



Buying with Confidence



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kw GREATER SEATTLE
KELLERWILLIAMS REALTY

Each office is independently owned and operated. 

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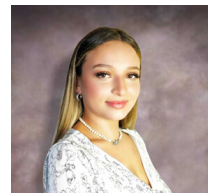


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Glossary



Real Value

Real Expertise



MILAINA WEST
MANAGING BROKER, REALTOR®

CREDENTIALS

OWNER
Milaina West Group

KW Luxury Member | 2022
Certified Negotiation Expert | 2022
KW Relocation | 2022

AWARDS

2019, 2020, 2021
Homesnap Excellence in
Client Service

2022
KWGS Top Producer -
1st, 2nd, 3rd, 4th Quarter
Homensap Top 5%

2023
KWGS Top Producer -
1st, 2nd Quarter

Five Star Professional |
2022's Rising Stars



1307 N 45th ST STE 300
Seattle, WA 98103

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owned and operated



Born in Dallas, Texas y'all! The moment I landed in Seattle I knew this was home for me. So about three months later I packed up my entire house along with my husband, two kids, two cats, and a dog to move to the Pacific Northwest. We've never looked back! I have been in the real estate business for over fifteen years. This includes Property Management, Financial Health and Wellness, Investment Strategies and then for the last several years a Seattle Relocation Specialist. Some of that experience includes helping employees from major tech companies (you probably can guess which ones those are) in the area relocate and adjust to their new city by specializing from rentals to assisting in home purchasing.

My favorite part has been the connections and friendships I have made over the years. I also love to travel and explore new places, I mean who doesn't?! Although it's hard to beat the Greater Seattle area for things to do or see!

It would be my honor to help as many people as I can find their next home or investment property!

WIN-WIN
or no deal

INTEGRITY
do the right thing

CUSTOMERS
always come first

COMMITMENT
in all things

COMMUNICATION
seek first to understand

CREATIVITY
ideas before results

TEAMWORK
together everyone
achieves more

TRUST
starts with honesty

EQUITY
opportunities for all

SUCCESS
results through people



Years in
the Industry



Total Clients Served in
the Last Four Years



Clients Served
in 2022

Real Value *Real Expertise*



ALEXIS PEZESHKI
REALTOR®, CNE

CREDENTIALS

**Transaction Coordinator +
Operations Manager**
Milaina West Group

Certified Negotiation Expert
Relocation Expert
Listing Specialist
Coordinates All Transactions
Marketing Guru
NAR Member
NWMLS Member
KW Rainbow Network Member

EDUCATION

Shoreline Community College

Meet Milaina West Group's Transaction Coordinator and Operations Manager! Alexis Pezeshki was a student of Communication & Multicultural studies prior to beginning a career in the real estate industry. Before becoming an agent, she managed leasing offices around the Seattle/Bellevue area and specialized in contract writing and review. Now a licensed broker and left-hand-woman to Milaina, this small team-of-two competes with Keller Williams Greater Seattle's other top producers.

Alexis is thrilled to be by Milaina's side for every transaction, ensuring a smooth close every time. This mother/daughter combo can't wait to help you sell or buy your next home!

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A Competitive Advantage



Source: NWMLS All Areas, 2021 vs 2022

Industry Insider

Facilitator, negotiator, teacher, cheerleader, confidant - a good agent wears all the hats. In my years with Keller Williams, honing these skills has helped me develop relationships of value.

Local Expert

Aside from knowing this market inside and out, being involved in the community has shown me what makes it unique. The personalities and the places, the new and the established, the good and that-which-has-seen-better-days - all feed my local knowledge and will help you when decision time comes.

Tech-Enabled

Based on customer and agent feedback gathered from all over the world, we developed a suite of leading-edge, customer-centric tools that work in your favor, complementing your experience for faster, best-in-class results. With a massive amount of data at my fingertips, I'm able to foresee even the smallest microtrend coming down the pike, giving you the full story before you proceed.

81X

Year over year, the total volume of new listings I've taken grew 968%.

38X

Year over year, the total units of new listings I've taken grew 634%.

67X

Year over year, the total volume of listings I've sold grew 543%.

38X

Year over year, the total units of listings I've sold grew 267%.

