

# Sean J. Gilliland



## Preferred Purchasing System

[Sean@DenverRealEstateMoguls.com](mailto:Sean@DenverRealEstateMoguls.com)

[www.devonshirehomes.com](http://www.devonshirehomes.com)

720-284-4411





Buying a home is the single largest financial decision you will ever make. It is also one of the most important. Once you have decided to make that purchase, your second decision is to choose the right real estate broker and firm to work with you. ***We're prepared to make it happen*** from the beginning of your home search to handing you the keys and beyond...

With my Preferred Home Buying System, you will know exactly what steps are involved and how I plan to help you. This Buyer's Guidebook will give you the information you need to make informed decisions and show you how my one-stop services will make your home buying experience easier.

***I am committed to making the purchase of your  
new home an enjoyable event!***



I offer the following services:

**Residential Real Estate** – I help families buy and sell their Colorado homes.



**Relocation Services** – Whether you are being transferred across the state or across the country, my Corporate Relocation Division can help. You'll appreciate the personal attention and professional service from start to finish. We help more than 10,000 families and individuals with their relocation needs each year.



**Mortgage Services** – The loan approval process is one of the most important steps in a real estate transaction. Ian Buchanan with Rocky Mountain Mortgage (303) 521-8498 goes the extra mile for my clients from start to finish.

**Title Insurance** – A recognized leader in Colorado's title insurance services, Guardian Title is dedicated to providing exceptional title services and real estate closings for residential and commercial clients, builders and lenders.

**Concierge Services** – A single phone call to our Concierge program will help you with the many details associated with buying or selling a home. Concierge provides an efficient, stress-free way of identifying high-quality, reliable service providers that are only available to my clients.

# Sean J. Gilliland's

## **“Preferred Home Buying System”**

Sean J. Gilliland

[Sean@DenverRealEstateMoguls.com](mailto:Sean@DenverRealEstateMoguls.com)

(cell) 720-284-4411 (office) 303-758-7611

Devonshire – Previews Office

Coldwell Banker

200 Fillmore Street, Suite 300

Denver, Colorado 80206

# *Three Areas of Importance When Buying a Home*

## **First Step**

Realizing Your Goals in Purchasing a Home  
(Lending and Qualifications)

## **Second Step**

Determining Who Represents You  
(Picking a Realtor)

## **Third Step**

Knowing the Process  
(From seeing homes through contracting and to closing)

## **Final Step**

Finding Your Dream Home

*I will guide you through all of these areas!*

***FINANCING***

***AND***

***CLOSING***

The “First Step” in your new home search

***Talking with a Lender and becoming pre-qualified***

**Our Preferred Lender is**

Kevin Kostoff

BancGroup

(303) 542-1100

# *The Mortgage Appointment*

## *What to bring to make the meeting go smoothly*

The following checklist will help prepare you for your mortgage application interview. Of course, not all items may apply in your case. Due to the unique nature of each transaction, your lender may request additional information not listed below. In order to expedite your loan, please supply all requested documentation in a timely manner.

- ◆ **Sales Contract and Addendums:** *Signed by buyers and sellers (if using BancGroup they will already have this)*
- ◆ **Check for the Application Fee:** *Covers the credit report and appraisal*
- ◆ **Copy of Earnest Money Check:** *If in excess of \$1,000.00*
- ◆ **Mortgage or Rent History:** *Name and address of mortgage company that you may have. Year End Statement of Mortgage.*
- ◆ **Settlement Statement:** *On any real estate sold within the last two years*
- ◆ **Outstanding Loans/Liabilities:** *Creditor's name, address, account #'s, etc..*
- ◆ **Income:** *One month's current pay stubs showing gross monthly income, the last two year's tax returns and W2's*
- ◆ **Employment Verification for Past 2 Years:** *Address, contact, position, salary and date of employment*
- ◆ **Commissioned Income:** *Taxes 2 years, year-to-date earnings past two years*
- ◆ **Self Employed:** *Two year's sole proprietor, partnership or corporate tax returns, year-to-date Profit and Loss Statements and Balance Sheets*
- ◆ **Bank Accounts:** *Name and address of bank, account numbers, estimated balances and last three month's bank statements*
- ◆ **Additional Income:** *Certificate of Deposit number, current Social Security letter and tax returns to verify all dividend/interest income.*

## *Other Items That May Be Required:*

- ◆ Divorce decree or separation papers if child support is declared as income
- ◆ Copy of driver's license and Social Security Card
- ◆ For houses still under construction: if available, bring a copy of the plans and specifications.
- ◆ For a VA loan: bring your original Certificate of Eligibility. If you do not have one, bring your form DD-214 (Report of Separation from Active Duty) or your most recent discharge or separation papers so that a Certificate can be ordered.

