



You're Almost There!
BUYER'S GUIDE



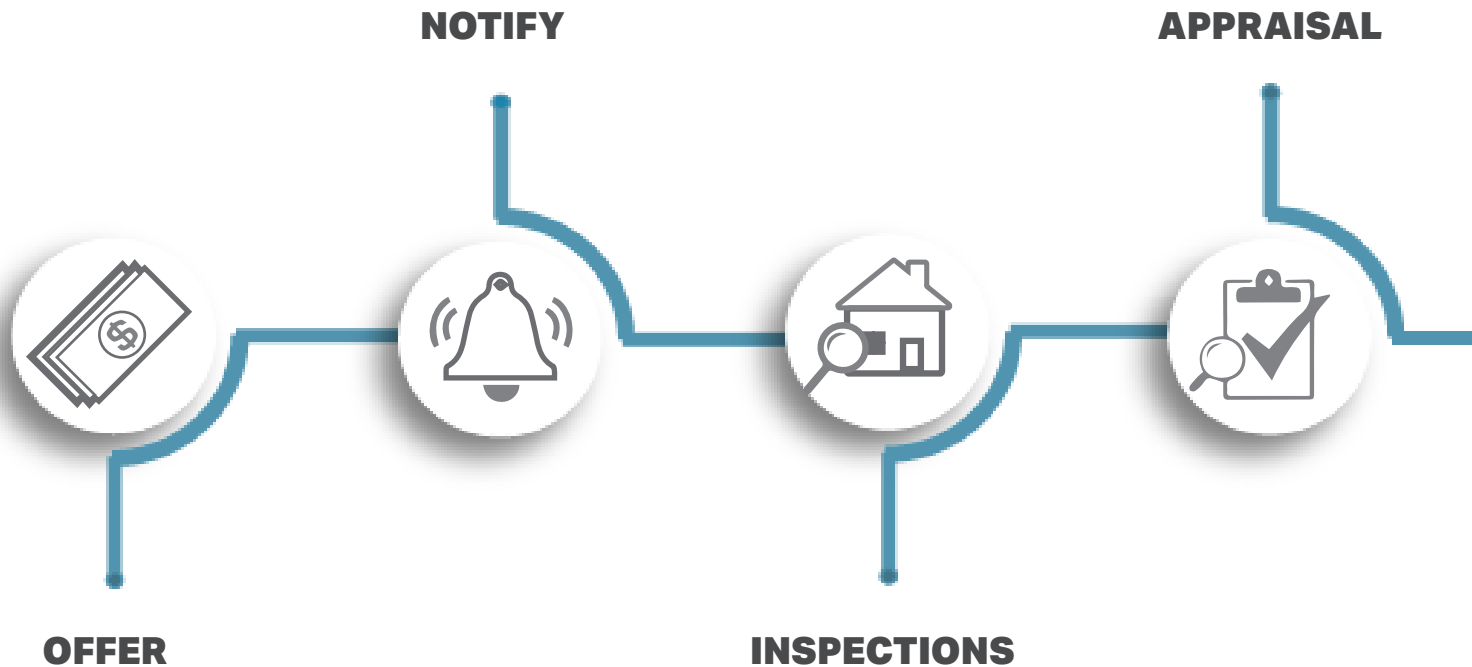
Let's get you into your new home!



You're almost there. Now, let's get your property closed and get you into your new home! We hope this information can help you understand your next steps.

You've Made an Offer

What's next?



Congratulations! You have found a home you love! You are so close to the finish line, but there are a few more steps to finish before you get the keys.

OFFER - Congratulations, your offer got accepted

NOTIFY - Notify your lender and your insurance company

INSPECTIONS - Inspections need to be done within 15 days of signed contract. 10 days later, your seller will need to either accept or counter.

APPRAISAL - Appraiser is hired by your lender.

TITLE WORK - Title work needs to be completed 20 days after the contract is signed.

FINAL WALKTHROUGH - Final walkthrough should be completed within 4 days of closing.

SETTLEMENT STATEMENT - You will receive your settlement statement and you will need to review the figures prior to closing.

CLOSING - It's closing day! Be sure to bring your photo I.D.

**FINAL
WALKTHROUGH**

CLOSING



TITLE WORK

**SETTLEMENT
STATEMENT**



Title Work

What is title work?

Title work is the whole process from beginning to end involved issuing title insurance. A title report, the entirety of title work, is generated from a search of a real estate property's title history. It will show any liens, mortgages, overdue taxes, or any concerns about property boundaries. A title report may also be required if you are seeking financing for a property.

Getting a title report done early on in the home buying process can make sure both buyers and real estate professionals can verify that a property's title is free and clear to transfer and they can therefore proceed with the transaction. Doing this before closing can save you time and money by allowing you to tackle any title problems early on.

In order for a property to pass ownership from one party to another, it must not reflect any financial or ownership claims by parties other than the seller. While the seller should be aware of any other claims there could be a situation in which they do not know of previous issues. Unfortunately, the buyer won't know there are problems on the title unless a title report is run.

