

Buyer Guide



*What You Need To Know
When Buying A Home*

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Amber Flannigan

REAL ESTATE AGENT



THE
CUTTING EDGE,
REALTORS®

About Amber



Amber Flannigan offers a unique perspective to those looking to buy or sell in the Colorado Springs area; over 30 years of living within its limits. Beyond her high level of professionalism and experience, she knows the ins and outs of what makes Colorado Springs so special and uses that knowledge to offer an additional level of service to her clients.

Through her genuine nature and personal knowledge, Amber continues to help clients find and build their home buying and selling dreams. Her honesty and kindness throughout the entire process is refreshing and informative and allows her clients to feel at ease. When she is not working hard to provide for her buyers, you can find her hiking the beautiful trails in the city she loves to call home.



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AMBER
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REALTOR® / BROKER ASSOCIATE

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THE
CUTTING EDGE,
REALTORS®

THE CUTTING EDGE, REALTORS®
5881 NORTH ACADEMY BOULEVARD
COLORADO SPRINGS, CO 80918

Buying a Home



This easy guide shows you the steps, in order, to buy a home.

- 1. Initial consultation with your Realtor**
- 2. Learn about the upfront buyer costs**
 - Earnest Money
 - Home Inspection (\$350 - \$650)
 - Appraisal (\$750)
 - Insurance (1 years' worth)
- 3. Find a mortgage broker and get pre-approved**
- 4. Get set up on the MLS Portal**
- 5. Look at homes with your Realtor**
- 6. Find the perfect home and write an offer**
 - Negotiate the offer
 - Accepted Purchase Agreement
 - Earnest Money is due
- 7. Home inspection and appraisal ordered**
- 8. Make sure you have your documents to your lender**
(Final underwriting for the loan approved)
- 9. Final walk-through**
- 10. Closing Day! (bring driver's license and wire transfer or cashiers check made out to title company)**

CAUTION!

Do not open any new lines of credit or make any major purchases once pre-approved. This could affect your ability to obtain financing.

*Never give out your personal information or wire money without checking with me first!

How I Help

HOW DO I HELP YOU FIND YOUR HOME?

We discuss your needs, wants and budget, as well as your plans for the future. Are you buying a forever home, or is this a 5-10 year plan? We discuss the terms and fees that are involved with purchasing a home.

Prior to making a formal offer, I provide a market analysis to ensure what you offer is in line with market values.

With years of both education and experience in the skill of negotiations, all aspects of the transaction are considered for maximum benefit for my clients.

My experience with home renovation and new construction gives you an added advantage in up front negotiations to overcome possible roadblocks during inspection and appraisal.

There are many moving pieces that must come together in order to close. I help facilitate the process between lender and title company, inspector and appraiser to ensure as smooth of a transition as possible.

You will have a final walk-through before closing to make sure your home is in the condition as agreed upon at the time of offer.

Property taxes and qualified home interest are deductible on an individual's federal income tax return in most cases.

Many times, a home is the largest asset an individual has and is considered one of the safest investments available.

A homeowner can exclude up to \$500,000 of capital gains if married filing jointly or up to \$250,000 if single or married filing separately. The home must have been the taxpayer's principal residence for two of the last five years.

A portion of each amortized mortgage payment goes toward the principal, which is an investment.

A home is one of the few investments you can enjoy by living in it!

The majority of the time, a REALTOR® can show you any home, whether it is listed with a company or a builder or is even a For Sale By Owner.

Working with a REALTOR® to purchase a For Sale By Owner property is very advantageous, because someone will be looking out for your best interests.

Getting pre-qualified by a mortgage company will actually approve you for a specific loan amount subject to the property. This will give you confidence and will help when negotiating with the seller.

The right to conduct a property inspection, included in your purchase agreement, gives you the ability to negotiate with the seller once you know all the facts about the property's condition.

A Home Protection Plan can provide coverage for selected items, such as central heat and interior plumbing, built-in appliances, water heaters, etc. If the seller is not providing this coverage, you can purchase it yourself.

