

She

SELLS SCOTTSDALE



# BUYERS GUIDE

PAMELA TORGRIMSON

FROM START TO SOLD. ALL  
THE DETAILS YOU NEED TO  
SUCCESSFULLY BUY YOUR  
NEW HOME.





# WELCOME

*Hi There!*

*Hi, I'm Pam and I believe in the "American Dream" of owning a home.*

A HOME is more than just a physical space. It's where you've created countless memories, shared moments with loved ones, and where you feel most comfortable.

When it comes time to buy a new home and begin a new chapter, the process can oftentimes feel overwhelming. Buying a home can be an emotional journey, and it's understandable to feel apprehensive.

Rest assured that together, we can help you navigate the process with ease. We'll outline the process and create a plan together, so you don't have to do any of the heavy lifting.

From setting a budget, to finding the right neighborhood, negotiating the best terms for you & creating a smooth close, this booklet will be your guide.

*Pamela Torgerimson*

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## ABOUT ME

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# PAMELA TORGRIMSON

Associate Broker

I'm a real estate agent, a mentor, and HUGE dog lover! I support all real estate agents and provide mentorship with my team to help educate their clients through the home buying process

 [@shesellscottsdale](https://www.instagram.com/shesellscottsdale)



### “BENNIE”

I became a Grandma this year!! This little guy has WON my heart!

There is something very special when a grandchild comes into your life.

Meet my fur babies. They are VERY spoiled as they should be! Their absolute favorite place to be is up at my cabin in Munds Park, AZ. Cooler weather and so much to explore!

### “BILLIE & STEVIE”



# WHY HIRE A TEAM?

When it comes to buying or selling a property, having a real estate team on your side is a game-changer. Not only will we always be available to take calls and show properties, but we also bring a wealth of experience and expertise to the table.

It's vital to have a variety of perspectives to build your specific marketing plan. As a team we build a plan just for your home and each listing is vetted through the team, which ensures we don't have any holes in our marketing.

Our job is to get you the best deal and often times that is through leveraging our combined skillsets...and NETWORKS.

While we personalize our marketing approach, we systemize our approach to paperwork, ensuring you always know what's coming next.

## SAY HELLO TO THE PARTNERS...

REAL ESTATE  
AGENT



SARAH  
FLINT

REAL ESTATE  
AGENT



BROOKLYN  
CARTER

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# SUCCESSFUL BUYING PROCESS



I KNOW THAT BUYING A NEW HOME CAN BE STRESSFUL...

But it doesn't have to be! Instead it can be the glorious start to a new chapter. The anticipation of creating new memories in a home that better serves your needs. We're here to help you determine your budget, find the perfect neighborhood & hear "OFFER ACCEPTED!"

Moving to a new home is EXCITING and we can't wait to help you every step of the way.

## HERE ARE THE STEPS TO GET YOU STARTED

SET YOUR  
BUDGET

FIND YOUR  
HOME

INSPECTION  
PERIOD

CLOSE ON YOUR  
NEW HOME!



GET PRE-  
QUALIFIED

MAKE AN  
OFFER

CONTINGENCY  
REMOVAL  
PERIOD

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# HOW DOES A REAL ESTATE TRANSACTION WORK?

**BUYER**

**BUYER'S  
REALTOR**

**SELLER'S  
REALTOR**

**SELLER**

## **LOAN EVALUATION**

BEFORE MAKING AN OFFER, TALK WITH A FEW LENDERS TO DETERMINE YOUR BUDGET

**FIND YOUR  
DREAM  
HOME!**

## **OFFER PRESENTED**

BUYER'S REALTOR PRESENTS OFFER TO SELLER'S REALTOR, WHO CONVEYS IT TO SELLER

## **PURCHASE NEGOTIATION**

SALES PRICE, TERMS AND CONTINGENCIES ARE NEGOTIATED & AGREED UPON.

## **INSPECTION PERIOD**

BUYER BEGINS 10-DAY INSPECTION PERIOD & SUBMITS REPAIR REQUESTS.

