PAYS THAT?

Closing costs are various fees charged by the lender, the title company, real estate agents, and other service providers in order to complete a real estate transaction and are paid through escrow. Which party pays for specific closing costs can be negotiable between the buyer and seller.

## THE BUYER CUSTOMARILY PAYS:

- Title insurance premiums
- Escrow fee
- Document preparation (if applicable)
- Notary fees
- Recording charges for all documents in buyers' names
- Tax proration (from date of acquisition)
- All new loan charges (except those required by lender for seller to pay)
- Appraisal fee
- Interest on new loan from date of finding to 30 days prior to first payment date
- Assumption/change of record fees for takeover of existing loan
- Beneficiary statement fee for assumption of existing loan
- Prorated HOA dues, if applicable
- Inspection fees (roof, pool, property inspection, pest, geological, etc.)
- Home warranty (according to contract)
- City transfer tax (according to contract)
- Fire insurance premium for first year

## THE SELLER CUSTOMARILY PAYS:

- Real estate commission
- Document preparation for deed
- Documentary transfer tax
- Payoff of all loans against property
- Interest accrued on loans being paid off, reconveyance fees, and repayment penalties
- Home warranty (if specified in contract)
- Any judgment or tax liens against seller
- Property tax proration
- Prorated HOA dues, if applicable
- HOA fee for providing all updated homeowner's documents, if applicable
- Bonds or assessments
- Delinquent taxes
- Notary and recording fees
- Third party Natural Hazard Disclosure Statement and California Tax Disclosure Report
- Pre-sale inspection fees
- Negotiated credits to buyer, if any
- Negotiated repairs, if any



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RE/MAX RESULTS

JORDAN *DeCaro*  
REAL ESTATE TEAM

# WHAT NOT TO DO DURING THE HOME BUYING PROCESS

IT'S EXTREMELY IMPORTANT NOT TO DO ANY OF THE FOLLOWING UNTIL AFTER THE HOME BUYING PROCESS IS COMPLETE:

- ✗ Buy or Lease a Car
- ✗ Change Jobs
- ✗ Miss a Bill Payment
- ✗ Open a Line of Credit
- ✗ Move Money Around
- ✗ Make a Major Purchase



ANY OF THESE TYPES OF CHANGES COULD JEOPARDIZE YOUR LOAN APPROVAL. IT'S STANDARD PROCEDURE FOR LENDERS TO ALSO DO A FINAL CREDIT CHECK BEFORE CLOSING.

# FINAL STEPS BEFORE CLOSING

## INSURANCE REQUIREMENTS

Most lenders require both homeowner's insurance and title insurance. See following pages for more detailed information on each of these.

## CLOSING DISCLOSURE

At least 3 days before closing, lenders are required to provide you with a Closing Disclosure with your final loan terms and closing costs for you to review. Closing costs for the buyer typically range from 2-5% of the purchase price, which can include lender fees, lender's title insurance, and HOA dues if applicable.

## FINAL WALK THROUGH

Within 24 hours of closing we will do a final walk through of the home before signing the final paperwork. This last step is to verify that no damage has been done to the property since the inspection, that any agreed upon repairs have been completed, and that nothing from the purchase agreement has been removed from the home.

A two-story house with light blue siding and white trim. It has a gabled roof, a front porch with white railings, and a lawn with some greenery in the foreground. The image is slightly faded to serve as a background for the text.

# CLEARED TO CLOSE

CLOSING IS THE FINAL STEP OF THE BUYING PROCESS. ON THE DAY OF CLOSING, BOTH PARTIES SIGN DOCUMENTS, FUNDS ARE DISPERSED, AND PROPERTY OWNERSHIP IS FORMALLY TRANSFERRED FROM THE SELLER TO THE BUYER.



# CLOSING DAY

*Congratulations, you made it to Closing!*

On the day of closing you'll be going over and signing the final paperwork, and submitting a cashier's check (or previously arranged wire transfer) to pay the remaining down payment and closing costs.

## ITEMS TO BRING TO CLOSING:

- ✓ Government Issued Photo ID
- ✓ Homeowner's Insurance Certificate
- ✓ Certified Funds or Cashier's Check
- ✓ Final Purchase Agreement

*Enjoy your new home!*

# Duluth

## MINNESOTA



### A PLACE TO CALL HOME

Duluth is home to over 87,000 residents within a 30-mile radius, and has an overall population of 184,134.



### AWARD WINNING TOWN

Rated by Money Magazine as one of the top four Midwestern small cities, based on livability.



### INCREDIBLE SHORELINES

With over 11,000 acres of public open space and parkland within the city limits, there is always somewhere new to adventure to.



