



HOME BUYERS Guide

Your Trusted Advisor

Buying a home is one of life's biggest investments and most exciting adventures. As your Coldwell Banker® affiliated agent, I will be your trusted advisor in the process, guiding you along the way to make your experience smooth and successful. A buyer's agent offers these essentials during the transaction:

EXPERT GUIDANCE

Expertise and insight to guide you through the complex real estate process, helping you make informed decisions every step of the way.

LOCAL MARKET KNOWLEDGE

I have the tools and training to serve as your local market guide, with information about trends, pricing and availability to give you a competitive edge in finding the perfect home.

NEGOTIATION SKILLS

You will have a fearless advocate during the entire real estate process, one who is armed with data and negotiation strategies that can lead to winning deals and smooth resolutions

PEACE OF MIND

Feel confident knowing that a professional is there to help you navigate any unexpected challenges or delays.

TIME-SAVING CONVENIENCE

I'll coordinate offers, private home tours, along with connections to necessary vendors like mortgage professionals.






Ryan Zimmer


Ryan Zimmer, of Coldwell Banker Realty-Gundaker, is a major player in the St Louis real estate marketplace. Operating as a trusted advisor to home sellers and buyers, Ryan assists enough families every year to place him at the highest levels of production, both in the number of families helped and in total sales volume. Ryan's client base is a healthy mix of first-time and experienced buyers and sellers. He has developed a bespoke service delivery to a growing list of new and past clients that is completely focused on defining client needs, locating best options, and negotiating peaceful transactions through skilled problem-solving and absolute readiness to help everyone he comes in contact with.

Ryan studied Business Administration at Missouri Baptist University earning his bachelor's degree while being a 4-year starter and captain on his Lacrosse Team. A few years after graduation, Ryan's entrepreneurial spirit uncovered his passion for real estate. The home buying and selling process is a complex, often emotional, and financially critical event that can take its toll. Understanding that every client is unique, and every transaction is important, Ryan delivers the highest level of service with confidence, knowledge, and a calming attitude.


Ryan's commitment is to continue to deliver professional services to a growing base of happy clientele; to grow his business through service to others while leveraging market knowledge, a competitive mindset, and an ability to convert acquaintances and strangers into lifelong clients. Ryan continues that commitment to excellence in his personal life. He stays active in the Lacrosse world, and regular snowboard excursions to Colorado and the east coast. Most of all Ryan's commitment is to the health and happiness of his family - Wife Kaylin, daughters Olivia and Sophia, son Jacob and trusted best buddy Oakley the Golden Retriever.

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MIKE GILB



COMMON MORTGAGE QUESTIONS

The first step in securing a mortgage is to simply call a loan officer. I recommend reaching out to one or two lenders with local expertise, including loan officers, underwriters, and processors in your area. During the conversation, be ready to discuss your income, debt levels, cash reserves, and credit score. The goal is to obtain a mortgage pre-approval, which will give you a clear understanding of how much you can borrow and what to expect in terms of interest rates and lender fees.

HOW MUCH CAN I AFFORD TO BORROW?

Everyone has a unique borrowing profile. While factors like income, debt levels, cash reserves, and credit score determine how much you can borrow, only you know what feels comfortable. Lenders ensure you don't borrow more than you can afford, but it's important to stay within your own comfort zone. As a general rule: (1) you can usually borrow up to three times your annual income, and (2) for every \$10,000 borrowed, expect to pay around \$40 per month in principal and interest.

WHAT OTHER FEES CAN I EXPECT?

Generally, closing costs and expenses amount to about 2.5% of your purchase price, though several factors can influence the exact amount, making each transaction unique. However, you should expect to cover costs such as title insurance, homeowner's insurance, lender fees, inspections, appraisals, and more, either at or before closing.

CALL TODAY



TO GET YOUR PERSONALIZED QUOTE FOR A HOME PURCHASE OR REFINANCE. SCAN QR TO APPLY NOW.

Applying For a Mortgage

1

AVOID DEPOSITING CASH INTO YOUR BANK ACCOUNT: Lenders must verify the source of your funds, and cash deposits are difficult to trace. Before depositing a significant amount of cash, consult with your loan officer to ensure your transactions are properly documented.

2

AVOID MAKING ANY LARGE PURCHASES: Taking on new debt brings additional monthly obligations, which can affect your loan qualifications. New debts increase your debt-to-income ratio, making the loan riskier and potentially jeopardizing your ability to qualify for a mortgage.

3

AVOID CO-SIGNING LOANS FOR OTHERS: When you co-sign, you take on financial responsibility. This adds to your debt-to-income ratio, even if you don't plan on making the payments yourself. Your lender will still consider these payments as part of your obligations.

4

AVOID CHANGING BANK ACCOUNTS: Lenders need to verify and track your assets, which is much easier when your accounts remain consistent. Before transferring any funds, consult with your loan officer.

5

AVOID APPLYING FOR NEW CREDIT: Whether it's a credit card or a car loan, applying for new credit across multiple financial channels (mortgage, credit card, auto, etc.) can lower your FICO score. A lower credit score may affect your interest rate and even your chances of loan approval.