## **EARNEST MONEY DEPOSIT**

BUYER SUBMITS EARNEST DEPOSIT TO TITLE COMPANY WHICH IS HELD IN EARNEST

## **SELLER'S DISCLOSURES**

SELLERS PROVIDE DISCLOSURES THAT MAY MATERIALLY AFFECT THE VALUE

**SALES  
AGREEMENT  
EXECUTED**

**LOAN  
APPLICATION  
PROCESSED &  
APPRAISAL  
ORDERED**

**TITLE SEARCH**  
CONCURRENT WITH LOAN PROCESS, CLOSING AGENT CONFIRMS SELLER HAS CLEAR RIGHT TO SELL PROPERTY & ESTABLISHES FACTS, SUCH AS WHETHER THERE ARE ANY RESTRICTIVE COVENANTS ON THE USE OF THE PROPERTY

**CLOSING DOCS ISSUED**  
LENDER PROVIDES LOAN ESTIMATE & CLOSING DISCLOSURES DETAILING ALL TERMS & COSTS

**CONTINGENCIES SATISFIED**  
ONCE FINANCING IS COMPLETE, INSPECTION REPAIRS MADE, APPRAISAL COMPLETE, CONTINGENCIES ARE DROPPED OFF.

**FINAL WALK THROUGH**  
1-2 DAYS PRIOR TO CLOSING, BUYER CONFIRMS THAT THE HOME IS IN THE SAME CONDITION AS WHEN PURCHASED & ALL AGREED UPON REPAIRS HAVE BEEN MADE



**TRANSACTION  
CLOSED**



# *the* TIMELINE

## 4 SHOWINGS

- Walk any homes that meet all of the qualifications you've set until you find the right one & submit an offer

## 1 BUDGET

- Determine what you want your monthly payment to be
- Determine how much you want to put down

## 5 OFFER ACCEPTED!

- Deposit earnest money
- 10-day inspection period
- Appraisal

## 2 MEET WITH A LENDER

- Interview lenders
- Crunch the numbers to determine how much home you can afford

## 6 CLOSING DAY

- Sign all lender documents
- Sign all title documents
- Sent to record + fund

## 3 SET UP YOUR HOME SEARCH

- Determine what your 'must have' items are
- Define the location you want to live in
- Set up your home search

## 7 MOVING DAY

- Schedule your movers
- Turn on all utilities in your name
- Welcome Home!



# SET YOUR BUDGET

I know...the dreaded B word, but if you're crystal clear on what your budget is, this process will be SO MUCH EASIER. You'll want to meet with a lender to determine final numbers, but take some time to determine what monthly payment feels comfortable for you and your family at this time. As a rule of thumb it is recommended that your mortgage not exceed more than 1/3 of your take home pay. Before you lock yourself into that, I will tell you that there are exceptions depending on your season of life.



*She*  
SELLS SCOTTSDALE

# WHY HIRE AN AGENT FOR YOUR HOME PURCHASE?



## **UNREPRESENTED CONSUMERS ACCOUNT FOR 70% OF ALL REAL ESTATE LAWSUITS.**

Are you required to have a real estate agent to purchase a home? No. But you're also not required to have a professional cut your hair, so why do you pay someone to do that? Because you don't want to walk around with your hair a mess, right?

Buying a home is often one of the biggest financial investments you'll make in your lifetime. A lot can go wrong and unfortunately, it can go REALLY wrong if you don't know what you're doing.



# WISH LIST

Buying a new home is so much fun and this is the part where you day dream about all the possibilities. I tell my buyers to write down EVERYTHING they want in a house. Then take that list and start sorting and rank them in order of importance, narrowing it down to 3-5 MUST HAVES.

It's important to do this BEFORE you start looking at houses so you don't get distracted by something that might seem like what you want, but really isn't top priority.

We will refer to this list when we're out looking at homes.

# DOWN PAYMENT

Determine what your down payment is. While some put 20% down on their home, you can often qualify with as little as 5% down. It's important to be clear on this number as it will impact your monthly payment. You'll also need to have your Earnest Money on hand as well. Typically buyers put 1% of the purchase price down as earnest money. I'll break down your earnest money in just a bit, but know that your earnest money will be added to your down payment on closing day.



# New Home

## WISH LIST

### BATHROOMS

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### KITCHEN

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### BACKYARD

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### FAMILY ROOM

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### FRONT ENTRY

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### BEDROOMS

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### MISCELLANEOUS

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# AGENT COMPENSATION & REPRESENTATION

Inside real estate transactions there are typically two agents involved. One agent represents the seller, the other agent represents the buyer. This is called Agency. There is Buyer's Agency and Seller's Agency.

What is AGENCY In Real Estate? As your Agent my fiduciary is to you and ONLY you the Buyer. I do not look out for the Seller. I look out for "your" best interest and work for you. THIS IS IMPORTANT! You need representation on the largest purchase of your life.