In a "seller's market," don't go looking for a deal. Set your sights on the right house for you, and then let your REALTOR help you negotiate the best price and terms to have your offer chosen in a multiple offer situation.



What Every Buyer Should Know

Purchasing from a Builder



The advantages of having me help you purchase a new home are the same as those for purchasing a resale home. I can provide you with valuable insight into the new construction industry, help you find the perfect home or home builder more quickly, negotiate the price and terms based on the quality and amenities of the property.

The builder has a professional real estate representative who watches out for his or her best interests, and you need and deserve the same expert representation watching out for yours.

Buying a new home is a little more difficult and time-consuming than buying a resale home. I can guide you through this process.

It is very important that your interests be professionally represented when you are entering into a contract for a semi-custom or a build-to-suit home. These transactions are complex and the contract details must be exactly in order to protect you and to ensure that you get exactly the home you want!

MAKE SURE THE BUILDER KNOWS YOU'RE WORKING WITH A REAL ESTATE PROFESSIONAL.

Many builders will require that you give up your right to representation if you visit their model homes without an agent on the first visit. Therefore, please call me if you would like to look at some model homes, so you are given the representation you deserve! The builder will pay the buyer's agent's fee just like the seller pays in other real estate transactions.

If you happen to be out driving and see a model home that you want to check out, give them a copy of my business card and fill out their "registration" form with your name and ours. Call me right away and tell me if their homes interest you so we can discuss the benefits of that particular builder and community.

CAN YOU
REPRESENT ME IN A
FOR SALE BY OWNER
SITUATION?

Yes

A homeowner trying to sell his home himself is usually doing so in hopes of saving some money by not paying the listing commission.

Like any other transaction I can help you negotiate the terms of an offer, order a title commitment, arrange for an inspection and closing.

Many times a homeowner will work with an agent, even though his home is not listed, if an agent brings him a buyer.

If you should see a home "For Sale By Owner" and want the advantages of my services, please allow me to contact the homeowner and set the showing appointment.

Title Insurance



WHAT IS TITLE INSURANCE?

A Title Insurance Policy is a guarantee by a title company that a thorough investigation of the title to the property has been conducted and that you have been notified of any outstanding claims to the property. The title insurance company reports any defects in the title in the form of a Title Commitment so that these matters can be corrected. It is important that you know of all claims on the property and have them resolved and declared removed prior to you taking title to the property.

The Title Commitment will carefully detail what items of encumbrance are not covered by the policy. You can either get these items resolved or bow out of the transaction. Title insurance covers matters that occurred before the policy's effective date but were discovered later. Your policy will detail what is covered, what is not covered, and the effective date.

Title insurance is issued by the title company when they are certain the property is free from all liens, encumbrances, interests, etc., and the insurance guarantees such. This is so the title can be legally transferred to the buyer to be used as security for the lender's funds. This is why title insurance is required by the lender. Your lender has an interest in knowing that you and the lender are the only parties with claims to the property.

The title insurance company thoroughly searches the public records to uncover any unpaid taxes, mortgages, judgments against previous owners, easements, and other court actions or recorded documents that can affect title to the real estate. The insurance also provides protection against any defect in the public record such as forgery, similar names, error in the records, etc., and protest against any undiscovered or unrecorded claims that may arise in the future.

When title insurance is issued, the title-insurance company accepts the responsibility for any and all claims on the property prior to your purchase if they do not find the claim or call it to your attention prior to your purchase of the property. That responsibility includes defending your title in court, if necessary (at their expense), or bearing the cost of settling the claim (if it proves valid) in order to perfect your title and keep you in possession of your property.

Unlike other forms of insurance, the original premium is your only cost as long as you or your heirs own the property. There are no annual payments required to keep your Owner's Title Policy in force.

Home Inspections



WHY YOU SHOULD OBTAIN ONE

Home inspections are a routine part of nearly every residential purchase, whether a resale or a new-construction home.

It's important to make sure you know exactly what you're buying. A thorough home inspection greatly reduces the possibility of unpleasant surprises later. Having the property inspected is the buyer's right and responsibility. The cost varies depending on the size and features of the property.