# *Documents*

## ***What you can expect:***

During the real estate closing, both the buyer and the seller are required to sign many documents. The following is a list and brief explanation of most of the documents.

**HUD Statement:** This is a detailed itemization of the financial aspect of the transaction. It contains real estate and loan costs as well as tax proration, homeowners' dues and insurances. ***Signed by the buyer and the seller***

**The Deed:** This transfers title of the property from the seller to the buyer. ***Signed by the seller***

**Note:** This states the borrowing terms. It is the agreement between the buyer and lender. In effect this is an IOU. ***Signed by the buyer.***

**Mortgage:** This shows a lien is placed on the property and that the lender may foreclose if the borrower fails to make payments. ***Signed by the buyer.***

**Regulation Z/Truth in Lending Statement:** This document discloses the amount financed, interest rate, the annual interest rate and the total cost of the loan over it's life. ***Signed by the buyer.***

**Financial Itemization:** This explains that prepaid financed costs that are subtracted from the total loan amount which are on the Truth in Lending statement. ***Signed by the buyer.***

**Payment Letter:** This shows the monthly payment, ***Signed by the buyer.***

**Lender's Title Insurance Notice:** This lets the buyer know that the lender's title insurance protects only the lender. ***Signed by the buyer.***

**Proration Agreement:** This states that the buyer and seller will reprorate the taxes and homeowners' dues if there is a change in these amounts. ***Signed by the buyer and seller.***

**Buyers Affidavit:** This states that the information on the loan application is still true and correct. ***Signed by the buyer.***

**Seller's Affidavit:** This requires the seller to state he/she has not altered the property in any way that might cloud the title. ***Signed by the seller.***

**Payoff Confirmation:** A report of where money is being paid in order to satisfy and redeem liens against the property. ***Signed by the seller.***

**FIRPTA Document:** This advises the buyer that if the seller is a foreigner and leaves the country without payment income taxes due because of the transition, the buyer is liable. ***Signed by the buyer.***

**Compliances Agreement:** This mutual agreement requires the buyer and the seller to cooperate sign and correct any unintentional typographical errors on any of the closing documents. ***Signed by the buyer and seller.***



Care, Experience, Dedication & Knowledge.  
These are the reasons you should work exclusively with **Sean J. Gilliland** to purchase a home.

- ❖ I dedicate myself to Customer service
- ❖ I offer specialized representation services to fulfill all your needs
- ❖ ***Your satisfaction is my #1 goal***
- ❖ I care about your families' needs
- ❖ 24 Hour Accessibility. 720-284-4411

My business is based on referrals from past clients and friends. This gives me more time to concentrate on the exceptional customer service provided to all of my clients.

***I will provide you expertise, guidance, professionalism, and knowledge through-out your home purchasing experience***

Contact me today  
Mobile 720-284-4411  
[Sean@denverRealEstateMoguls.com](mailto:Sean@denverRealEstateMoguls.com)  
[www.DenverRealEstateMoguls.com](http://www.DenverRealEstateMoguls.com)

Direct 303-758-7611  
***DEVONSHIRE OFFICE***  
Coldwell Banker Residential Brokerage, Inc.



# *Getting Started*

## *How I will help you?*

- ◆ Discuss your needs and goals and plan the search for your property.
- ◆ Evaluate your priorities.
- ◆ Research all properties available that fit your criteria including properties placed in the Multiple Listing Service, homes that are for sale by owners, new homes and homes listed in the Coldwell Banker Real Estate on-line network.
- ◆ Schedule appointments and accompany you on all property showings.
- ◆ Pre-approve you for a mortgage. Pre-approval of your mortgage helps speed up the purchasing process and confirms the price range suitable for you. Ian Buchanan at Rocky Mountain Mortgage is available to guide you through the entire process confidentially and efficiently.
- ◆ Register you in our Home-Link client services program.
- ◆ Assist in providing market information gathered during the home finding process and prior to an offer to purchase.
- ◆ Assist in Builder Sales. Builders require that if a real estate agent is representing you, you must register that agent upon viewing of any property.