**Again, hire an agent that is experienced. You want an agent that looks out for you.**



**It makes their listing more appealing.** Buyers face a lot of upfront costs when purchasing a home, seller's covering this cost allows buyers to afford more.

**It creates a smoother transaction.** A represented buyer is a buyer that is educated with an agent working to make sure we get everyone to the closing table.

**\*\*Sellers are not required to offer a buyer's agent co-broke.** This means buyers need to be prepared to pay their agent out of pocket if need be. As a buyer's agent, it is my job to seek best circumstances for your purchase, which is why we'll try to negotiate a seller paid compensation structure.

# WHAT IS A BUYER BROKER AGREEMENT AND DO YOU HAVE TO SIGN IT?

As of August 1, 2024 in the state of Arizona a Realtor CAN NOT show a home to a buyer without a Buyer Broker Agreement in place. There are NO exceptions. This is not a "Arizona" Rule. This is a National Association of Realtors (NAR) requirement.

Do you have to sign one? YES, you do. All buyers have to sign one. There are no special circumstances, however there are different versions of Buyer Broker Agreements. Your agent should explain your options to you. Hire a Buyer's agent that educates you and explains in detail all forms you are signing. Do your research and hire an experienced, educated agent. IT MATTERS!

## WHAT IS A BUYER BROKER AGREEMENT?

A BBA is a "Contract" between you the buyer and my Brokerage on how I get paid. In some cases the seller is offering a buyer brokerage compensation to offset the amount that you agreed to pay. If you (buyer) do not have the extra money to pay the brokerage the compensation you agreed to on the BBA, we can look at properties that are offering a buyer broker commission (which I can call ahead of time and ask the seller's agent) OR we can try and write it into the purchase contract "offer" with a Seller Compensation Agreement to the Seller. In some cases the Seller may agree to the compensation or part of it. But, whatever amount that is not covered is your responsibility per our BBA contract. At that time, you can make a decision if you want to move forward with that purchase of that particular property or we can look for a different one.



# PRE-BUYER FORMS

(\*SUBJECT TO CHANGE)

AGENCY

BUYER ADVISORY

BUYER BROKER  
AGREEMENT



## MEET WITH YOUR LENDER

Now that you have a clear idea on what you want and the numbers you'd like to hit, it's time to talk to a lender. It is best practice for a buyer to have a pre-approval before seeing any homes. Depending on your price point the Listing Agents may require a prequal form or proof of funds prior to showings. This ensures sellers aren't prepping their home for showings for buyers that aren't in a position to buy. Your pre-approval will be submitted with any offer so the sellers know you can secure a loan for their property. Once you have your pre-approval, revisit your 'must have' list to be sure those items can realistically be secured at your price point.



# BUILD YOUR TIMELINE

Are you renting? Do you need to sell your current home? Closings typically take 30 days, so line up your dates to be sure they work for you. If you need to sell your current home in order to buy your new home, it's important to have it cleaned, staged and photographed PRIOR to looking at homes. This allows for me to best negotiate a Buyer Contingency, meaning that your new home purchase is contingent on your current home selling. As an agent, I need to be able to show the sellers we're ready to go to market 'overnight' so we don't delay the closing process.

If you're renting, know that your first mortgage payment isn't usually due for 45-60 days AFTER close of escrow, which helps you not double up on rent and mortgage payments.



# HOME SEARCH TIME!

Now it's time to start shopping for your new home! We'll automate this by setting up a custom home search for you with all of the criteria you listed above. This means anytime a new home hits the market that meets your criteria, you'll get an email notification. If you like what you see, reach out and I'll set an appointment to walk the home.

A few ground rules to make this process as enjoyable as possible:

- Do not walk homes that are not in your budget. I can promise you this never ends well and oftentimes makes you disappointed in what you CAN afford.
- Remember when walking homes, someone else is often living there. This means we want to be respectful of their space, especially if little kids are in tow.
- And finally, there are almost always cameras, so save any talk of pricing for after the showing.

*Let's Go Shopping!*





YOU'RE UNDER CONTRACT...

# NOW WHAT?

Once we have an accepted contract, we send it to the Title Company who will facilitate the closing documents. The Title Company works with all parties involved (buyer, seller, both agents and lender) to compile all the documents necessary to close.

01

EARNEST  
DEPOSIT

02

INSPECTION

03

APPRAISAL

## THE DETAILS...

01

**EARNEST DEPOSIT:** Your earnest deposit is typically 1% of the purchase price. Once all contingencies are met, your earnest money will be non-refundable and will be applied towards your down payment.