6

AVOID CLOSING ANY CREDIT ACCOUNTS: Some clients think that having less available credit reduces their risk and increases their chances of approval. However, that's not the case. A significant part of your credit score is based on the length and depth of your credit history, as well as your credit utilization ratio. Closing accounts can negatively affect both of these factors and may lower your credit score.

A wide-angle photograph of a modern, bright kitchen and dining area. The kitchen features a large wooden island with a white countertop and a white subway tile backsplash. A dining table with a wooden top and dark legs is set with a white upholstered chair and a dark wooden bench. Large windows with light blue curtains provide natural light. The ceiling has exposed wooden beams and recessed lighting. The floor is made of light-colored wood-look planks.

Stepping Stones To
BUYING A HOME

PRE-APPROVAL

This process will not only pinpoint the price range of your search, but give you a negotiating position for when you put an offer on the house.

NECESSITIES

After you pinpoint the features you are looking for including size, style, features, location, accessibility to schools and other personal preferences, you're ready to meet with an agent.

HOME SEARCH

I will provide you with homes that match your criteria, but you will also have full access to the MLS system through my website. Register for Property Watch to save your favorite homes, store notes, and receive automatic emails of new homes that match your search.

PURCHASE & SALE AGREEMENT

Once an offer on a property has been accepted by the seller, we enter into a legal contract known as a Purchase and Sale Agreement. This document outlines the specific terms and conditions of the transaction and is acknowledged by both parties.

INSPECTIONS

Once a buyer and seller reach a mutual agreement on the property, a home inspector is brought in to determine if the home needs any repairs. Afterwards, buyers will have a chance to negotiate with the sellers to cover the costs of certain repairs or to ask for concessions.



NEGOTIATIONS

Negotiations can involve everything from setting a sales price to concessions and financing.

FINANCING

You should already be pre-approved, but now that you're ready to make an offer, you will be working more in-depth with your lender on your final loan approval.

TITLE INSURANCE

You will receive a full report detailing the property history for you and your lender to ensure there are no legal problems between a new owner and the property being purchased.

ESCROW

Once the offer is accepted and a closing date is agreed upon, escrow allows the buyer and the seller to have an outside part to ensure all parts of the contract are complete. We can help coordinate the completion of all forms to the escrow company and monitor the escrow process until the completion of the process.

CLOSING

At closing, all of the paperwork is signed by the buyer and seller - both parties pay any settlement fees and the documents are officially recorded. Before closing, you'll receive a settlement statement outlining any fees that may apply to you. After closing is finalized and recorded, the home is yours!





Moving Checklist

For an Organized Move

STRATEGIZE

A smooth, successful move requires careful planning. Start by selecting a moving day and securing a moving company as early as possible—Coldwell Banker is happy to provide a local recommendation.



DECLUTTER & DONATE

Before you start packing, take inventory of your furniture and belongings to determine what to keep and what to let go. If something isn't worth the effort of packing, moving, and unpacking, consider donating, selling, or discarding it.



PACK

Gather your moving supplies, such as boxes, labels, bubble wrap, and more, and start packing items you won't need before your move. This includes decorations, photos, and off-season clothing. Next, create a schedule for packing the remaining items, organizing them by room or category to make unpacking easier.



CHANGE YOUR ADDRESS

Be sure to update your address not only with friends, family, and service providers, but also with any mailing clubs, subscriptions, government agencies (such as the IRS and DMV), and utility companies to ensure services are properly ended at your old address and started at your new one.

FINAL PREPARATIONS & MOVING DAY

Moving day is when all your planning comes together, allowing you to focus on saying your goodbyes and embracing the excitement of your new home. Once you've moved in, one of your first tasks should be installing new locks and making extra sets of keys.

WHAT TO EXPECT AT CLOSING

The closing process should be smooth and straightforward if everything is in order. Closing day typically occurs four to six weeks after the sales and purchase contract is signed and involves the buyer, seller, their respective agents, a representative from the title company, a closing agent, and sometimes an attorney or lender. During the closing, the buyer and seller will sign all remaining legal documents and settle any closing costs and escrow items.

- Please remember to bring two forms of identification, certified funds for any remaining costs, and any additional documents requested by the lender. Once all the paperwork is completed, you'll receive the keys to your new home—and then it's time to celebrate!





**BUYING A HOME
LINGO YOU NEED TO KNOW**



Appraisal

A professional analysis used to assign the market value of a home. A necessary step in validating a home's worth to you and your lender as you secure financing.

Closing Cost

The fees required to complete the real estate transaction, typically 1.5% - 2.5% of the total purchase price. Paid at closing, they include points, taxes, title insurance, financing costs and items that must be prepaid or escrowed.

Closing Disclosure

A final statement of loan terms and closing costs that the lender must provide to the borrower at least three business days before closing.

Comps

Comparables (comps) are used in valuations where recently sold homes are used to determine the value of a similar home. Your real estate advisor uses comps to help determine the best starting point and expected purchase price.