"Wow! I had no idea purchasing a home could be this awesome. **Milaina and Alexis were beyond amazing. They listened to what we needed, offered options, solutions and creativity.** We went into the process with an idea of what we wanted, Milaina explained how we could be build more equity and provided creative solutions for making our home accessible... I can't recommend her enough!"

Colt L.



"Milaina West is the hardest working, sharpest, most knowledgeable REALTOR® I've ever worked with. Add to that, she has a wide range of excellent contacts, is an astute negotiator, and looks out for her clients' best interests... I was on a very tight deadline to find a place and she literally dropped her personal schedule and dedicated all her available time to help me. Milaina is just a great REALTOR®, and I cannot recommend her highly enough!"

Jan B.

"Milaina has a deep understanding of the competitive Seattle real estate market, and is truly passionate about her work. She makes an effort to educate her buyers around every aspect of the purchase process, asks the right questions, and always fights for what is best for her clients. **Milaina is proactive, very responsive, and goes above-and-beyond to ensure that the home search is effortless for the buyer.** Highly recommended."

Konrad B.



Your Trusted Partner

From the day you partner with me, even past the day you step foot in your new home, consider me your dedicated real estate adviser. Whatever you need, I have the resources and expertise to guide your decisions. Throughout your transaction, you can come to me for both the little things and the important steps, like comprehensive home insurance & competitive financing - I have the inside edge on both.

After your purchase, ask me to recommend fully vetted service specialists or about how you can care for your home. Further down the road, should you ever want to sell, I'll be your trusted point person. You'll always have my number, and I'll always be ready to spring into action; just say the word!



Your Needs *Come First*

Your needs drive how and when we find your next home. From this day forward, everything I do will be motivated by your goals and how you imagine your life taking place in your new home. Once I get an understanding of where you see yourself, finding your dream home will move quickly, and with minimal interruption to your daily life.

Visualize your Dream Scenario for Buying Your Home.

- What's the one thing that has to happen to make that dream a reality?
- How can I make that happen for you? Why is that important to you?
- If we could add just one more thing to make this process even better, what would it be? Why is that important to you?



How *Buying* a Home Works

From shopping to contracts

1. Parties Involved
 2. Home Buying Timeline, Criteria, Deals
 3. Close!
-

1. Parties Involved

Listing Broker: A real estate broker who represents the best interest of the seller.

Buyer's Broker: A real estate broker who represents the best interest of the buyer.

Lender: An institution, such as a bank or broker, who funds the home loan.

Inspector: A company or individual who inspects the property for the buyer.

Title Insurance: An insurance company who insures that the title is clear of any defects such as liens against the property.

Appraiser: A qualified professional who works for the lender to assess the value of the home.

Escrow: An outside party who organizes each party's funds and documents in order to transfer ownership of the property.

Contractors: Someone who can make repairs for the buyer or seller.

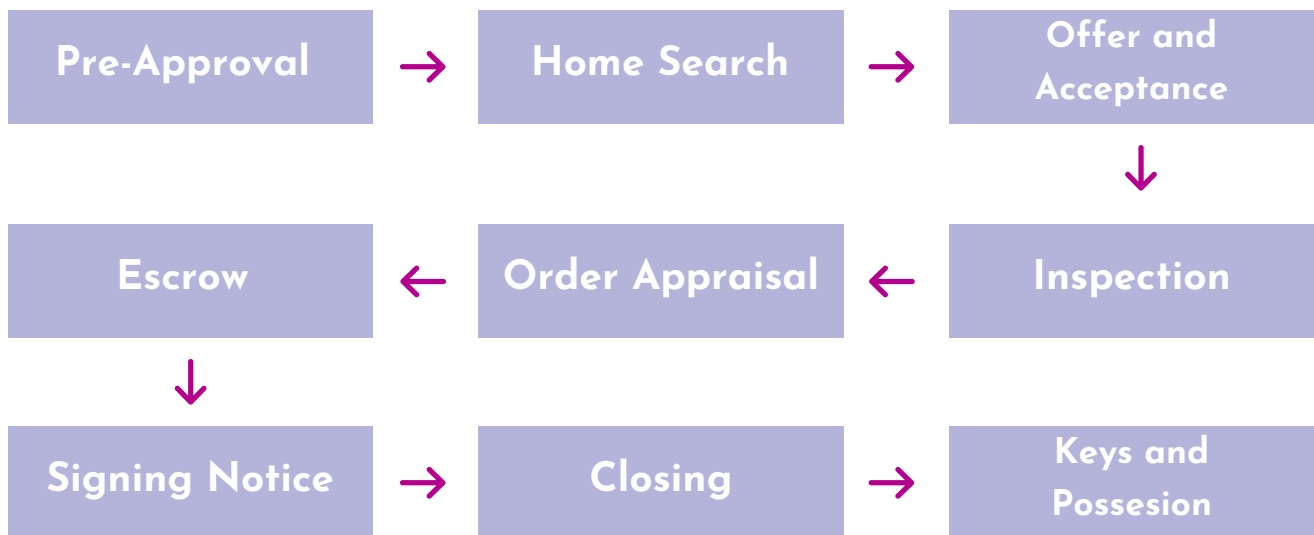
Hazard Insurance: Insurance coverage in case of property damage resulting from fire, wind, vandalism, or other hazards.