YOUR INSPECTION REPORT SHOULD INCLUDE THE FOLLOWING:

- Foundations, basements and structures.
- Basement floor and walls, proper drainage and ventilation, evidence of water seepage.
- Exterior siding, windows, and doors.
- Porches, patios, decks and balconies.
- Roof type, material and condition, including gutters and downspouts.
- Interior plumbing system.
- Hot-and-cold water system, the waste system and sewage disposal, water pressure and flow, and hot-water equipment.
- Electrical system including type of service, number of circuits, type of protection, outlet grounding and the load balance.
- Central heating system-energy source, type of cooling equipment, capacity and distribution.
- Interior walls, ceilings, floors, windows, and doors.
- Stairways, cabinets, and countertops.
- Attic, including structure, insulation, and ventilation.
- Fireplace - chimney, damper, and masonry, and all functionality and components of a gas insert.
- Garage - doors, walls, floor, opener.
- Built-in appliances; dishwasher, range, microwave, refrigerator and washer and dryer, if included.
- Radon levels (if you choose to pay the additional cost for the test).
- Most have vivid photos and tips for home maintenance.
- Ground slope away from foundation, condition of walks, steps, and driveway.
- NOTE: Well and septic systems are inspected separately by licensed professionals

You might question the necessity of an inspection on a new built home. However, realize that even though city inspectors have passed certain phases of the construction process according to building code and the home has received a certificate of occupancy, there could be numerous small items that you'll discover later that you wish someone had pointed out to you. There is also the possibility that the city inspector missed something.

The closing process finalizes the sale of your home and makes everything official. Also known as settlement, the closing is when you get paid and the buyer receives the deed to your home.

WHAT CAN YOU EXPECT?

The closing agent will look over the purchase contract and identify what payments are owed and by whom; prepare documents for the closing; conduct the closing; make sure taxes, title searches, real estate commissions and other closing costs are paid; ensure that the buyer's title is recorded; and ensure that you receive any monies due to or from you.

Seller's commonly pay the following at closing

- Sellers commonly pay the following at closing:
- Mortgage balance and prepayment penalties, if applicable
- Other claims against your property, such as unpaid property taxes
- Unpaid special assessments on your property
- Document stamps (or taxes) on the deed
- Real estate commission
- Legal fee or title insurance premium
- HOA Transfer fees

After the closing, make sure you keep the following for tax purposes:

- Copies of all closing documents
- All home improvement receipts on the home you sold

***DONT FORGET YOUR PHOTO ID FOR CLOSING!**

Closing



QUESTIONS?

I am here to guide and educate you throughout this whole process. Please reach out with any questions you may have at any time!

MOVING CHECKLIST

We understand the idea of moving can seem overwhelming.
We have put together a quick list of things to help you along the way!
Don't worry, you've got this!

ORGANIZE

- Start going through your closets, drawers and cabinets and analyze what items can be discarded or donated
- Get estimates from three moving companies, make sure they have insurance
- Gather all legal documentation into one box and maintain in an accessible and safe place. Documents should include vehicle titles, registration documents and licensing, birth certificates, wills, deeds, stock, legal, medical, and insurance records
- Start Packing away items you don't use every day
- Deep Clean the house (see cleaning checklist)

CHANGE OF ADDRESS & NOTIFICATIONS

- Complete a change of address card at the U.S. Postal Service and at the following places you do business: • accountants • attorneys • banks • credit card companies • former employers • insurance agents • IRS/Social Security Admin • periodicals • stockbrokers
- Contact all utility companies (cable, gas, electric, phone, refuse collection, water, etc.) to arrange for disconnect, final billing and connection at your new address. Arrange to have children's school records transferred
- Cancel newspaper delivery
- Contact insurance companies (auto, homeowner's, medical and life) to arrange for coverage in your new location
- Notify the Department of Motor Vehicles of your new address
- Cancel voter registration; re-register once you've settled into your new home

THE HOME STRETCH!