## *The Sales Contract*

Once you select a home, as your Colwell Banker Real Estate sales professional, I will draft and present your written offer to the seller. In Colorado price and negotiable items are established in the sales contract. It sets the stage for efficient closing procedures later.

- ◆ Prepare and present your purchase offer and all other necessary documents required for compliance.

## ***Contract to Closing***

From the time you and the seller sign contract until closing, I will attend to all details and make events go smoothly.

### ***Guidance***

You can count on me to provide expert guidance throughout the complex home buying process. Expect me to:

- ◆ Explain, Colorado's real estate procedures and assist you in the selection of inspection professionals.
- ◆ Provide required disclosure forms to protect you as a consumer.
- ◆ Provide assistance in scheduling home inspections. Professional home inspection companies will provide a written report on wiring, insulation, heating and cooling systems, and other structural and mechanical details. Fees for inspections are usually based on the price or the size of the property.
- ◆ Coordinate with an appraiser if necessary. Banks and lenders require that the property be appraised prior to issuing a mortgage.
- ◆ Order the title search. A search of public records is required to determine that that title transfers have been recorded correctly.
- ◆ Schedule a walk-through. Before closing, a walk-through appointment is scheduled. I will accompany and assist you in making sure that all required repairs have been made in accordance with the contract, that the property has been properly maintained and that all items which are to convey with the property are present.

### ***Closing***

Closing is the formal process by which ownership passes from the seller to the buyer. You will sign the settlement and mortgage papers, while the seller will sign the settlement papers and the deed.

***Congratulations and welcome to  
your new home!***

## *Questions and Answers*

**Buyers often have questions about the home search process and the financing of your house. We've made it easier for you by addressing some of the questions most commonly asked by buyers during the purchase of their property.**

*What are the advantages of buying a home?*

**There are many benefits, such as pride of ownership, an increased sense of security, the ability to make improvements of your choice and, not least of all, tax benefits.**

*Should I work with many Realtors at the same time?*

**Because all Realtors have access to the Multiple Listing Service (MLS) and all of the available listings, working with one Realtor with whom you feel comfortable will save you time, and you won't need to be pre-qualified each time you work with a new agent.**

*How long should it take for us to find the right home?*

**Because my job is to consider your needs and match them with the best house, you may be surprised to discover that you could find your next home the very first day that we look.**

*What am I supposed to do at the showing?*

**Make a list of everything you like and don't like as we go through each home, using the pages in this Buyer's guidebook. Then, as we travel to the next house, we'll review the information to make sure that the features you want are included.**

*What specific things should I look for in a home?*

**Look for features that you really would enjoy. Try to picture your family and your furniture in the home.**

*What questions should I ask about schools?*

**You want to know how the state ranks the school(s), test scores, sports programs, gifted and special programs. You may even want to arrange to visit certain schools.**

*Is it possible for us to find our dream home?*

**Yes. However, there will always be something that may not fit your exact criteria. Every home has a multitude of advantages and features. If the majority of the features in a specific house meet your expectations, it may be the right one for you.**

## *Questions and Answers continued...*

*I'm transferring to a new city. What do I do differently in this case?*

As a transferee, you should try to get a feel for the entire city and its neighborhoods. This will help you find an area where you think you would be the most comfortable before you begin looking at specific houses. I'll be happy to give you an orientation tour of our area before we begin the actual home search.

*What should I know about the contract for sale and/or the offer to purchase?*

I will provide a sample blank copy of the contract and explain the various clauses to you so that when we present an offer you'll know exactly what we are trying to accomplish during the negotiations.

*Do I need a home inspection?*

The contract gives you the opportunity to have the home inspected for the items that are warranted by the seller. You may also want additional items inspected on the property for your own information or for future remodeling purposes.

*Can I add extra inclusions to the contract that are not in the listing?*

You should consider the possibility that the sellers had personal or financial reasons to exclude the items. However, we can try to negotiate their inclusion.

*What kind of pressure is involved in my decision about signing a purchase to offer?*

None. However, when you find the home that feels right to you, don't hesitate to make an offer. After all, there may be another potential buyer who also finds this house appealing and could conceivably offer a purchase agreement first if you delay making a decision.

