



— PLAN FOR BUYING YOUR HOME

LET'S WORK TOGETHER!

When you work with an experienced agent at Initial Point Real Estate, you gain a trusted partner who will skillfully navigate every step of your real estate journey—from the first showing to the final signature.



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HIRE A PROFESSIONAL

WHY WORK WITH A REALTOR® REALTORS® FOLLOW ETHICAL STANDARDS

Every Realtor® must adhere to a strict code of ethics, which includes a fiduciary duty to get you the best deal possible while always acting in your best interest.

REALTORS® NEGOTIATE ON YOUR BEHALF

Not only do Realtors® prioritize your best interests, but you can also leverage their negotiation skills to secure a better price and terms for your home purchase.

REALTORS® KNOW THE GAME

Real estate can be filled with confusing acronyms like FSBO, TIL, and REO. That's why it's essential to work with a Realtor® who truly understands the industry. With experience navigating these processes many times before, a Realtor® will ensure your transaction runs smoothly.



QUESTIONS TO ASK A REALTOR®

- How long have you been selling real estate?
- How many homes do you sell on average each year?
- Are you a full-time Realtor®?
- How do you keep your buyers informed throughout the process?
- How many buyers have you represented in the past year?



— THE ADVANTAGES OF A BUYER'S AGENCY AGREEMENT

Entering into a Buyer's Agency Agreement has countless advantages. By signing this agreement, you are simply agreeing to "hire" a personal representative who, by law, must represent your best interests to the fullest of their ability. With us, you get a professional agent devoted to protecting your needs and helping you make one of the most important decisions of your life—and most of the time, you won't even have to pay a fee.

The advantage of signing a Buyer's Agency Agreement with us is that you'll have a dedicated professional working to find and secure the right home for you. Finding a home that meets your needs, negotiating the right contract, and successfully closing the transaction is nearly impossible without an experienced agent on your side. You won't have to spend endless evenings and weekends searching for homes or scanning online listings by yourself. When you tour homes with your professional Buyer's Agent, you'll already know the homes fit your needs and your price range. **WHAT IS THE BUYER'S AGENCY AGREEMENT?**

Just as your accountant, doctor, or mechanic understands your specific needs, your Buyer's Agent will take the time to understand your real estate goals. This relationship is built on open and honest communication every step of the way. Your Buyer's Agent will save you time by providing important details about each home before you see it, and they'll actively listen to your feedback and concerns after every showing.

Using a professional Buyer's Agent is like using an accountant to prepare your taxes, a doctor for your healthcare, or a mechanic to fix your car. Sure, you could try to learn these skills yourself—but who has the time? That's why we trust experts. We handle the details of the real estate process, so you can focus on your life and your work. We will guide you through the home-buying journey, represent your best interests, help you find the right home, negotiate the strongest offer, and assist you in successfully closing on your new home.

You deserve a personal specialist who knows your needs.



WHAT BUYERS SHOULD KNOW

1. A Realtor® can usually show you any home—whether it's listed with a company, a builder, or even for sale by owner (FSBO).
2. Your real estate professional can recommend trusted lenders to help you with the financing process.
3. Property taxes and qualified mortgage interest are typically deductible on your federal tax return.
4. Homeowners can often exclude up to \$500,000 of capital gains tax if married and filing jointly, or up to \$250,000 if single or filing separately. The home must have been the taxpayer's principal residence for at least two of the previous five years.
5. For most people, a home is their largest asset and one of the most valuable long-term investments available.
6. Each mortgage payment reduces your loan balance and builds equity—an investment in itself.
7. Owning a home is one of the few investments you can enjoy while living in it.
8. Working with a Realtor® when purchasing a for-sale-by-owner home can be a major advantage, as your Realtor® is committed to protecting your interests.
9. Ask your real estate professional if they're familiar with the neighborhoods you're considering.
10. Ask the real estate professional who they represent in the transaction—you or the seller.
11. Ask how they'll keep you informed during the process—and be sure to take notes.
12. Your real estate professional should provide the highest level of service, communication, and expert advice.



— GET PRE-APPROVED

PRE-QUALIFICATION WILL HELP YOU IN THE FOLLOWING WAYS:

- Interest rates can be locked in for a set period of time.
- You'll have a close estimate of what your monthly payments will be on any offers you make.
- You won't waste time considering homes outside your budget.
- Sellers are more likely to negotiate if they know your financing is secured.
- You'll be able to shop for the best loan package without pressure.

CLOSING COSTS:

You'll be required to pay fees for loan processing and other expenses related to closing. These must be paid in full at settlement unless you're able to roll them into your financing. Closing costs typically range from 2%–5% of your mortgage loan amount.

HOW MUCH HOME CAN YOU AFFORD?