- Defrost refrigerators and freezers
- Make sure all of your inspection repairs are complete at the final walk through
- Pack first night items, including: alarm clocks, change of clothes, flashlight, phone, sheets, toiletries and towels
- Contact your home owner's insurance company and let them know your day of closing
- Keep medications, financial information and valuable items with you!
- Your home needs to be left in clean condition, vacuumed, mopped, all cabinets and counters wiped clean, cleaned appliances and all trash and debris removed from inside and outside of the property

PACKING TIPS

There are a lot of little things you can do when packing to help save yourself from a lot of stress. Here's just a few!

PACK A MOVING SURVIVAL KIT

- Aspirin
- Paper cups and plates, plastic utensils
- Coffee, filters, and coffee maker
- Paper towels, toilet paper, soap

PACKING HACKS

- Keep jewelry, important papers or medications with you
- Pack plates vertically so they're less likely to break. Make sure you wrap them well!
- Label boxes as you pack them with content and desired room location
- Don't take clothes off their hangers. Move them in bunches in garbage bags still on the hangers. Easy and way cheaper than wardrobe boxes.
- Leave lamps, china and artwork or breakables for movers to pack
- Color code each box according to room so you can identify what needs to go where in a glance.
- Pack heavy items in small boxes.
- Cut triangles in boxes about 1/3 of the way down to create handles for easy carrying
- Do not over-stuff boxes; leave some extra room at the top
- Remember to mark boxes with breakables as fragile. Whether you've hired movers or are doing it yourself, you don't want someone to be too rough with those boxes.
- Tape cords underneath all electrical appliances
- Add some padding to your boxes. Plastic grocery bags are great for cushioning your breakables. Don't leave room at the top without padding because otherwise they may get crushed.
- Wrap breakables in newspaper, bubble wrap, clothes or towel
- Use RED packing tape for critical boxes you want to unpack first
- Put plastic wrap over drawers so you don't have to empty out their contents.