*When should I begin to look into financing?*

Right away. If you choose, I can arrange a meeting with Ian Buchanan of Rocky Mountain Mortgage to discuss your financing options and how you can speed up the loan process. Questions such as what items are required by the lender to hasten the process of approval and the various types of financing are addressed during the meeting.

*What is "buyer's remorse?"*

Buyers sometimes second-guess themselves as to whether or not they made the correct decision. This normally sets in between the time the contract is signed and closing. If you begin to get those feelings, call me and we'll talk about it.

*Closings should as simple as...  
“sign here!”*

*I help make the home buying  
process a little easier...*

*When you get to the closing table with Sean J. Gilliland  
I make sure the “i’s” are dotted and the “t’s” are crossed –  
to ensure an accurate and efficient  
Closing...anytime...anywhere.*

- ◆ Residential title insurance reports
- ◆ Commercial title insurance
- ◆ Real Estate closings documents
- ◆ Escrow of funds & documents
- ◆ Title searches & examinations
- ◆ Ownership and encumbrance reports
- ◆ Lien and judgment searches
- ◆ Copies of public record
- ◆ Builder title services
- ◆ Lender title services

Guardian Title Agency will earn your confidence by providing the most accurate, expert and reliable services that clients expect from Colorado’s leading title insurance company.



## *When You Preview Property*

- ◆ Take notes (and/or pictures) listing your likes and dislikes on the preview form I've provided for you.
- ◆ Does the property meet your needs?
- ◆ Can you picture your family in this home? How long will you be living in the property?
- ◆ After seeing the property, consider whether purchasing this home makes sense. Don't be offended if I ask you if you like a property or not. It's a way to eliminate homes that won't fit your needs.
- ◆ Narrow down your choices by the end of the day, 1-3.
- ◆ I'll provide you with a camera to take pictures of the properties we see if you don't have your own.
- ◆ I'll provide you a map, showing you the areas and homes we'll be seeing.
- ◆ I'll provide you the information about each property we will see. If you have interest in a property we can also look into the *listing history, loan history, previous purchase price and competition* in the area in order to make an educated decision on our offer price.

## ***What Should You Know About Making An Offer to Buy?***

- ◆ How will title be taken? (Joint Tenants, Tenants In Common, Tenant In Severalty)
- ◆ How much earnest money to put down? Plan on 2% of the price.

**REMEMBER: Your earnest money check will be cashed upon acceptance.**

- ◆ I will need to know any contingencies or special requests you might have about purchasing. This includes getting your closing costs and/or your down payment paid for.
- ◆ I will prepare the offer and any addendum's for your review, along with coordinating all dates for you.
- ◆ Will you be paying cash or need financing? (See the page on what to bring to your loan application if wanting to apply for a loan. I can usually have you approved for a new loan in as little as 48 hours).
- ◆ I'll be presenting your offer to the listing company. I have found that supplying the listing company with a pre-qualification letter or in the event of a cash deal, a confidential financial letter is an absolute necessity. This will add validity and strength to your offer.
- ◆ What type of inclusions are you expecting to receive?
- ◆ What will help you most about determining value? I will provide you market trends to give you knowledge of the market. Other information may also be helpful such as; previous purchase price, listing history and the owners current loan situation.

**Devonshire Coldwell Banker – Previews Office**



# *Sean J. Gilliland's System for Seeing Homes Through Closing*

## What You Can Expect From Me Between Contracting and Closing

- ◆ Weekly progress reports on your contract status to assure that performance is being met per your agreement with the seller. It is my job to keep the contract moving forward and making sure that all obligations are met before their contract date.
- ◆ I do the foot work and follow up with all parties involved. I prepare addendum's to the contract if necessary.
- ◆ I will provide you a list of names to choose from lenders, inspectors, handyman, etc.
- ◆ I will try to predict the hurdles before they become problems that could slow down your closing and make it more arduous.

*Contracting ---- Loan Application ----- Concessions ---- Title Commitment  
----- Appraisal & Inspection ----- Addendum's & Contingencies ---- Loan  
Approval ---- Moving in.*

## What Will Happen At Time of Closing?

- ◆ You need to bring a picture ID with you. A drivers license is fine.
- ◆ You will need one check of certified funds (or a wire transfer) for your down payment and closing costs. I recommend the check be made out to you.
- ◆ My objective is to get you the settlement sheets no later than 24 hours prior to closing and review them with you.