How *Buying* a Home Works

2. Home Buying Timeline

The average time to complete the shown purchase process is up to two months. Once an offer is accepted, it usually takes 30 - 45 days to close.



How *Buying* a Home Works

01 Partner with an Agent

- Absorb their local insight
- Get to know neighborhood inventory levels
- Gain access to off-market properties
- Review market averages
- Complete needs assessment

02 Get Pre-Approved for a Loan

- Understand what you can afford
- Determine your monthly mortgage payment
- Understand your debt ratio
- Prepare for escrow
- Obtain a pre-approval letter

03 Find Your New Home

- Compare home and neighborhood averages, then narrow down the neighborhoods you want to live in
- Favorite homes and save them to collections
- Nix homes that don't meet the mark
- Schedule home tours and plan an itinerary with your agent
- Decide on your dream home

04 Make Your Offer & Negotiate the Terms

- Review contract terms and time limit for offer
- Negotiate purchase price
- Choose a title company
- Shop home insurance options
- Prepare for the down payment, earnest money
- Choose a target closing date
- Sign the offer
- Deliver escrow check
- Stay in close contact with your agent

05 Under Contract

- Secure a home loan, more details to follow
- Request a list of what conveys with the property
- Schedule a home inspection, negotiate repairs
- Acquire a property disclosure from the seller
- Order an appraisal
- Neutralize contingencies. Input any contingencies that may be specific to your area
- Conduct a title search
- Choose your title company
- Schedule your closing
- Solidify both contract effective and allowable move-in dates
- Certify funds for closing
- Stay in close contact with your agent, lender, and title company

How *Buying* a Home Works

06

Before You Close

- Transfer funds for closing
- Reserve a moving company and set a moving date
- Change your address through USPS, your bank, and other instances
- Set up your utilities to be activated or transferred
- Confirm that all contingencies are resolved
- Schedule the final property walk-through
- Designate a safe, dedicated space to save your final paperwork
- Stay in close contact with your agent, lender, and title company

07

Closing Day: What to Bring

- Connect with your lender to wire down payment funds. You'll need to cover the cost of closing and the down payment. Bring a printed confirmation of your wire transfer.
- Government-issued photo IDs
- Social Security numbers
- Home addresses from the last 10 years
- Proof of homeowner's insurance
- Your copy of the contract
- Your checkbook

08

Closing Day

- Sign closing disclosure, promissory note, and all other documentation
- Title transfer
- Deed delivery
- Save your paperwork in your pre-designated spot
- Get your keys - congrats, it's all yours!

Use the Guide feature in my app to find step-by-step, on-demand information throughout your purchase.

Stay in touch with your agent for current or future recommendations regarding your new home.



Trusted Vendors

Home Inspector Disclosure

This is a list of home inspectors. The buyer is recommended to interview and hire any home inspector of their choice.

Aaron West

Inspection Boss
(206) 427-0703

Steve Carey

Carey and Sons Inspection
(206) 769-8548

Steve Wenzel

WIN Home Inspection
(425) 787-3060

Lender Disclosure

This is a list of possible lenders. The buyer is recommended to interview and hire any lender of their choice.

Katie Porter

Bay Equity Home Loans
(469) 363-3235

David Haley

Fairway Mortgage
(425) 471-6039

Preferred Contractor List Available Upon Request

Milaina West Group has no agreements or interest of any kind with any of these companies listed except Inspection Boss.