Vendors



Appliance Repair

D3/A-OK Appliance Services
719-574-3344

Appraiser

Tim Doody
719-499-3844

Springs Appraisals
Mike Luoma
719-930-4750

Attorney/Real Estate

Tim Breuer
719-477-0225

Frascona & Joiner,
Goodman & Greenstein
303-494-3000

Blinds & Blind Repair

Blind Man
Tom Keller
719-260-8989

ASAP Blinds
719-532-0172

Carpet Cleaning

Al Bright Carpet
Ben Stratman
719-322-5216

Carpet & Paint

Jorge Manjarrez
RM Paint and Carpet, LLC
719-209-7880

Chimney Sweep/Repair

Chimney Cricket
719-687-3512

Clean Sweep
Debra
719-533-0542

The Fireplace Doctor, inc
719-548-9919

Cleanup and Hauling

Double Effort
Patty & Greg Miller
719-459-1457

Concrete Repair

A-1 Mud Jacking
719-536-0556

Cracker Jack Mud Jacking
719-520-1099

Decks & Deck Repair

RC Roofing and Renovations
Ryan Cameron
719-220-0696

Drywall

Rocky Mtn Drywall
719-443-3666

Electrician

Access Power
Wil Greene
719-439-2122

Flooring Hardwood

Fashion Hardwood Flooring
Carlos Fernandez
719-491-5909

Pryor Floors
719-573-1010

Summit Floors
Donato Garcia
719-243-0618

Granite

Planet Granite
719-522-0748

Gutter / Cleaning

Gutter Guys
719-761-3354

Handyman

Jon Stahl
719-291-0680

Tom Wilson
719-290-1221

Home Inspectors

Home Team Home Inspections
Scott Whitbeck
719-598-76334

HVAC

Rhino Heating
Sean
719-243-6322

Climate Systems
719-531-5688
csihvac@aol.com

ILC

Stephenson Surveying
719-535-9124

Alessi and Associates
719-535-9124
<http://www.alessi3a.com/>

Lender

Guaranteed Rate
Chris Franquemont
719-337-3021

Community Banks Mortgage
Shannon Scott
719-231-6114
www.shannon.scott@cobnks.com

Fairway Mortgage
Brittney Hansen
719-505-6924
brittney.hansen@fairwaymc.com

Vendors



Locksmith

Mikes Lock and Key
719-389-0248

A Mobile Locksmith
719-264-0789

Meth Testing

Occupational Health Technologies
719-227-8511

Mold Inspector

Joe Crivello
719-351-2333

Home Team Home Inspections
Scott Whitbeck
719-598-7633
www.MOLDFREENOW.com

Mold Remediation

MRI Mold Remediation Inc.
Brian Sinchak
719-660-0653
www.MOLDFREENOW.com

First General Services
719-635-3056
www.firstgeneralservicesofcs.com

Nolan's Restoration
719-481-4798

Movers

A2Z Relocation
Bill Zinn
719-332-5512

Armstrong Moving & Storage
Mark MacFarlane
719-475-2800
www.armstrongmoving.com

Mud Jacker

Cracker Jack Mudjacking
Bart
719-520-1099

C & B Excavating, Inc.
Bryan Blumenfeld
719-499-6315

Pest Control

Terminix
719-226-0061

Critter Control
719-473-4663

High Country Pest Control
719-282-1121

Plumbers Exterior

Down to Earth Excavating
719-495-3660

Plumber

B&E Plumbing
Bruce
719-598-8167

DBA Plumbing
Ernesto
719-761-0350

Copper Mine Plumbing
Greg Rawlings
719-491-1022

Jim's Plumbing and Heating
719-648-0846

Plumbers PB Replacement

Replumb Specialist
719-495-9090

Property Management

Muldoon and Associates
719-591-8332

Collette Ritums
719-237-7776

Bill Pattee
719-351-5698

Propane

Apollo
683-2400

Glaser
347-2338

Radon Testing & Mitigation

Waddle Radon
719-660-3583

Pikes Peak Radon
719-633-7567
www.pikespeakradon.com

Aspen Environmental
Dennis
719-322-3131

Alpine Mitigation
Guntis
719-491-2575

Advanced Radon
Curt
719-205-6461

Resurfacing

Miracle Method
719-594-9091

Vendors



Roofing

RC Roofing and Renovations
719-220-0696

Summit View Roofing
Jake Reid
719-648-7869
Jake@summitviewroofing.com

Reliable Roofing
Jamie
719-491-0142

Total Roofing
Taylor Pecqueur
719-310-2780
taylor.p@totalroofingco.com

Colorado Premium Roofing
Jack Canton
719-338-1441
jcaton@frii.com

Rampart Roofing
Matt Munro
719-487-7663

Senior Services

Sequel, LLC
Diane Lozier
719-432-6711

Snow Removal

Double Effort
Patty & Greg Miller
719-459-1457

Sprinklers

Sprinklers Plus
Scott Stuenm
719-491-6328

Higher Grounds Irrigation
719-290-5045

Kanagy Lawnsapes
Chuck Kanagy
719-592-1760

Sprinkler, Inc.
719-481-1216

Structural Engineer

Criterion McCafferty Engineers
719-685-2285

Hildenbrandts and Associates
Brian Hildenbrandt
719-535-9894

Stucco

R.T. Stucco, Inc
Rodrigo Terrazas
719-683-8655

Tree Trimming

All The Above Trees
Eric Hill
719-389-0576

Front Range Arborist
719-635-7459

Well Service

Barnhart Pump Co.
719-495-2912

Window Replacement

Windows America
Mark Cibula
719-337-5851
www.newwindowsforamerica.com

Glass Guru
Wendy & Damien Williams
www.theglassguru.com

Window Well Covers

A&L Aluminum
719-634-7045

Liberty Doors
719-266-8524

Wrought Iron

Iron Images
Bill Costain
719-499-6080

Academy School District 20
1110 Chapel Hills Drive
Colorado Springs, CO 80920
719-234-1200
www.asd20.org

School District 11
1115N. El Paso Street
Colorado Springs, CO 80903
719-520-2000
www.d11.org

School District 49
10850 E. Woodmen Road
Peyton, CO 80831
719-495-1100
www.d49.org

