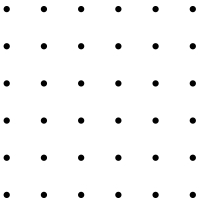


ANNE REICHARD REAL ESTATE

# BUYER'S GUIDE



COMPASS

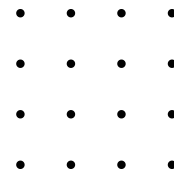
# BUYING A HOME WITH ME

Our Washington Region is one of the most desirable real estate markets in the US, and I know that navigating the buying process can seem challenging. However, with my expertise, breadth of knowledge, and national network, you are in dedicated and trustworthy hands. I will guide and advise you during every step of the buying process.



## How I support buyers:

- Provide real-time market insights through **Compass Collections** and detailed **CMAs**.
- Network with over **1K WA Compass agents** colleagues and **26K+ agents nationwide** with knowledge of homes that meet your criteria.
- Share local expertise and tours of the areas you love or want to discover.
- Build your **"buyers team"** by connecting you with trusted financing organizations, vendors, etc.
- Execute accurate home data and analytics through **Market Watch**.
- Negotiate to **get your offer accepted**.



Let me show you why I'm the right agent for you!

## TESTIMONIALS

### Ken & Val

*"Anne is amazing. She worked hard to find us the perfect home as we start a new chapter in our lives. She is a true professional, knowledgeable, and very responsive, but what truly sets her apart is how caring she is. We felt a connection immediately and knew she would go the extra mile for us which she did! She took away so much of the stress of purchasing a home while living in another state because of her great communication skills and the great team she has in place. We highly recommend!!"*

### Susan & Bill

*"Anne Reichard helped us find our forever home on Bainbridge Island. Anne's calm demeanor and positive attitude guided us during a stressful year of low inventory and bidding wars. Her hard work, dedication and smart negotiating got us the house. Anne lives on Bainbridge Island and is very knowledgeable of the area and market which was a big factor for us. She responded to all our questions right away and she was always readily available to look at houses in a very hot market. We felt like we were her priority. It was a pleasure working with Anne. She is honest, kind and fun to be with. Her passion and enthusiasm is contagious. We highly recommend her!"*





# MY COMPASS TOOLS AND PROGRAMS HELP YOU FIND YOUR NEXT HOME

## Collections

Collections lets you compare multiple properties—their size, neighborhood, amenities—within a central visual workspace. I can monitor market activity in real time, stay in constant contact, and invite collaborators to join in on our search discussions.



- • • •
- • • •
- • • •



## Search & Market Watch

Compass Search can sort by a wide range of features and amenities to pinpoint the perfect home. Plus, discover exclusive Compass listings you won't find anywhere else and receive real-time notifications of new homes with customized Saved Searches!

## Compass CMA

Discover how the home you want to bid on compares to the other homes on the market. I will create an in depth digital comparative market analysis for you to use when determining your offer price.



# THE BUYER PROCESS

## 01

### Buyer Consultation

We will sit down to discuss the neighborhoods you're considering, and how I can help guide your search. We will analyze your wants and needs in order to set your home buying goals. Let's determine if we're a good fit!

## 02

### Get Pre-Qualified

Before beginning your search, your first step is to get pre-approved for a mortgage loan (unless you're paying cash). I can recommend some preferred lenders. Your lender will determine the price range for your search. Your PAL is our ticket to looking at homes and figuring out how to best position you to submit an offer.

## 03

### Your Home Search

Time to consider your ideal home's location, features, and amenities. We will set up a custom search (Compass Collection) that helps us get closer to finding you "the one". We will Collaborate within your Collection, and open doors spanning a large range of areas and property types. Your Collection will notify you when properties hit the market.

## 04

### Offer and Negotiations

Once you identify a home you like, you can put in an offer. This offer is packaged with a *Pre-Approval Letter* and Proof of Funds (POF). I will help you decide key elements of your offer including: price, *earnest money/down payment* amounts, dates and contingencies. I will keep in close contact with the listing agent to assure our negotiations fare well with the seller.

## 05

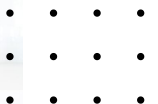
### You Got The Home!

Once you've got your offer accepted we have *mutual acceptance*! Now that we're in contract I will keep you updated with transaction timelines, contingency periods, and emails throughout the escrow process. The Purchase Agreement should be submitted to your chosen lender upon receipt of the fully signed PSA.

## 06

### Earnest Money

Part of your down payment is held at escrow as *earnest money* and is due 2-3 business days after going mutual as insurance for the sellers. Earnest money may be refunded pending inspection.