There are three main factors to consider:

1. **Down Payment**
2. **Mortgage Qualification**
3. **Closing Costs**

Down Payment Requirements:

Most loans today require a down payment between 3.5% and 5.0%, depending on the loan type and terms. If you can provide a 20%–25% down payment, you may be able to avoid mortgage insurance altogether.

WHAT'S IN THE MORTGAGE:

Your mortgage payment generally includes:

- **Principal** (loan balance)
- **Interest** (cost to borrow money)
- **Taxes** (property taxes)
- **Insurance** (homeowners insurance)

Your total monthly **PITI** payment, along with other debts, helps determine how much you can borrow. The key factors for approval include your credit score, assets, income, debt levels, and property value.

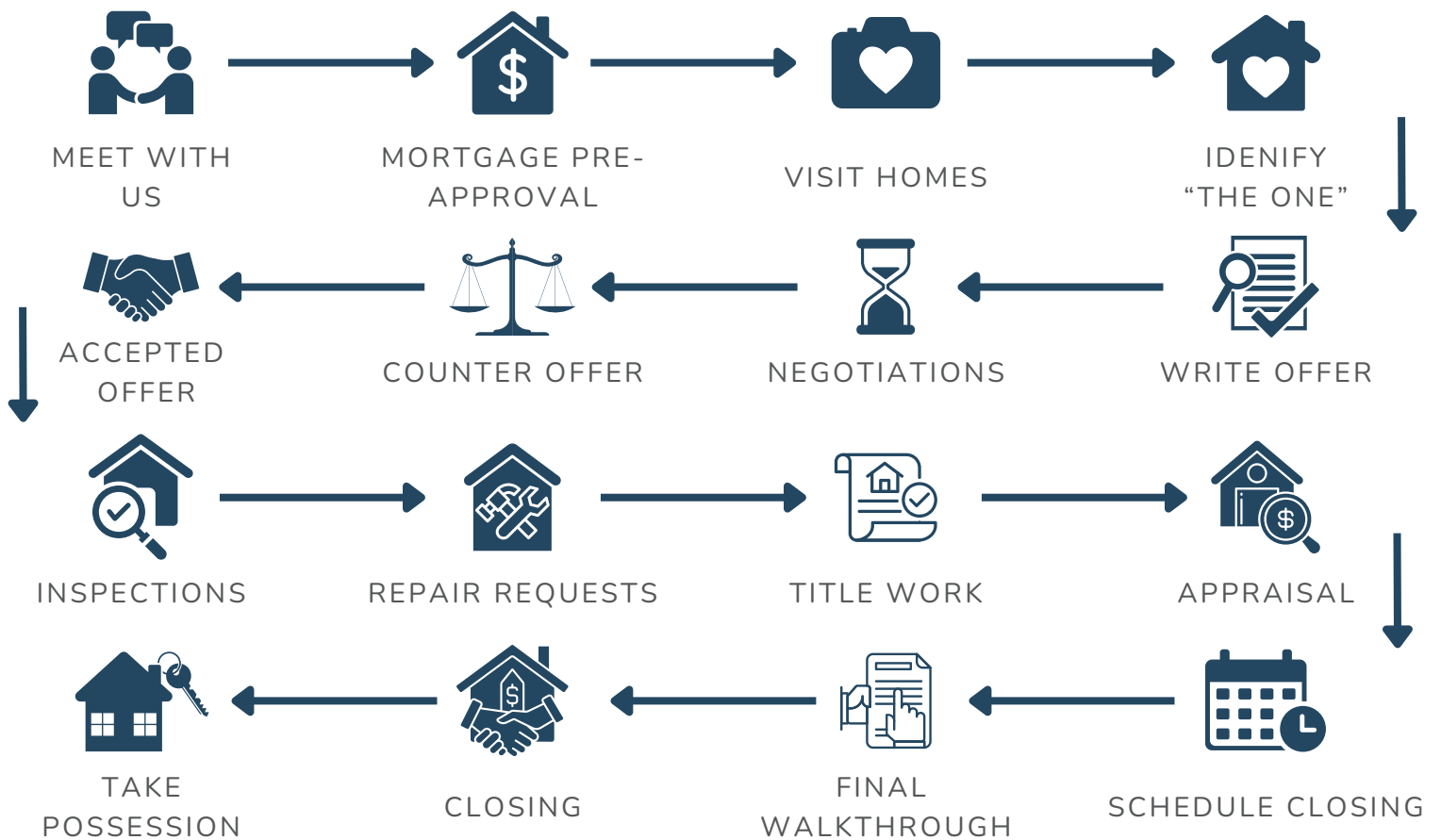


— THE TEN COMMANDMENTS OF BUYING A HOME

- I. Thou shalt not change jobs, become self-employed, or quit your job.** Lenders look for consistency. Changing jobs during the process can delay or even stop your approval.
- II. Thou shalt not buy a car, truck, or van (or you may end up living in it).** Lenders need to see financial stability before granting a home loan.
- III. Thou shalt not use credit cards excessively or let accounts fall behind.** High credit card balances or missed payments can negatively impact your credit score and debt-to-income ratio.
- IV. Thou shalt not spend money set aside for closing costs.** That “must-have” purchase can wait until after closing. Protect your savings for settlement expenses.
- V. Thou shalt not omit debts or liabilities from your loan application.** Be honest. Lenders will find outstanding debts—and dishonesty could jeopardize your loan.
- VI. Thou shalt not buy furniture (yet).** Even seemingly necessary purchases should wait until after closing. Big purchases impact your financial profile.
- VII. Thou shalt not trigger new credit inquiries.** Multiple credit checks can lower your score and complicate approval.
- VIII. Thou shalt not make large deposits without checking with your loan officer.** If receiving gift funds, your lender will need documentation to confirm it’s not a loan.
- IX. Thou shalt not change bank accounts.** Switching banks mid-process can make verifying your financial history difficult. Stay with your current institution until after closing.
- X. Thou shalt not co-sign a loan for anyone.** Co-signing increases your financial risk and could disqualify you for your mortgage.



BUYING ROADMAP





— ABOUT JEFF MILLER