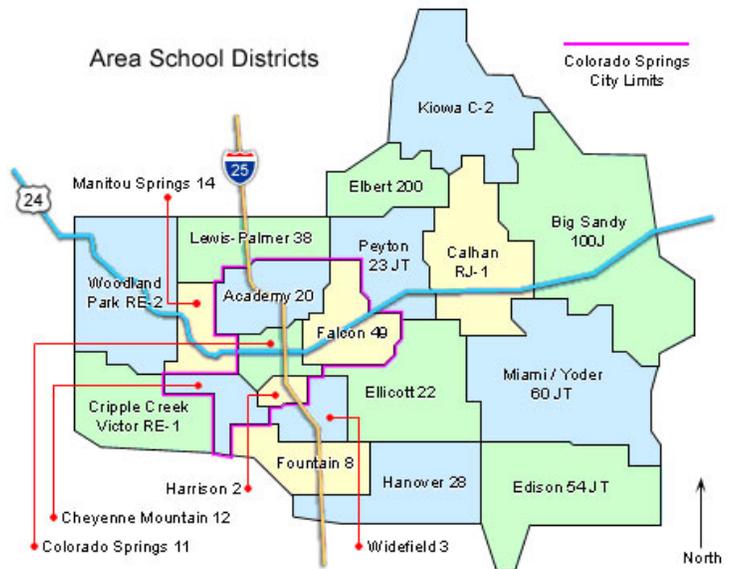
Harrison School District 2
1060 Harrison Road
Colorado Springs, CO 80905
719-579-2000
www.hsd2.org

Lewis- Palmer School District 38
146 N. Jefferson Street
Monument, CO 80132
719-785-4218
www.lewispalmer.org

Cheyenne Mountain School District 12
1775 LeCede Street
Colorado Springs, CO 80905
719-475-6100

Fountain For Carson School District 8
10665 Jimmy Camp Road
Fountain, CO 80817
719.382.1300
www.ffc8.org

Area School Districts



Manitou Springs School District 14
405 El Monte Place
Manitou Springs, CO 80829
719-685-2024
www.mssd14.org

Widefield School District 3
1820 Main Street
Colorado Springs, CO 80911
719-391-3000
www.wsd3.org

Woodland Park School District Re-2
155 Panther Way
Woodland Park, Co 80863
719-686-2000
www.wpsdk12.org



Atmosphere Gastropub
1327 Interquest Pkwy
Colorado Springs, CO 80921
(North)

Bourbon Brothers
13021 Bass Pro Dr
Colorado Springs, CO 80921
(North)

Shugas
702 S Cascade Ave
Colorado Springs, CO 80903
(Downtown)

Four by Brother Luck
321 N Tejon St, Colorado Springs
Colorado Springs, CO 80903
(Downtown)

Fujiyama Bistro
22 S Tejon St
Colorado Springs, CO 80903
(Downtown)

Colorado Mountain Brewery
1110 Interquest Pkwy
Colorado Springs, CO 809210
(West)

Jax Fish House
11 S. Tejon St
Colorado Springs, CO 80903
(Downtown)

Prime 25
1605 S. Tejon St
Colorado Springs, CO 80905
(Downtown)

KURA SUSHI
3479 Research Pkwy
Colorado Springs, CO 80920
(North)

Piglatin Cocina
2825 Dublin Blvd
Colorado Springs, CO
(North/East)

Sopras
4 S 28th St
Colorado Springs, CO 80904
(Old Colorado City)

Bristols's Brewery/Restaurant - Ivywild
1604 S Cascade Ave
Colorado Springs, CO 80905
(Ivywild/South)

Peppertree
88 W Moreno Ave,
Colorado Springs, CO 80905
(South West)

Garden of the Gods Market & Cafe
410 S 26th St
Colorado Springs, CO 80904
719-471-2799

Marigold Cafe & Bakery
4605 Centennial Blvd
Colorado Springs, CO 80919
719-599-4776

Paravicinis
2802 W Colorado Ave
Colorado Springs, CO 80904
719-471-8200

Restaurants & Breweries