Contingencies

Contingency clauses In contracts provide for certain requirements such as; Inspections, finance, and surveys to conform with buyer expectations. Contingencies that are not satisfied can result in the termination of the contract.

Credit Score

A number based on an analysis of your credit history. Mortgage lenders use the middle score from the 3 common reporting agencies' analysis of your credit history. Mortgage lenders use the middle score from the 3 common reporting agencies.

Down Payment

Cash requirement of 3-20% of the purchase price of the home. Some 0% down programs are also available.

Debt-to-Income Ratio

Your monthly debt payments divided by your gross monthly income.

Earnest Money

A deposit made to a seller that represents a buyer's good faith to buy a home. This money is applied to your down payment at closing.

Home Owners Insurance Binder

An agreement between you and your insurance company that provides temporary proof of your homeowners insurance until you receive your actual policy.

Loan Commitment

A lender's promises to offer a loan or credit of a specified amount to a borrower that also includes all of the terms and conditions of the loan.

Mortgage Rate

The interest rate you pay to borrow money to buy a home.

Occupancy Permit

A permit issued by the appropriate local governing body to establish that the property is suitable for habitation by meeting certain safety and health standards.

Origination Fee

A fee charged by lenders upon on entering into loan agreements to cover the cost of processing the loan.

PMI

Private mortgage insurance, also called PMI, is a type of mortgage insurance you may be required to pay for if you have a conventional loan and make a down payment of less than 20% of the home's purchase price.

Pre-Approval Letter

A letter from a lender indicating you qualify for a mortgage of a specific amount.

Survey

The process of locating and measuring a property's boundary lines to determine the exact area of land that a homeowner owns.

Title

The document that shows legal ownership to a property.

Title Insurance

A lender-required insurance policy that guarantees that the seller has the right to sell you the property, and that you and you alone own it after closing.

Underwriting

The process by which real estate borrowers are evaluated to determine their ability and potential to repay a mortgage.

Walkthrough

The last milestone prior to closing. The buyers walk through and inspect the property to ensure what they are buying is in the same condition as when they made their offer. This is also to verify the completion of any negotiated repairs or corrections.



NET SHEET

USE THIS NET SHEET TO ORGANIZE ALL THE FINANCIAL DETAILS OF YOUR REAL ESTATE TRANSACTION FOR BOTH THE SALE OF YOUR CURRENT HOME AND THE PURCHASE OF YOUR NEW HOME.

St. Louis County

Ameren	800-552-7583
Spire Energy	314-342-0500
Kirkwood Electric Co & Water Division	314-822-5843
Missouri American Water	866-430-0820

St Louis City

Ameren	800-552-7583
Spire Energy	314-342-0500
Veolia Energy	617-849-6600
St. Louis Water	314-633-9000

St Charles County

Spire Energy	314-342-0500
Cuivre River Electric Coop	800-392-3709
Public Water District Supply 2	636-561-3737
Missouri American Water	866-430-0820
St Charles City for Water	636.949.3200

Home Sale

Selling Price	\$	_____
Less RE Fee @ 6%	\$	_____
Less Loan Balance	\$	_____
Less Closing Costs	\$	_____
Net to Invest	\$	_____
Return of Escrow	\$	_____
Cash Total	\$	_____

Current

P&I	\$	_____
RE Tax	\$	_____
HO	\$	_____
Monthly	\$	_____

Home Purchase

Purchase Price	\$	_____
RE Fees	\$	_____
Downpayment @ 20%	\$	_____
Closing Cost:	\$	_____
Inspections	\$	_____
Survey	\$	_____
Appraisal	\$	_____
Title Insurance @ .25%	\$	_____
Recording Fees	\$	_____
Lender Fees	\$	_____
3 MO Taxes	\$	_____
@ 1%/monthly		
1 Year HO Insurance	\$	_____
@ .5%/monthly		
Total:	\$	_____

New Mortgage

Loan Amount	\$	_____
@ 30 Years 6%		
Monthly PMI	\$	_____
RE Taxes @ 1%	\$	_____
HO @ 1/2 of 1%	\$	_____
Total Monthly Investment	\$	_____

*ACTUAL COSTS WILL VARY, ALL NUMBERS ARE PURELY ESTIMATES



BUYER'S AGENT COMPENSATION

Please note that my commission is not set by law and is fully negotiable. Below are examples of how a buyer's agent can be paid.

How a Buyer's Agent Is Paid If Seller Offers Compensation

- The seller of the property you are interested in has offered to pay the commission due from you to me. In this case, your commission obligation to me will be paid by the seller out of funds you pay to purchase the home.
 - The seller has offered compensation consisting of only a portion of the commission you have agreed to pay to me. This would require you to pay any portion of my commission not paid by the seller. Alternatively, you could condition your purchase offer on the seller paying all of your commission obligation to me.
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How a Buyer's Agent Is Paid If Seller Does Not Offer Compensation

- The seller has not offered to pay any portion of the commission you would owe to me. In this case, you can include a requirement that the seller pay your commission obligation as part of the offer you make on the property.
- The seller will not agree to pay a buyer's agent commission, in which case you would be responsible for my commission.