As the owner and designated broker of Initial Point Real Estate in Kuna, Idaho, Jeff Miller takes real estate very seriously. With over 20 years of experience Jeff has worked through up markets, down markets and everything in between. In today's fast paced world where listings come and go in the blink of an eye and contracts can be accepted or rejected in a matter of minutes, it is more important than ever to have an experienced agent guiding you through the many pitfalls that may present themselves. For nearly all of us, purchasing a home will be the most important transaction we have ever participated in and we want to know we are in good hands. Born and raised in the Treasure Valley, Jeff has an exceptional perspective when working in the real estate world. Whether he is playing tour guide to an out of state buyer who transferred in or just answering preliminary questions for a curious wanderer who thinks Idaho may be a good fit, Jeff just loves to share his experiences and

knowledge of the local area. Prior to entering real estate at a young age, Jeff worked alongside his dad and brother on the family farm. Growing up on the farm instilled in him a work ethic that drives him to always finish the task at hand and to do so with integrity. Jeff lives in Kuna, ID with his wife and 2 young boys. When away from work Jeff enjoys spending time with his family and tries to take advantage of all of the outdoor recreational opportunities that the state of Idaho has to offer.





CLIENT TESTIMONIALS

-KELSEY H.

"I highly recommend Initial Point Real Estate! I've known Jeff Miller, the owner, for years, and his deep connection as an Idaho native really shines through in his business. He has a genuine understanding of the local area. The entire team at Initial Point Real Estate is professional and dedicated. I also want to mention Kayla Shiverick, the office manager, who clearly plays a vital role in their smooth operations. If you're looking for excellent realtors in the Kuna area who are truly invested in serving their clients and the community, I highly recommend reaching out to Initial Point Real Estate. They're a fantastic local team!"

-TIM M.

"It was an absolute pleasure to work with Jeff. He's personable, genuine, and absolutely knows the market. He communicated with us at every step of the process and struck the perfect balance of offering advice while letting us decide. His game plan for selling our property was perfect. Our listing went live on a Thursday morning, and we were under contract above the listing price by Friday evening."

-JANET V.

"Jeff Miller at Initial Point Real Estate is a game changer! His knowledge and expertise helped us find our dream home in Kuna. Can't thank him enough!"

-AMANDA T.

"I highly recommend Jeff! He is great to work with and he knows his stuff. We needed to sell two houses and to find the perfect home. Jeff walked us through it all with patience and understanding. I'm a worrier about everything. He listened to my concerns and reassured me every step of the way. Throughout our buying/selling process there was never a time where I thought we made a mistake with choosing Jeff as our realtor."