Financing Your Future Home

Home Loans at a Glance

- Get pre-approved for your loan
- Apply for a mortgage
- Get your home appraised
- Your loan goes through
- Underwriting. You're cleared to close!

Have on Hand

- A copy of your real estate agreement
- The names and addresses of your landlords over the past two years
- Divorce/separation decree
- Child support papers
- Bankruptcy, discharge of bankruptcy papers
- A month's worth of your most recent paystubs
- Copies of your federal tax returns and W-2's from the last two years
- The names and addresses of your employers over the last two years, compiled into one list
- Last three months of bank statements

Congrats!

You're approved for a loan! Follow these tips to protect your loan.



Notify your lender of any address change, whether it's your home address or another listed on your application



Notify your lender of any salary or wage changes



Be prepared to provide proof of significant bank deposits



Acquire homeowner's insurance immediately after going under contract



Keep all forms of debt paid and in check



Make large purchases using existing credit without first talking to your lender



Apply for or acquire any additional lines of credit



Pay off, transfer, or close credit balances unless your lender instructs you to do so



Change jobs without first talking to your lender



Co-sign for another person seeking to obtain a line of credit to make a purchase



Pay off collections before conferring with your lender

Financing Your Future Home

Find out what you can afford

1. Rent vs Own
2. Home Buying Costs
3. Loan Pre-Approval

1. Rent vs Own

Renting Your Apartment	Buying Your Condo	Buying Your Home
You Pay: \$1,000	You Pay: \$1,000 (\$500 w/ renter)	You Pay: \$2,000 (\$1,000 w/ renter)
Tax Benefit: \$0.00	Tax Benefit: \$150 per month	Tax Benefit: \$250 per month
Investment Value: 0.0%	Investment Value: 5% per year	Investment Value: 5% per year

Disclaimer

Example shown is not representative of your specific outcome, results vary with each buyer. Milaina West Group and its representatives are not tax advisors and strongly recommend using a licensed CPA to determine your personal financial options.



Financing Your *Future Home*

2. Home Buying Costs

Credit	\$100 - \$150
Inspection	\$425 - \$700
Appraisal	\$900 - \$1200
Earnest Money	1.5% - 3%
Settlement Costs	Up to 3% of the loan (Pre-pays and Loan Cost)

Most of the time, settlement costs can be rolled into the purchase price.

Total Settlement or Closing costs must be brought into escrow in the form of money order or certified checks. No personal checks.



Financing Your Future Home

3. Loan Pre-Approval



1. Pull Credit and Review

2. Pre-Qualification

3. Loan Intake Form

4. Good Faith Estimate (G.F.E.) and Truth-in-lending (T.L.L.)



5. Personal Documentation*

Documents to bring to your appointment:

- Copy of driver's license(s)
- Copy of social security card(s)
- Paystubs from last 30 days
- W-2 forms from the past two years
- Bank statements from the past two months
 - Online statements must include your full name and account number
- Most recent 401K, retirement, investment, etc. states
 - Online statements must include your full name and account number
- Place of employment contact information from the past two years
- Housing and landlord contact information from the past two years, if applicable
- Self-employed borrowers: Two years personal and two years business tax returns (all schedules)
- Copy of home insurance declaration page
- Copy of current mortgage statement, if applicable
- If paying off various debts, copy of statements to be paid off
- Rental agreements for investment properties, if applicable
- Divorce, separation, child support decrees, if applicable
- Bankruptcy discharge documents, if applicable

*Underwriting requirements may call for additional documents

6. Loan Application 1003

7. Pre-Approval Letter

Home Loans Made *Simple*

Integrated with KW technology, Keller Mortgage makes for a swift, simplified experience that expedites the process so you can move into your new home, faster. Available exclusively through KW agents, you'll enjoy unprecedented savings on time and money.

The Pre-Approval, Perfected

- 01 Apply directly and digitally
- 02 Simplify and expedite the process



The Bottom Line

Working with a Keller Williams agent like me has its perks. Whether this is your first time securing a home loan, or it's your 15th and you're ready for a better alternative, look to Keller Mortgage for a modern-day solution.

A *Sound* Decision

Investing in a home is one of the most important decisions you'll make. So much more than a roof over your head, your home is where life unfolds and memories are made, all while building a financial foundation for your future.