### ALWAYS SOMETHING TO DO

Duluth offers a wealth of things to do. Between the shopping, dining, athletics, beaches and a multitude of sites to see, there is never a dull day.

Duluth has been called a crown jewel of Minnesota's many precious getaway spots. A favorite source for the wild outdoors, inspiration and down-to-earth goodness on the shores of Lake Superior—with just enough places to eat outstanding food, sleep in sweet luxury and experience entertainment of the finest order.

Source: Explore Minnesota

# Superior WISCONSIN



## LIVING UP TO ITS NAME

Superior, Wisconsin is a vibrant city located in Douglas County and renowned for its picturesque landscapes, historical attractions, and outdoor recreational activities.



## IDEAL LOCATION

With easy access to cities like Duluth and Minneapolis, Superior makes an ideal destination for visitors seeking an unforgettable experience close to urban amenities.



## EXPERIENCE THE OUTDOORS

From freshwater adventures to hiking and family-friendly attractions, explore and discover all of the fun waiting for you and your favorite people in Wisconsin.



## ALWAYS SOMETHING TO DO

Explore the world's only remaining Whaleback, the S.S. Meteor, built here in Superior in 1896. Barker's Island, which is a focal point of recreation for the City of Superior, including beaches, a boat landing, a marina, a picnic/swimming area, and miniature golf course.

Superior and the neighboring city across the bay, Duluth, Minnesota, form a single metropolitan area called the Twin Ports. They share a harbor that is one of the most important ports on the Great Lakes. Both cities feature museum ships (SS William A. Irvin in Duluth and SS Meteor in Superior), devoted to the local maritime heritage. It is an industrial city, with ship harbors along two sides, several large rail yards, an oil refinery, and shipyard.



# client REVIEWS

"Jordan guided me through the process of being a first time home buyer. He got to know my personal tolerance for work needing to be put in as well as my tastes and needs. He also put an appropriate focus on future resale and pointed out flaws as well as features for an honest picture of what possible costs might be. He's easy to work with, friendly, knowledgeable, and very quick to respond which was key in a fast paced market!"

"Jordan was a fantastic realtor for my fiancé and I. As first time homebuyers, we had countless questions and Jordan was always quick to get back to us with answers. Jordan worked late into the night negotiating with the seller, and was able to work out a deal for us. We will be recommending Jordan to all of our friends!"

"Jordan was amazing. He is accessible and responsive. Whenever we had questions he always responded promptly. He is knowledgeable about the market and willing to go the extra mile to get your offer accepted. He took our dreams and made them a reality."

"Jordan helped us navigate a really difficult market where homes we were looking for were going 30-40,000 over asking price regularly and was able to help find the right home for our family at asking price with seller's covering closing cost. He was on the hunt constantly and worked without our crazy life schedule to get showings at any and every house we expressed interest in with honest reviews and opinions of each home we toured. If we ever look to sell and buy another home - Jordan is our guy"

"Jordan Decaro is professional and highly communicative. Jordan makes the selling and the purchasing process easy. Jordan was always available to answer all of our questions."

"We successfully completed two recent real estate transactions with Jordan. His market knowledge, commitment and guidance were well needed and appreciated. Jordan accomplished what we wanted, when we wanted and was always immediately available to answer questions. We have worked with real estate agents in the past but Jordan sets a very high standard the entire real estate business should follow. THANK YOU Jordan."

"Our experience was absolutely wonderful! Jordan is easy to work with, flexible with times to see houses and always available when needed. We would highly recommend!!"

"Jordan is a great real estate agent! He truly understood what my husband and I wanted and he delivered! He was available at any time of day, we got to every single home we wanted to see, there was nothing Jordan couldn't help us with! He is very personable and is truly interested in his clients' happiness and success. I will recommend him to everyone and would definitely hire him again!"

"Jordan has been the best person to work with as far as scheduling, meeting our needs, and knowing his way around the process! He is a been there done that kind of guy and really has the best personality! He will sell your home for too dollar and get you into your new home for a great price too! He really is the guy you want to deal with when going through the home buying and/or selling process if you want it to go as smooth as possible! He's got a great team and a great set of resources for the whole process!!"

"It has been a wonderful experience buying my 1st home working with Jordan. He was very knowledgeable and went above and beyond throughout the entire process. He was very accommodating with my busy work schedule and during this very competitive market. He was great at advocating for us and he was there every step of the way to make sure we found the perfect house for my family. We love our new home! Thank you so much Jordan!"

VIEW MORE REVIEWS ON ZILLOW.COM



JORDAN DECARO REAL ESTATE TEAM