02

**INSPECTION PERIOD:** This is your time to do all of your due diligence on the property. It is **HIGHLY** recommended that you hire a professional inspector to do a full inspection of the home.

03

**APPRAISAL:** Once the inspection is complete the next contingency to remove is the appraisal contingency. Most loans require an appraisal prior to funding.

10-DAY

# INSPECTION PERIOD



This is your time to do all of your due diligence on the property. It is HIGHLY recommended that you hire a professional inspector to do a full inspection of the home. You can google some options or I'm happy to share a few companies I've worked with in the past, but who you use as your inspector is your decision. The inspector will climb into the attic, check the a/c, run all the faucets, check all the electrical and look for anything that is out of order. They'll then provide you with a full report that is often dozens of pages long — you want them to be thorough! They'll point out everything that is in working order and everything that is not. Once the inspection is done, you'll have an opportunity to ask the seller to repair or replace anything that isn't working properly. Let it be noted, you cannot ask for things that are working properly to be repaired or replaced. If buyer and seller cannot come to an agreement during this due-diligence period, buyer has the opportunity to cancel the contract and receive a full refund of their earnest money.





# APPRAISAL

Once the inspection is complete the next contingency to remove is the appraisal contingency. Most loans require an appraisal and if the home doesn't appraise for the purchase price buyers and sellers have a few options. The buyer can exercise their right to cancel the contract and receive a full refund of their earnest money, or buyer and seller can renegotiate on the price or buyer can bring the difference between the appraisal amount and loan amount in cash to the closing table to bridge the gap.

Once the appraisal contingency has been met, the buyer's earnest money is typically what we call, 'hard.' This means that should you decide to cancel the contract, you will not receive a refund of your earnest money deposit.

## OTHER CONTINGENCIES



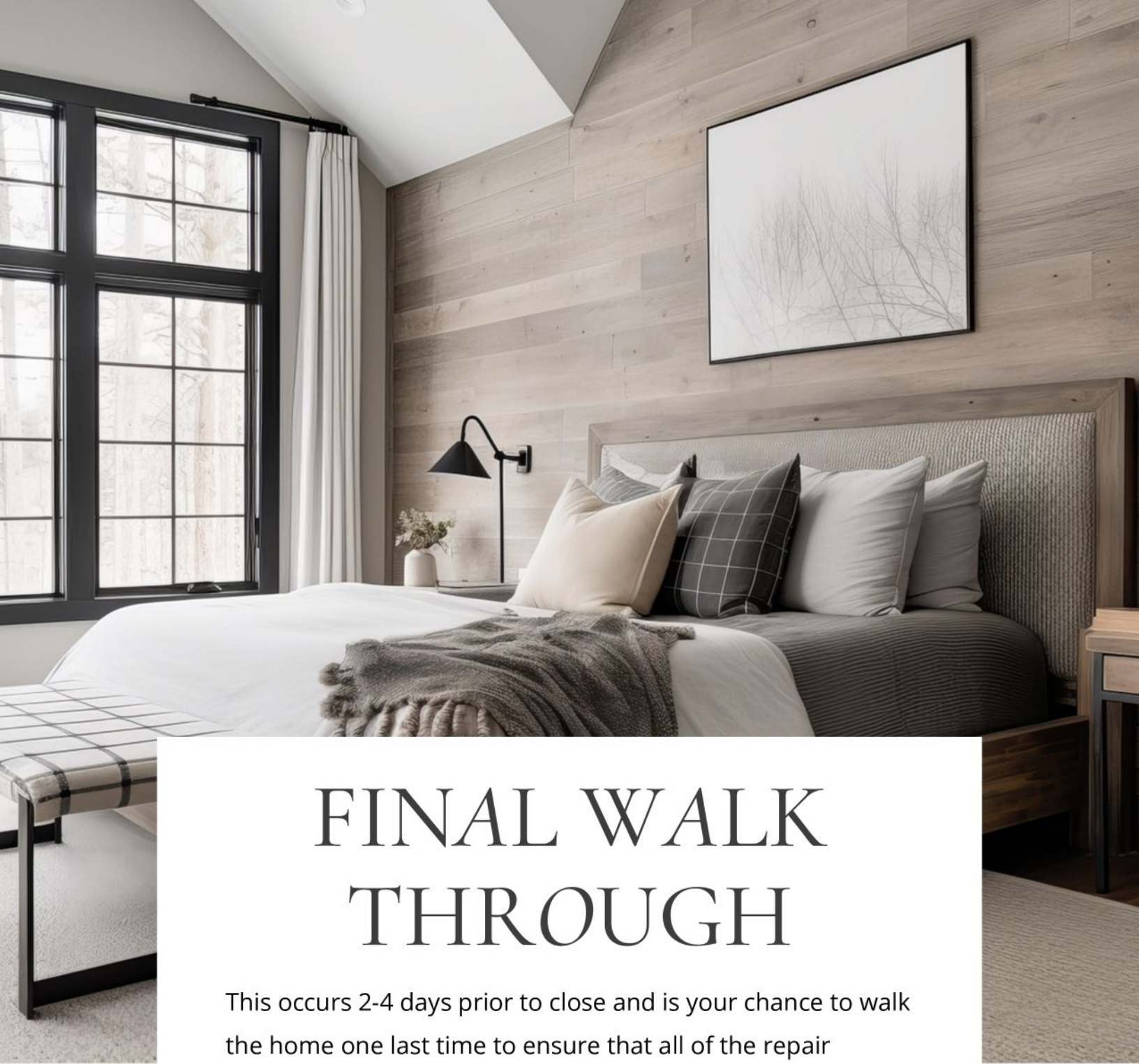
If you're selling your current home in order to buy your new home, you'll have this contingency as well that needs to be fulfilled before your earnest money goes hard. We'll go over all of these dates so you know exactly what is expected of you and the sell of your home.