Deciding how you'll navigate your journey to homeownership is equally critical to the agent you work with. As someone who's been in your spot before, I'm familiar with what's cycling through your mind, and as a real estate agent, I've mastered the ins and outs of the buying process. When you work with me, you'll benefit from my experience, and together we'll work toward making sound, smart decisions for your future.



About *Closing* Paperwork

Types of Closing Costs to Expect

- Down payment
- Loan origination
- Points paid to receive a lower interest rate
- Home inspection
- Appraisal
- Credit Report
- Mortgage Insurance Premium
- Escrow for homeowner's insurance (if paid as part of the mortgage*)
- Property tax escrow (if paid as part of the mortgage*)
- Deed recording
- Title Insurance Policy Premiums
- Land survey
- Notary fees
- Home Warranty
- Proration for your share of costs (such as utility bills and property taxes)

What to Save/File from Your Closing Paperwork

- Loan Estimate
- Closing Disclosure
- Mortgage and Note
- Deed
- Affidavits
- Riders
- Insurance Policies



About *Final* Walkthrough

Closing time is hectic, but you should always make time for a final walk-through to make sure that your home is in the same condition you expected it would be.

Here's a detailed list of what to check for on your final walkthrough.

- Basement, attic, and every room, closet, and crawl space has been checked.
- Requested repairs have been made
- Copies of paid bills and warranties are in hand
- No major, unexpected changes have been made to the property since last viewed
- All items included in the sale price - draperies, lighting fixtures, etc., are still on-site
- All appliances are operating (dishwasher, washer/dryer, oven, etc.)
- Intercom, doorbell, and alarm are operational
- Hot water heater is working
- Heating and air conditioning systems are working
- No plants or shrubs have been removed from the yard
- Garage door opener and other remotes are available
- Instruction books and warranties on appliances and fixtures are available
- All debris and personal items of the sellers have been removed



Checklist for Becoming a *New Owner*



Before the property changes hands, consult this list to make sure these items are transferred with the house.

- Owner's manuals and warranties for any appliances left in the house
- Garage door opener(s)
- Extra set of house keys
- Other keys. Think beyond the front doors; do you have any cabinets or lockers built in to the home that require keys?
- A list of local service providers, such as the best dry cleaner, yard service, plumber, and so on. You're not just helping the new owners, but also the local businesses you're leaving behind.
- Code to the security alarm and phone number of the monitoring service if not discontinued.
- Smart home device access. Any devices listed as fixtures need to be reset for the new homeowner. Make sure your account information and usage data are wiped from the device so that they may use it. Check with your device's manufacturer to find out how to do this.
- Numbers to the local utility companies. This can be especially helpful to owners who may not yet have easy access to the Internet in the new home.
- Contact info for the condo board or homeownership association, if applicable

Map Your *Move*

When is the best time to buy?

There's only one right answer:
When you find a home that you love.

Inventory and the economy will wax and wane, but when you find a house you can see yourself in, the timing is just right.



Build Your Preference Profile

The Basics

- Have you considered who my main contact will be?
- What timeline would you like to strive for?
- Have you looked into getting pre-approved for a home loan?
- Have you thought about the price range you'd be comfortable with?
- If I found a home today that checked all of your boxes, could you see yourself making a move sooner rather than later?



The What, the When, the How:

Let's talk about the best way to get in touch.

What is your favorite way to receive information or updates?

- Email
- Call
- Text

As updates arise, how often do you prefer to be notified?

- ASAP
- In a few hours
- That day
- Every few days

What is the best time of day to reach you?

- Morning
- Noon
- Afternoon
- Evening
- Anytime

Your Home *Wishlist*

To Begin

- Who will be living in this home? Let's list adults, children, and pets that will inhabit the space.
- What are the non-negotiables for your home?
- If you had to name your top five non-negotiables, what would they be?
- Beyond your top five needs, what is something you really want?
- Do you have a preference for the year the house was built?
- Do you want a house in move-in condition or are you willing to do some work on it?
- When people visit your home, what do you want it to say about you?
- Are there any specific features that would make your next house feel instantly like home?
- Will you require any accessibility options?