REAL ESTATE TERMINOLOGY

- **Adjustable Rate Mortgage (ARM):** The interest rate is tied to a financial index, causing the monthly mortgage payment to fluctuate over time.
- **Annual Percentage Rate (APR):** The percentage of interest charged on a home loan, including fees and other costs, expressed as an annual rate.
- **Appraisal:** A report estimating the value of a property, completed by a qualified third party—typically for the benefit of the buyer and lender to confirm the home’s value.
- **Association Fee / HOA Fee:** A monthly fee in certain communities (such as townhomes or condos) used for maintaining common areas and amenities.
- **Balloon Mortgage:** A long-term loan with low initial payments but a large, final payment due at maturity.
- **Closing:** The final meeting where buyers and sellers sign the necessary documents, complete the transaction, and transfer ownership.
- **Closing Costs:** Fees and expenses (separate from the home price) required to complete a transaction—typically including loan fees, title fees, and agent commissions.
- **Closing Disclosure:** A document summarizing the final details of a mortgage loan, including terms, monthly payments, and closing costs.
- **Collateral:** Property pledged as security for repayment of a loan—typically, the home itself.
- **Commission:** A percentage of the sale price paid to the real estate agents involved in the transaction. Usually paid by the seller.
- **Comparables (Comps):** Recently sold properties in the area with similar features, used to help determine market value.
- **Contingencies:** Conditions that must be met for a real estate transaction to proceed. If unmet, the contract may be canceled.



REAL ESTATE TERMINOLOGY

- **Counteroffer:** A seller's response to an offer, proposing different terms.
- **Debt-to-Income Ratio (DTI):** A lender's comparison of your monthly debt payments to your income to determine loan eligibility.
- **Down Payment:** The portion of the home's purchase price paid upfront.
- **Earnest Money:** A deposit submitted with an offer to show good faith. Typically held in escrow and applied to the purchase at closing.
- **Escrow:** A neutral third party that holds funds or documents during the transaction process.
- **Equity:** The difference between the market value of your home and the amount you owe on your mortgage.
- **FHA Loan:** A government-backed loan with more flexible qualification standards, often requiring a lower down payment.
- **Fixed Rate Mortgage:** A mortgage with an interest rate that remains constant throughout the life of the loan.
- **Home Equity Line of Credit (HELOC):** A loan or line of credit based on the equity you have in your home.
- **Home Inspection:** An evaluation of a home's condition by a professional inspector, identifying potential issues.
- **Home Protection Plan:** An optional annual service contract covering certain home systems and appliances.
- **Hybrid Mortgage:** A mortgage that begins with a fixed rate for a set period before switching to an adjustable rate.
- **Mortgage Insurance (PMI):** Insurance that protects the lender if the borrower defaults —typically required when the down payment is less than 20%.



REAL ESTATE TERMINOLOGY

- **Mortgage Note:** A written promise to repay a loan under agreed terms, secured by a mortgage.
- **Multiple Listing Service (MLS):** A nationwide database of real estate properties available for sale—typically the most accurate source for current listings.
- **Pre-Approval:** A lender’s conditional agreement to provide a mortgage, based on a preliminary review of your income, debts, and assets.
- **Pre-Qualification:** An estimate of the loan amount you might qualify for, based on basic financial information—not a loan commitment.
- **Principal:** The original amount borrowed on the mortgage, excluding interest.
- **Property Taxes:** Taxes assessed by local governments, typically included in your monthly mortgage payment and held in escrow by your lender.
- **REO (Real Estate Owned):** A property owned by a lender after a failed foreclosure sale.
- **Reverse Mortgage:** A special loan for homeowners aged 62 or older, allowing them to convert home equity into cash while remaining in the home.
- **Short Sale:** A situation where a seller’s lender agrees to accept a payoff amount lower than what is owed on the mortgage.
- **Title:** The legal document confirming ownership of a property, showing the history of ownership and transfers.
- **Underwriting:** The lender’s process of evaluating a borrower’s financial ability to repay the loan, including reviewing credit history, income, and the property’s value.
- **VA Loan:** A mortgage program offered to qualified veterans, active-duty service members, and some surviving spouses, administered by the U.S. Department of Veterans Affairs, often with favorable terms.



HOUSE HUNTING CHECKLIST

PROPERTY ADDRESS: _____

Price: _____

Number of Bathrooms: _____

Number of Bedrooms: _____

Total Sq. Ft: _____

NMLS#: _____

First Impression: Dislike • Like • Love

THE HOME



- Exterior Condition:
- Floorplan:
- Kitchen:
- Family Area:
- Dining Area:
- Laundry Room:
- Master Bedroom:
- Master Bathroom:
- Extra Bedrooms:
- Extra Bathrooms:
- Garage Size:
- Lot:

THE FEATURES



- Kitchen Appliances:
- Laundry Appliances:
- Fireplace:
- Patio/Balcony:
- Pool:
- A/C & Heating System:
- Security:

THE NEIGHBORHOOD

- Appearance:
- Traffic:
- Safety/Security:
- Nearby Schools:

Close to: WORK • SCHOOLS • TRANSPORTATION • SUPERMARKETS • RECREATIONS/PARK • RESTAURANTS

Does this house make the short list: No • Maybe • Yes

Additional notes:

OVERALL RATING: 1 • 2 • 3 • 4 • 5