

# The Jennifer Colley Team



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INNOVATION. MARKETING. RESULTS.



## Buyers Guide

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TEAM



Jennifer Colley

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Jen has been in the Real Estate business since March 2015. She is relationship driven and is described by her clients as knowledgeable, fun, caring, friendly, and someone who provides incredible customer service. Jen is a motivated, hard-working achiever that is passionate about serving people. These qualities quickly made her one of the top REALTORS in Lubbock selling over 90 million in production in 8 years. Jen started The Jennifer Colley Team in 2018 and has quickly grown it from one administrative assistant to 3 agents and 2 admins. Most important in Jen's life is her relationship with Jesus, her family, and her friends. Her husband, Coby, and her have been married 19 years and they have 3 wonderful kids together, Camren, Crew, and Chandler. As a family they love entertaining and going to the lake. Jen loves being a part of the KW family because they value GOD, FAMILY, BUSINESS!

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Click to contact Jen:



## Buyers Quick Guide



### READY TO BUY A HOME?

NEXT STEPS...

01

GET A PRE-APPROVAL  
Talk to a local lender about what amount you can get approved for.

02

MEET WITH YOUR REALTOR  
Go over all desired criteria you are looking for in a home with your agent.

03

BEGIN HOUSE HUNTING  
Narrow it down to your favorite areas and pick your favorite home.

### FREQUENTLY ASKED QUESTIONS

How much money do I need to buy a house?

WHEN USING A LOAN TO PURCHASE A HOME, YOUR REQUIRED DOWN PAYMENT WILL BE ABOUT 3.5%-20% DEPENDING ON THE TYPE OF LOAN YOU NEED. IN ADDITION TO YOUR DOWN PAYMENT, YOU WILL HAVE LENDERS FEES, TITLE FEES, PREPAID COSTS FOR TAXES AND INSURANCE AT CLOSING.

What do I do if I find a house that I want to look at?

IF YOU FIND A HOUSE THAT YOU WOULD LIKE TO LOOK AT, YOU CAN CALL/TEXT ME THE ADDRESS AND I WILL GET AN APPOINTMENT MADE FOR US TO HAVE A PRIVATE SHOWING. IT IS IN YOUR BEST INTEREST TO CONTACT ME FIRST INSTEAD OF THE LISTING AGENT. I AM HERE TO REPRESENT YOU, NOT THE HOME OWNER.

## the Process

A QUICK GUIDE TO THE BUYING PROCESS

01

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[JCTSELLSLBK.COM](http://JCTSELLSLBK.COM)

04

MAKE AN OFFER  
Get an updated approval letter for the offer price from your lender.

05

UNDER CONTRACT  
Get earnest/option money to the title company within 3 days of signing the contract. Checks will be cashed.

06

OPTION PERIOD  
Typically 7-10 days. We will schedule inspections and negotiate repairs.

07

APPRAISAL  
The lender will order appraisal for the home and we will wait to hear if the value came in at contract price.

08

FINAL WALK THROUGH  
Do one final walk through before closing to ensure all repairs are complete and home is in acceptable condition.

09

CLOSING  
Congrats! It's time for closing at the title company. You will get access the home after signing and funding.

\*If you have not negotiated in the contract to have the home professionally cleaned prior to closing, please schedule a cleaning service if this is important to you.\*

### FREQUENTLY ASKED QUESTIONS

How much money do I need to buy a house?

When using a loan to purchase a home, your required down payment will be about 3.5%-6% of the sales price. In addition to your down payment, you will also have lenders fees, title fees and prepaid costs for taxes and insurance. Your lender can provide you with an estimated monthly payment and closing cost sheet when you get preapproved.

How much money do I need up front, before closing?

As soon as your offer is accepted, you will need to pay earnest money and option money to the title company. The title company will deposit your check and it will be credited back to you at closing. We will also be scheduling inspections that can be paid for up front or at closing. Certain loans also require up front payment for your home appraisal. You can check with your lender about any prepaid amounts that will be needed prior to closing.

How does a real estate agent get paid?

Real estate agents only get paid a commission at closing. Sellers typically pay the commission unless otherwise stated. The percentage is agreed upon in the sales contract. If the seller is unwilling to pay a commission, you will be made aware before you sign any sales contract.

What do I do if I find a house that I want to look at?

If you find a house that you would like to go and look at, you can call/text me the address and I will get an appointment made for us to have a private showing. It is in your best interest to contact me first instead of the listing agent. I am here to represent YOU, not the home owner.

Can I go to an Open House without my agent?

Going to open houses on the weekend is a great way to see a variety of homes, prices and neighborhoods. When you arrive, the host agent will ask you for your information so they can contact you. Tell them that you are working with an agent and I will contact them if you have interest in seeing it again. You do not have to hand out your information.

What if I like a house that is For Sale By Owner?

Contact me with the address of the house you would like to see and I will set an appointment for a private showing. Since the seller typically pays the real estate commission, we will need to negotiate with the seller if you decide to purchase the home and would like me to represent you.

What happens if I decide to build a home?

It is important that you let me know if you are considering building a home before you contact any builders directly. It is crucial to ensuring that you receive the best representation. Building a home can be a long and detailed process and you are my first priority, not the builder. If not done correctly, you may find yourself without appropriate representation.