# 07

## Home Inspection

If you did not conduct a pre-inspection prior to submitting your offer you should have an inspection contingency. This will be scheduled ASAP after going mutual. In faster markets this is typically 1-3 days after offer acceptance. You may select all desired inspections and determine the overall condition of the property within the agreed timeline and contingencies. Note: An inspection may occur after the *earnest money* is deposited.

# 08

## Buyer Due Dilligence

Your contingency period may include one or more other documents including disclosures and *preliminary title report* for you to review. You may approve, disapprove, or I will help you negotiate credits/repairs on your *inspection response*. Some common contingencies: *Inspection, Title Report, Seller Disclosure, Sewer Scope, Septic, HOA Review, Neighborhood Review, Information Verification Period.*

# 09

## Appraisal & Your Loan

Once your contingencies are done, your lender will organize an appraisal with the bank. You will want to shop *homeowners insurance* once appraisal comes in at least at offer price, or is negotiated at a lower one. Once you have been approved by underwriting, the bank then issues loan approval. You'll wire the closing funds with the homeowner's insurance in place, and then the loan will be approved to be funded with clearance to close.

# 10

## Final Walkthrough

A final walkthrough of the property is scheduled with me and completed just before closing (3-5 days before). The walkthrough confirms that no damage has been done to the home since the time of inspection and that the major systems and appliances are still in working order and any negotiated repairs were done.

# 11

## Signing Day

Once all the conditions of the contract & lending have been satisfied, the signing is held. The closing documents are signed a day or so before closing day, lender does final verifications with your employer, payment is exchanged. Almost there!

# 12

## Closing Day & Keys!

Congratulations!  
You are now a homeowner. We will arrange for a key exchange once the County recording numbers are in. Welcome home!



# KEY TERMS

Get a better understanding of common real estate language and practices.

## Appraisal

Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

## Assessed Value

Value placed upon property for property tax purposes by the tax collector.

## Closing Costs

Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, and title insurance.

## Contingency

Certain criteria that have to be met in order to finalize the sale. These typically protect the buyer.

## Debt-to-income ratio

The percentage of an individual's monthly gross income relative to the amount of debt owed.

## Earnest Money Deposit (EMD)

A good faith deposit the buyer makes with an offer to show that you are serious about buying the property. In exchange, the seller agrees to stop marketing the property.

## Escrow

A neutral third party that handles the transfer of any money during the sale of a home from initial deposit to final funding and closing.

## Inspection

An expert conducts a formal review of the property to find visible issues that need to be repaired. Buyers typically make their offers contingent on an inspection, but sellers can conduct a pre-offer inspection to appeal to buyers. The buyer may choose to do additional inspections like radon and a sewer scope.

## Lien Search

A background check on the property and the seller to ensure there are no outstanding debts or claims upon the property.

## Pre-Approved vs. Pre-Qualified

Advanced approval from a bank or lending institution for a home mortgage vs. potential buyers provide an overall financial picture and mortgage brokers provide an estimate of what level of loan you will likely be pre-approved for..

## Preliminary Title Report

A report showing the condition of title before a sale or loan transaction. After completion of the transaction, a new title insurance policy will be issued.

## Title Insurance

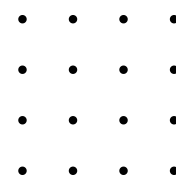
Insurance to protect the buyer and lender against losses arising from disputes over the ownership of a property.

## Recording Fees

A fee paid to the local government to officially report a sale of a home; usually paid by the buyer.