***Remember to ask any and all questions. Part of my Service is knowledge.  
Since I do this 24/7 something that is routine to me maybe extremely important to  
you.***

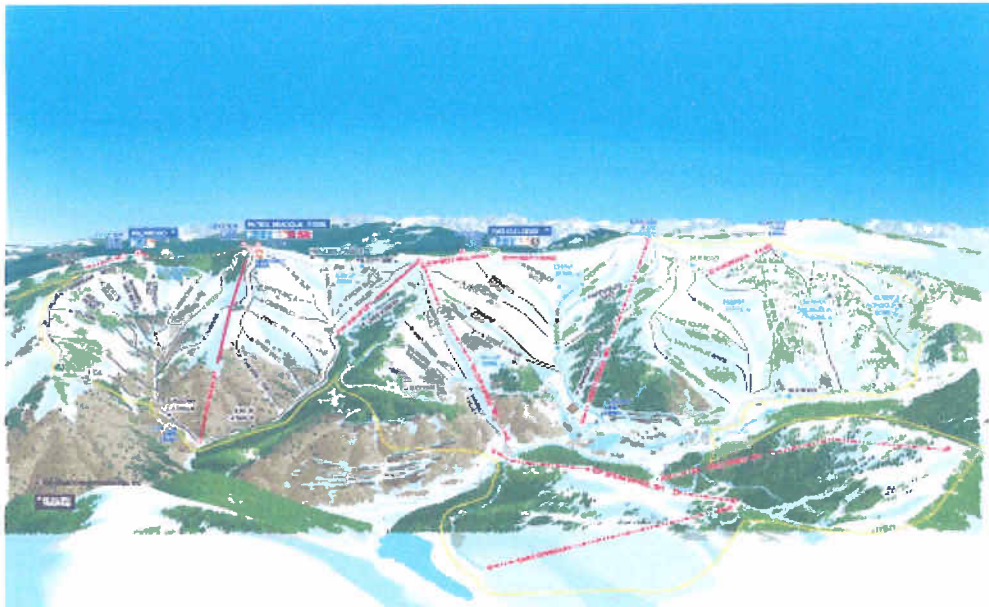
***ASK QUESTIONS!***

## *Administrative Fee*

In recent years, the required consumer disclosure documentation associated with the real estate transaction has increased substantially.

Currently, we are required to provide documentation disclosing certain matters including, but not limited to, agency, lead-based paint, known defects and others. Furthermore, Colorado real estate brokers are required to retain and store copies of all records of the real estate transaction. Increased disclosures, documentation of all disclosures, and storage requirements have necessitated the implementation of a \$199.00 Administrative Fee. This fee will be charged to consumers on every property listed and sold and will be collected at the time of closing.

For your benefit, and as required by current law, we will maintain a copy of all documentation relative to your transaction for a period of five years. Should a copy of any of the documents be needed at any time during that period please contact us at 303.758-7611 and ask for the Archives Storage Manager.



# ***Moving Hints***

## *Getting ready for the big day*

### ***Prior to Leaving:***

#### **Address Change**

- ◆ Post office
- ◆ Charge Account, credit cards
- ◆ Subscriptions
- ◆ Relatives and friends

### ***Insurance***

- ◆ Notify your company of new location; life, auto, health, fire

### ***Bank***

- ◆ Arrange for check cashing in a new area; transfer accounts

### ***Utility Company***

- ◆ Excel Energy – <http://www.cbfirstconnect.com/> 800.895.4999
- ◆ Qwest – 800.244.1111
- ◆ Obtain any refunds of deposits
- ◆ Arrange for disconnections of gas, water, electric, telephone etc.
- ◆ Arrange for utility services at your new home
- ◆ Call cable company and have service shut off; have new service turned on at new address

### ***Schools***

- ◆ Arrange for copies of school records and transcripts

### ***Things to Remember:***

- ◆ Clean out freezer & plan food use
- ◆ Defrost freezer; use charcoal to absorb the odor
- ◆ Service appliances for moving
- ◆ Clean clothing and rugs; have them moving-wrapped
- ◆ Plan with your moving counselor-insurance coverage
- ◆ Packing and unpacking labor, arrival day, shipping
- ◆ Papers, time and method of expected payment
- ◆ Plan for special care of children
- ◆ Plan for special care of pets