## FINANCING

During this time, it's imperative that you stay in close contact with your lender. They'll need specific paperwork and information only you can provide them. It is also of the utmost importance that you **refrain** from any other major purchases that could impact your financing. This would be buying a new car or boat or swiping your credit card for furniture for the new house. These purchases can negatively impact your debt to income ratio and implode your deal before it's done. Hang tight until we close on your dream home and then you have full reign to get that home furnished or buy that new car.







# FINAL WALK THROUGH

This occurs 2-4 days prior to close and is your chance to walk the home one last time to ensure that all of the repair requests have been completed and that the house is in the same condition as when you bought it. It's normal to see boxes stacked in the garage because sellers are moving too! If everything looks good, you'll sign paperwork accepting the home's condition and we'll be on our way to a smooth close.



WHAT TO EXPECT ON

# CLOSING DAY

Closing day is usually a collection of a few days. The Title Company will receive loan documents 3-5 days prior to close and you'll have two options: you can make an appointment to sign at the Title Company OR they'll send the documents to you with a notary to sign in the comfort of your own home. Either way is just fine, but you'll need to be sure if you're signing at home that there is time for documents to get back to the Title Company in a timely manner (this only comes into play if you're signing out-of-state). Both buyers and sellers usually sign all the documents a few days prior to close, so that on closing day, all that is left to do is send the title to record at the County Recorder's Office.

Your property is officially closed once the title has been recorded, then funding will follow. Depending on which day of the week and the time of day, sometimes funding doesn't happen until the next day. Banks often work on Eastern Time so if you've recorded late in the day on a Friday, you can expect it to fund on Monday.

WHEN DO YOU GET YOUR KEYS TO YOUR NEW HOME?

Once it's funded we can release the keys to your new home to you!





*What you*  
**CAN EXPECT**

I know this is about more than selling high and buying low and I can promise you that while there will be some bumps in the process, I'll be doing my best to help you avoid any delays or roadblocks. You can expect weekly phone calls with my trademark *tell it like it is* honesty & creative problem solving to get you where you want to go.

*Pamela*



# what others ARE SAYING



ANTHONY P.

*Expect dedication, commitment, top notch communication and personalized care. Pam is both an amazing real estate agent and person and she will find you the perfect home!*



SAM C.

*Pam was fantastic in helping me find my home here in Arizona. I had recently moved and wasn't sure if the areas to look. Not only did she educate me on areas that would work for me but also I wanted a fixer upper which she has experience in as well along with suggestions on folks to help fix up the house too! Highly recommend her!*



BOB & LINDA N

*Pam Torgrimson was extremely knowledgeable and professional in handling the search for our new home. She was persistent and was able to translate discussions with us into finding exactly the home we wanted. We feel we've gained a new friend who would continue to help us after the purchase.*



BETH S.

*Pam went above and beyond to sell my mom's place in Scottsdale! We live in Minnesota so logistics could have been very difficult! Pam took care of everything! She recommended doing some upgrades before the sale. She made all the arrangements with the contractors and we trusted her judgement and those whom she used! The transformation was amazing!!!*



# READY TO BUY?

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**RETSY**

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