Your Home *Wishlist*



Exterior

- What type of home are you looking for (e.g., single-family, condo, townhouse, etc.)?
- Approximately what square footage would adequately cover your living space?
- How many stories would you prefer? What lot size are you looking for?
- What architectural styles are you drawn to?
- What type of exterior siding appeals to you?
- Do you want a porch, deck, or both?
- What are you looking for in terms of a garage (e.g., attached, carport, etc.)?
- What type of driveway or vehicle entrance/exit will you require?
- Do you want a swimming pool or a hot tub?
- Are you looking for any structures such as a greenhouse or shed?
- Do you need special outdoor arrangements for pets? (e.g., a dog run, fenced-in yard, etc.)
- What other exterior features are important to you?

Your Home *Wishlist*

Interior

- What style do you envision for the interior of your home (e.g., formal, casual, cozy, traditional, minimalist, modern, etc.)?
- What kind of floor plan do you prefer (e.g., open vs. walls or divided living spaces)?
- In general, what are your preferences for the interior?

Bedroom

- How many bedrooms do you need? How will each of those rooms be used?
- What are your preferences for the owner's suite?

Bathroom

- How many bathrooms do you need?
- What are your needs for each of the bathrooms?
- Will any bathroom need to serve a specific purpose (powder room, swimming pool access, fit for small children, accessibility specifications)?



Kitchen

- What are your general preferences for the kitchen?
- What features must your kitchen have (e.g., breakfast nook, types of appliances, etc.)?
- What finishes do you like (e.g., countertops, flooring, cupboards, sink, appliances, etc.)?
- Will your kitchen need to accommodate anything with custom measurements (beverage cooler, island, farmhouse sink, butcher block countertop)?

Your Home *Wishlist*

Living Room/Family Room

- What are your general preferences for your living and family room(s)?
- What size room(s) do you have in mind?
- Do you prefer your living and family room(s) to be separate and intended for different purposes?
- Do you want a fireplace?
- What other living areas are you looking for? (e.g., playroom for children, studio, mudroom)
- What else do you see for living areas?



Dining Room

- Would you like the dining room to be part of the kitchen configuration?
- What about the living room - how should it be situated with regard to the dining room?
- What size dining room table do you have? Is there other dining room furniture I should take into account?

Defining Your Dream Home

Write in your preferences & rate them: 3 = Vital, 2 = Very Important, 1 = Neutral 0 = Not Important

Location

Preferences

Rate

Neighborhood

School District

Near Public Transportation

Near Airport

Near Expressway

Near Shopping

Great Views

Type

Single Family/Condo/Townhome

Maximum/Minimum Property Age

Willingness to Renovate

Architectural Style

Open Floor Plan

Size & Makeup

Minimum # of Bedrooms

Minimum # of Bathrooms

Eat-In Kitchen

Family Room

Formal Dining Room

Formal Living Room

Garage (# of Cars)

Outdoor Space (Size/Use)

Laundry Room

Amenities

Wood Floors/Carpeting

Heating/Cooling System Types

Fireplace

Pool

Other Special Needs/Preferences

Your Neighborhood *Preference*

Your neighborhood is an extension of your home. Neighbors, surroundings, and access to everyday things can and should factor into your decision. Based on what you've shared so far, I will pi real-time stats and insights to compare a few areas. Once we narrow down the neighborhoods you're most interested in, I'll send you information on homes that look like a good fit.

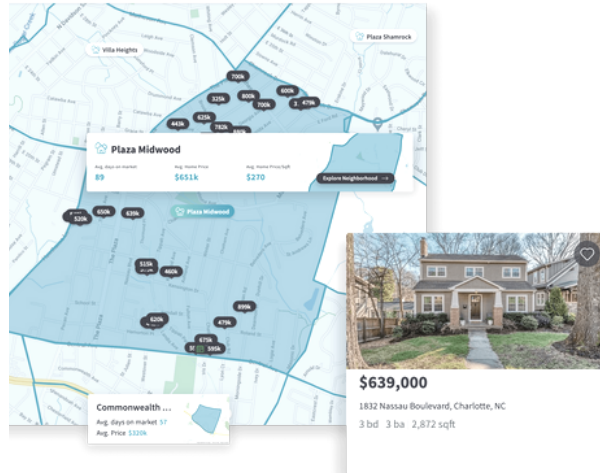
Always remember that you can search, save, and organize your favorites on my site,

milainawestrealstate.com



Getting to Know the Neighborhood

- What neighborhoods or areas would you enjoy living in?
- Are there any specific streets or characteristics in these neighborhoods you're drawn to?
- If applicable, what school districts do you prefer?
- Where do you work?
- Where are your favorite places to shop?
- What other conveniences would you like nearby?
- What do you like to do for fun? Are there any recreational facilities that you enjoy?
- Any other considerations I should be aware of as we find your ideal neighborhood?