# ***Moving Hints Continued...***

## ***Moving Day:***

- ◆ Clearly mark boxes you will need immediately
- ◆ Transport jewelry, documents and other valuables yourself
- ◆ Re-check closets, drawers, attic, dishwasher etc. to make sure they are empty
- ◆ Leave old keys and garage door openers for new owners

## ***At your New Home:***

- ◆ Check on services of telephone, utilities, and cable
- ◆ Register Children in School
- ◆ Stop by DMV and apply for new drivers license and register vehicle with new county (if applicable)

## ***Additional Thoughts:***

---

---

---

---



# *Glossary of Terms*

## *Words and phrases you need to know*

**Adjustable Rate Mortgage (ARM):** Mortgage loans in which the interest rate and monthly payments may be adjusted periodically to correspond with change in the cost of funds.

**Amortization:** Payment of debt in regular, periodic installments of principal and interest, as opposed to interest only payments.

**Amortization Schedule:** A schedule showing each payment of a loan to be amortized and breaking down the payment into the amount applied to principal and the amount applied to interest.

**Annual Percentage Rate (APR):** This is the cost of your credit expressed in terms of an annual rate. Since you may be paying “points” and other closing costs, **the APR disclosed is often higher than the interest rate on your loan.** The APR can be compared to the APR for other loans for which you may have applied to give you a fair method of comparison.

**Assumption Fee:** Lender’s charge for paperwork involved in processing records for a new buyer assuming an existing loan.

**Balloon Payment:** When the final installment payment on a note is greater than the preceding installment payment and the note is paid in full.

**Cap: (1) Change Cap** – an interest rate cap which limits the increase on the interest rate from one adjustment period to the next. **(2) Life Cap** – an interest rate cap which limits the increase rate of the life of the loan.

**Certificate of Reasonable Value (CRV):** The Federal Veterans Administration appraisal commitment of property value.

**Closing Statement:** The statement which lists the financial settlement between buyer and seller and the costs each must pay.

**Condominium:** A system of individual ownership of units combined with joint ownership of common areas of structure and the land.

**Contingency:** The dependence upon a stated event which must occur before a contract is binding. For example: the sale of a house is contingent upon the buyer obtaining financing.

**Conventional Loan:** A mortgage or deed not obtained under government insured program (such as FHA or VA).

## *Glossary of Terms*

### *Continued...*

**Deed of Trust:** An instrument used in many states in place of a mortgage. Property is transferred to a trustee by the borrower (trustor) in favor of the lender (beneficiary), and re-conveyed upon payment in full.

**Earnest Money:** Down payment made by a purchaser of real estate as evidence of good faith.

**Escrow:** Delivery of a deed by a grantor to a third party for delivery to the grantee.

**Federal Housing Administration (FHA):** An agency of the federal government that insures mortgage loans.

**Home Warranty Insurance:** Private insurance insuring a buyer against defects (usually in plumbing, heating, and electrical) in the home purchased. The period of insurance varies and both new and used homes may be insured.

**Loan Origination Fee:** A one time setup financial settlement between buyer and seller and the fee charged by the lender.

**Point:** One percent of the loan amount.

**Title Insurance:** Insurance against loss resulting from defects of title to a specific described parcel of real property. Defects may run to the chain of title or to encumbrances.

**Variable Interest Rates:** An interest rate which fluctuates as the prevailing rate moves up or down. In mortgages there are usually maximums as to the frequency and amount of fluctuation. This may also be called flexible interest rate.

**Veterans Administration Loans (VA):** Housing loans to veterans by banks, savings and loans, or other lenders which are insured by the Veterans Administration, enabling veterans to buy a residence with little or no money down.

**Private Mortgage Insurance (PMI):** Insurance on a conventional loan that is required with an LTV of 81% or higher to ensure against foreclosure.

