

“Did You Know?”

from Ken LeMay

35 Plus Years of Experience

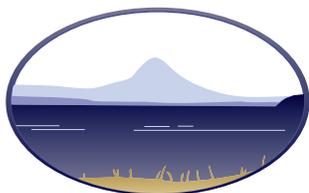
Your Source for Real Estate Information

The 9 Most Common Home-Buyers Questions and Answers

February 2016



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Ken LeMay's
T E A M

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Kitsap Peninsula Associates

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Whether you're a first time buyer or a fourth time buyer, the questions seem to be the same. Here's a quick guide that can help you see the whole picture.

1. What's the first thing I should do if I want to buy a house?

Answer: Get pre-approved for a mortgage.

2. How long does it take to buy a home?

Answer: Between 26 and 50 days (30 on average from acceptance of offer to keys in hand).

3. How much do I have to pay a Real Estate Agent to buy a home?

Answer: Nothing, your agent's fee will be paid out of the listing fees paid by the seller. In other words, the seller pays your agent. Your agent will ask you to sign a working contract (called a buyer-broker agreement or similar), giving them the right to represent you, and that will entitle the agent to collect a fee from the listing proceeds.

4. Do I need to use a Real Estate Agent to buy a house?

Answer: No, but why wouldn't you? By working with someone who's gone through this process dozens of times already, you'll get a guide who's going to save you time, money, and stress. It's like traveling to a country you've never visited before and you don't know the language.



5. Are Real Estate Agents Honest?

Answer: Most are. We hear the stories...so we know there are dishonest real estate agents out there. But 99.9% of us are as honest as you.

6. What kind of credit score do I need to buy a home?

Answer: 580 to 800 (620 is the lowest recommended).

7. How much money did I need for a down payment?

Answer: Down payments vary from 0% to 20%.

8. What other fees are there, beside the down payment?

Answer: Up-Front cost (inspection and appraisal fees), loan origination fees, and closing cost.

9. When do I get the keys?

Answer: At (or just after) closing and not one second sooner.

—Need More Information,
Call Ken, 360.509.7800