Make My App Your Homebase

My hyper-filtered search extends nationwide, beyond the bounds of traditional MLS. With layers of options never experienced before, my app allows you to search by neighborhood and school district (or whatever works best for you) revealing the insights that matter most. Save searches, favorite homes, and collaborate. Get notifications whenever a good fit becomes available, wherever you are.



Download HomeSpotter on your mobile device and search:

Milaina West

My App

Finding your way home has never been easier

Alerts

HomeSpotter will immediately alert you when new listings are added in the zip codes you want to watch. You'll be the first to know about price changes, open houses, and the real estate news you care about.

Explore

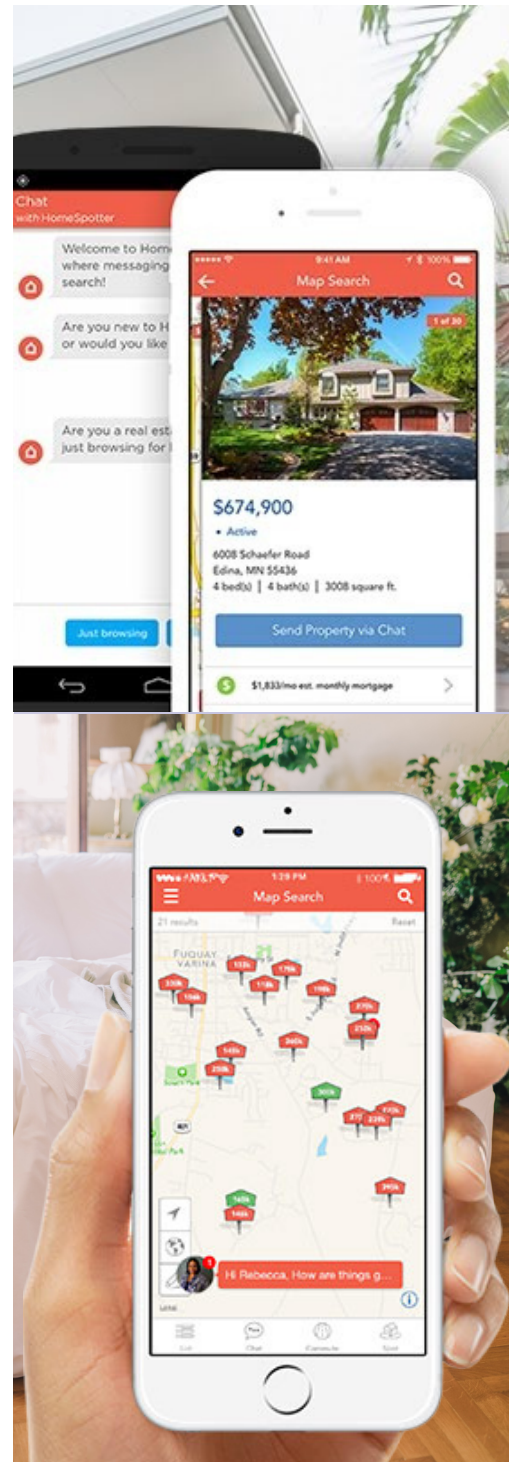
With HomeSpotter you can explore listings anywhere in the country in real-time. You get instant access to HD photos, school attendance zones, property lines, property history, comparable sales, and much more. You can also see contingent listings, as well as rentals and commercial properties. HomeSpotter gives you the most current and accurate information.

Social Network

HomeSpotter is not only an excellent search app, but also a social network. You can seamlessly share homes with me, plus friends and family.



Download HomeSpotter on your mobile device and search:
Milaina West



The *Bottom Line*

Real estate is complicated.

That's where I come in.

At the closing table, my goal is for you to feel that the purchase of your home exceeded all of your expectations, so throughout our interactions - from search to close - I'll work hard to achieve that goal.

When you choose me as your partner, you are not just getting a trusted, respected agent - you are getting a local expert who is passionate about serving our community and those who call it home.