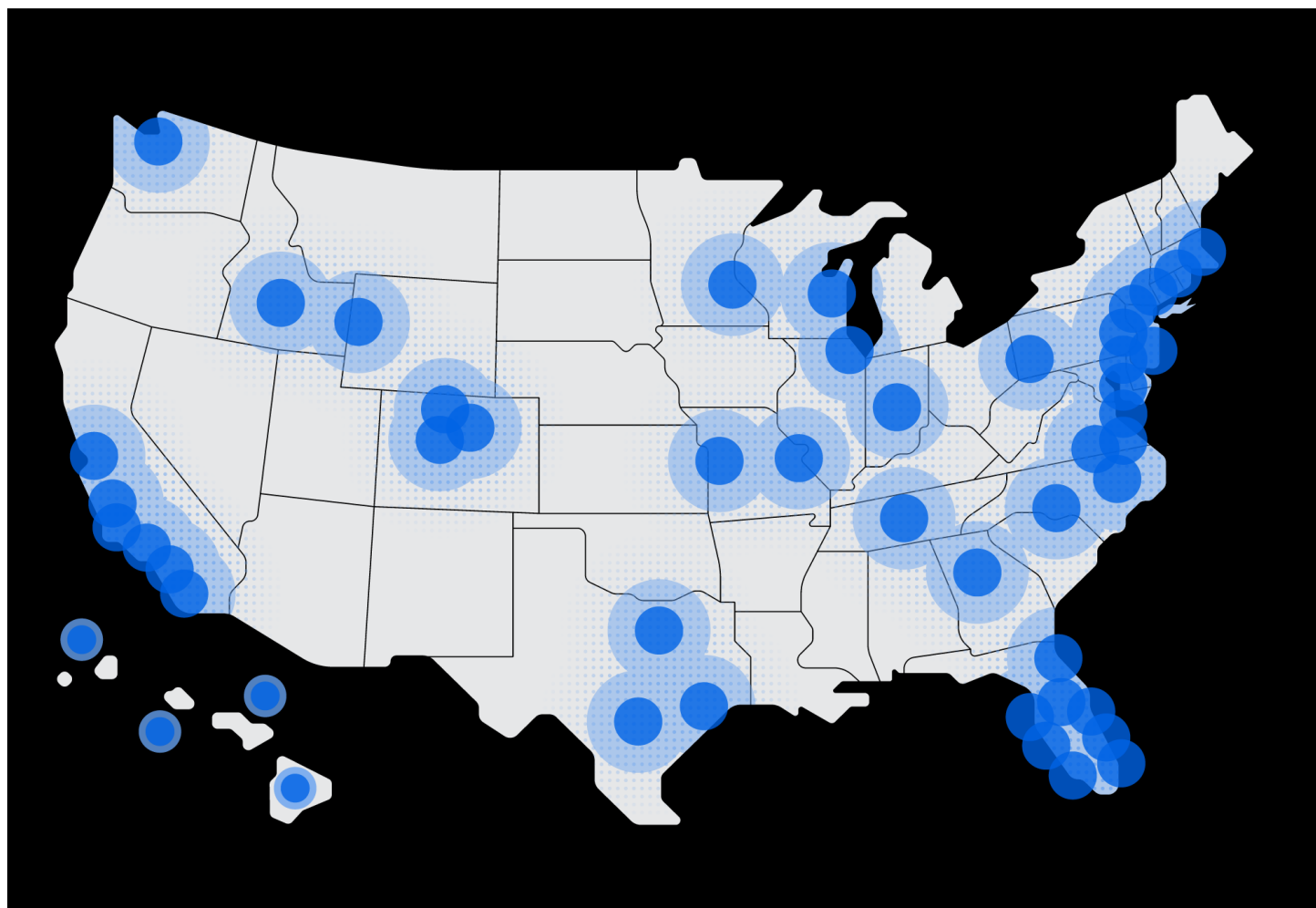


# FIND YOUR DREAM HOME WITH COMPASS



**No matter where your move may take you, my national Compass network can help!**

In real estate, relationships are everything. My national network of agents covers **45%** of the country's population, making Compass a coast-to-coast network of collaborative, hardworking agents. When you're looking to move to a new area, **I leverage these local and national connections to make your dream home yours.**



**#1**  
brokerage based on  
Closed Sales Volume\*

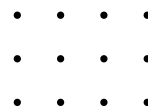
**69**  
markets

**26,000+**  
agents

\*Source: RealTrends article published 3/16/2022, based on Closed Sales Volume for 2021. This information is based on Compass' 2021 public earnings report. Definitions: Closed Sales Volume – the total sales price of all the closed units. Listings Taken – number of properties that were listed for sale with a real estate agent. Listings Taken Volume – the total price of the listings that were placed on the market.



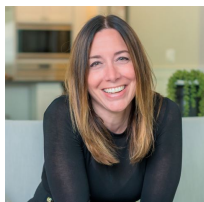
# I LOOK FORWARD TO WORKING WITH YOU



Delivering an unparalleled real estate experience for every client is the hallmark of my service. I go above and beyond to help my clients search for their perfect home or investment property, providing guidance and advice throughout every step of the buying process. Together, we'll collaborate closely to find homes that fit your needs, budget, and lifestyle. Working with me means you'll have a seamless experience and be well positioned to make your dream home yours when you find it. I make sure my clients cross the home closing finish line with confidence and ease.

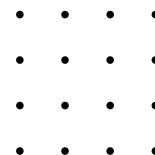


FITZPATRICK  
& CO.



Anne Reichard

Broker  
M: 630.842.6294  
[anne.reichard@compass.com](mailto:anne.reichard@compass.com)



COMPASS



Compass is a licensed real estate broker, licensed to do business as Compass RE in Delaware, Idaho, New Jersey, Pennsylvania and Tennessee, Compass Real Estate in Washington, DC, Maine, Vermont, Wyoming and Idaho, Compass Realty Group in Missouri and Kansas, and Compass South Carolina LLC in South Carolina. All material is intended for informational purposes only and is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. No statement is made as to the accuracy of any description of measurements (including square footage). This is not intended to solicit property already listed. No financial or legal advice provided. Equal Housing Opportunity.