**Mortgage Insurance Premium (MIP):** Insurance on a government-funded loan to ensure against foreclosure.

*Homes that fit your  
requirements*

***Home Preview Notes***  
***Keep track of the homes you preview***

Date: \_\_\_\_\_

Property Address: \_\_\_\_\_

Price: \_\_\_\_\_ Avail. Financing: \_\_\_\_\_

Additional fees: \_\_\_\_\_ Taxes: \_\_\_\_\_

Approx. Sq. Ft: \_\_\_\_\_ Lot size: \_\_\_\_\_

Bedrooms: \_\_\_\_\_ Baths: \_\_\_\_\_ Dining Room: \_\_\_\_\_ Family Room: \_\_\_\_\_

Living Room: \_\_\_\_\_ Age of House: \_\_\_\_\_ Style: \_\_\_\_\_ AC: \_\_\_\_\_ Type of Heat: \_\_\_\_\_

Pool: \_\_\_\_\_ Garage: \_\_\_\_\_ Fireplace: \_\_\_\_\_ Appliances: \_\_\_\_\_ Storage: \_\_\_\_\_

Neighborhood: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

What about or how are: Schools \_\_\_\_\_ House of Worship: \_\_\_\_\_

Day Care: \_\_\_\_\_ Parks: \_\_\_\_\_ Hospital: \_\_\_\_\_

Shopping: \_\_\_\_\_

Transportation: \_\_\_\_\_

Likes: \_\_\_\_\_

\_\_\_\_\_  
Dislikes: \_\_\_\_\_

\_\_\_\_\_  
Over all, including the surrounding area, schools, etc how would you rate this property:

\_\_\_\_\_ 1 2 3 4 5 6 7 8 9 10 \_\_\_\_\_



***Home Preview Notes***  
***Keep track of the homes you preview***

Date: \_\_\_\_\_

Property Address: \_\_\_\_\_

Price: \_\_\_\_\_ Avail. Financing: \_\_\_\_\_

Additional fees: \_\_\_\_\_ Taxes: \_\_\_\_\_

Approx. Sq. Ft: \_\_\_\_\_ Lot size: \_\_\_\_\_

Bedrooms: \_\_\_\_\_ Baths: \_\_\_\_\_ Dining Room: \_\_\_\_\_ Family Room: \_\_\_\_\_

Living Room: \_\_\_\_\_ Age of House: \_\_\_\_\_ Style: \_\_\_\_\_ AC: \_\_\_\_\_ Type of Heat: \_\_\_\_\_

Pool: \_\_\_\_\_ Garage: \_\_\_\_\_ Fireplace: \_\_\_\_\_ Appliances: \_\_\_\_\_ Storage: \_\_\_\_\_

Neighborhood: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

What about or how are: Schools \_\_\_\_\_ House of Worship: \_\_\_\_\_

Day Care: \_\_\_\_\_ Parks: \_\_\_\_\_ Hospital: \_\_\_\_\_

Shopping: \_\_\_\_\_

Transportation: \_\_\_\_\_

Likes: \_\_\_\_\_

\_\_\_\_\_  
Dislikes: \_\_\_\_\_

\_\_\_\_\_  
Over all, including the surrounding area, schools, etc how would you rate this property:

\_\_\_\_\_ 1 2 3 4 5 6 7 8 9 10 \_\_\_\_\_

***Home Preview Notes***  
***Keep track of the homes you preview***

Date: \_\_\_\_\_

Property Address: \_\_\_\_\_

Price: \_\_\_\_\_ Avail. Financing: \_\_\_\_\_

Additional fees: \_\_\_\_\_ Taxes: \_\_\_\_\_

Approx. Sq. Ft: \_\_\_\_\_ Lot size: \_\_\_\_\_

Bedrooms: \_\_\_\_\_ Baths: \_\_\_\_\_ Dining Room: \_\_\_\_\_ Family Room: \_\_\_\_\_

Living Room: \_\_\_\_\_ Age of House: \_\_\_\_\_ Style: \_\_\_\_\_ AC: \_\_\_\_\_ Type of Heat: \_\_\_\_\_

Pool: \_\_\_\_\_ Garage: \_\_\_\_\_ Fireplace: \_\_\_\_\_ Appliances: \_\_\_\_\_ Storage: \_\_\_\_\_

Neighborhood: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

What about or how are: Schools \_\_\_\_\_ House of Worship: \_\_\_\_\_

Day Care: \_\_\_\_\_ Parks: \_\_\_\_\_ Hospital: \_\_\_\_\_

Shopping: \_\_\_\_\_

Transportation: \_\_\_\_\_

Likes: \_\_\_\_\_

\_\_\_\_\_  
Dislikes: \_\_\_\_\_

\_\_\_\_\_  
Over all, including the surrounding area, schools, etc how would you rate this property:

\_\_\_\_\_ 1    2    3    4    5    6    7    8    9    10 \_\_\_\_\_