Here's How You Can *Get in Touch* with Us



Milaina West

Managing Broker

214.650.4749

MilainaWest@gmail.com

LivingInGreaterSeattle.com



Alexis Pezeshki

Transaction Coordinator + Operations Manager

214.998.3259

Alexis@milainawestgroup.com

LivingInGreaterSeattle.com



kw GREATER SEATTLE

KELLERWILLIAMS. REALTY

Each office is independently owned and operated

1307 N 45th ST STE 300
Seattle, WA 98103



Download HomeSpotter on
your mobile device and search:

Milaina West

Commonly Used *Terms*

Annual Household Income

Collective income from everyone in your household before taxes or other deductions are taken. investment income or dividends, Social Security benefits, alimony, and retirement fund withdrawals.

APR

APR refers to the annual percentage rate, which is the interest rate you'll pay expressed as a yearly rate averaged over the full term of the loan. APR includes lender fees in the rate, so it's usually higher than your mortgage interest rate.

Appraisal

A written justification of the price paid for a property, primarily based on an analysis of comparable sales of similar homes nearby.

Appraised Value

An opinion of a property's fair market value, based on an appraiser's knowledge, experience, and analysis of the property. Since an appraisal is based primarily on comparable sales, and the most recent sale is the one on the property in question, the appraisal usually comes out at the purchase price.

Closing Costs

Generally, 2-to-5 percent of the purchase price includes lender fees, recording fees, transfer taxes, third-party fees such as title insurance, and prepaids and escrows such as homeowner's insurance, property taxes, and HOA fees.

Closing Disclosure

A document that provides an itemized listing of the funds that were paid or disbursed at closing.

Deed

The legal document conveying title to a property.

Down Payment

A cash payment of a percentage of the sales price of the home that buyers pay at closing. Different lenders and loan programs require various down payment amounts such as 3 percent, 5 percent, or 20 percent of the purchase price.

Earnest Money Deposit

Also known as an escrow deposit, earnest money is a dollar amount buyers put into an escrow amount after a seller accepts their offer. Buyers do this to show a seller that they're entering a real estate transaction in good faith.

Encumbrance

Anything that affects or limits the fee simple title to a property, such as mortgages, leases, easements, or restrictions.

Equity

A homeowner's financial interest in a property. Equity is the difference between the fair market value of the property and the amount still owed on its mortgage and other liens.

Escrow

Putting something of value, like a deed or money, in the custody of a neutral third-party until certain conditions are met.

Homeowner's Association Fee (HOA)

A fee required when you buy a home located within a community with an HOA that typically pays for maintenance and improvements of common areas and may include the use of amenities.

Commonly Used *Terms*

Homeowner's Insurance

Insurance that provides you with property and liability protection for your property and family from damages from a natural disaster or accident. Lenders usually require borrowers to buy homeowner's insurance.

Home Warranty

A contract between a homeowner and a home warranty company that provides for discounted repair and replacement service on a home's major components, such as the furnace, air conditioning, plumbing, and electrical systems.

Lender Fees

Part of the closing costs of a home purchase and may include an application fee, attorney fees, and recording fees. The lender's underwriting or origination fee is usually 1 percent of the loan amount.

Loan Types

Mortgages have different terms ranging from 10 to 30 years and are available with fixed or adjustable interest rates. Your lender can discuss down payment, insurance, credit requirements, and other specifics of various loan types.

Monthly Debt

The minimum payment on credit card debt, auto, student, and personal loan payments; and alimony or child support. Rent or mortgage for a property that you will pay after your home purchase must also be included.

Mortgage

A loan from a bank, credit union, or other financial institution that relies on real estate for collateral. The bank provides money to buy the property, and the borrower agrees to monthly payments until the loan is fully repaid.

Mortgage Insurance

Insurance that protects the lender and repays part of the loan if the borrower defaults and the loan can't be fully repaid by a foreclosure sale. Usually required on loans with less than 20 percent down payment.

Property Taxes

Typically imposed by local governments on real property including residential real estate. The tax rate can change annually, and the assessed value of your property is usually recalculated annually.

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Prepays

Prepays are expenses paid at closing for bills that are not technically due yet, such as property taxes, homeowner's insurance, mortgage insurance, and HOA fees.

Third-Party Fees

Any closing costs charged by someone other than your lender, typically including fees for an appraisal, a property survey, a title search, owner's and lender's title insurance, and sometimes an attorney.