To resolve a clouded title, there are a variety of things you can do. If the issues are smaller, such as liens or overdue property taxes, the amount due can sometimes be subtracted from the sales proceeds and proper paperwork will have to be filed to show that liens have been released. If there are larger issues, however, like a break in the chain of title or third-party claims, you will need to hire attorneys to track down the appropriate parties and piece together missing information.

By running a title report early on, it can allow for more time if larger issues are found and give you more time to obtain a clear title report for the property, which is important.

Skipping over title work is never a recommended idea, if you skip this important step you may get to your closing date and realize that the sale cannot proceed because of a clouded title. To keep the sale of your dream home going, always insure the title work is requested and follow up as needed to keep the title clear for sale.

After receiving a title report there are normally 2 types of title insurance that are issued:

Owner's Title Insurance

The insurance protects the owner against losses due to title defects.

Lender's Title Insurance

An insurance policy protects the lender against claims and losses that may arise if the title is unmarketable or defective.



Inspections

What are the different types?

Home inspections are a vital part to understanding what you're paying for when it comes to your new home. A general inspection may be understood and expected, but sometimes your inspector may call for specialists to inspect a certain area for a better understanding of what may need to be repaired in your new home.

There are many kinds of inspections and each one is dependent on your home situation and where you live. For instance, if you do not have a septic tank, then you will not be subject to a septic tank inspection. Also, some inspections may be more prone to homes in rural areas rather than in city limits. Be sure to listen to your general inspector and real estate agent for information on further inspections.



WHOLE HOUSE INSPECTIONS

The standard home inspector's report will cover the condition of the home's heating system; central air conditioning system (temperature permitting); interior plumbing and electrical systems; the roof, attic and visible insulation; walls, ceilings, floors, windows and doors; the foundation, basement and structural components.



TERMITE/WOOD BURNING INSECT DAMAGE

Typically called a Wood Destroying Organism (WDO, for short) inspection. This inspector will look for signs of structural damage caused by wood boring insects, as well as conditions that might lead to problems down the road, such as wood in direct contact with the ground or soil.



RADON GAS PRESSURE

Radon gas can build up in enclosed places, and homeowners are encouraged to test homes, especially in basements, for the presence of this gas. The test requires 48-hours in a closed home with the HVAC system functioning to keep the temperature in a normal range for occupancy.



WATER WELL QUALITY

If the home has a well that supplies drinking water to the home, the well needs to be tested too. Testing water for potability includes; measures of water hardness as well as the presence of heavy metals such as lead, cadmium, or arsenic. Test should also be conducted for common bacteria such as E. coli.



SEPTIC SYSTEM RELIABILITY

A simple dye test can determine if the leach field is functioning properly. But if you have a septic tank, it's wise to get it tested after you have resolved all issues with the general inspection.



CHIMNEY SWEEP

Heavy creosote buildup or a cracked firebox in a fire place can start a fire in the chimney that is hard to put out.



ROOF INSPECTION

If the general inspection determines that the roof of your prospective home is in poor condition, a report licensed by a roofing contractor will bolster your negotiating power for getting a new roof.

It may be a mistake if you do not attend your inspection. Attendance is not mandatory, but is a good idea. As your Realtor, we make sure we attend the inspections on your behalf as well, because we understand reading a report is not enough to get the whole picture of what needs to be fixed. Seeing the problem and hearing directly from the inspector makes a huge difference when it comes to your negotiating power for getting the repairs you request.



Full list of possible home inspections available

Home/Building
Mechanical
Structural
Lead
Asbestos
EFIS
Fireplace
Pool/Spa
Security System
In-Ground Irrigation
Private Sewage Systems
Sewer Lateral
Well
Water Quality
Radon
Mold/Air Quality
Environmental
Flood Plain
Termite/Wood Destroy-
ing
Insects
Pond/Lakes
Dock(s)
Wetlands

Resources

What's all out there?

Finding someone to help you get your new home all squared away can be daunting. To help ease your mind, we have compiled a list of resources to help get you going.

SEWER

JEFFERSON CITY

573-634-6328

HOLTS SUMMIT

573-896-5600

NEW BLOOMFIELD

573-491-3614

CABLE/INTERNET/PHONE

MEDIACOM

800-897-2924

RADIO WIRE

573-659-7950

CENTURY LINK

866-421-7923

CALLABYTE - CALLAWAY ELECTRIC CO-OP

573-642-4840

AT&T

800-288-2020

RADON

MID-MO RADON SOLUTIONS

573-424-4378

TRASH

M&W HAULING

573-498-6579

REPUBLIC SERVICES

573-659-4583

WATER

MISSOURI AMERICAN WATER

866-430-0820

COLE COUNTY DISTRICT #1

573-893-2848

COLE COUNTY DISTRICT #2

573-635-7011

COLE COUNTY DISTRICT #3

573-893-4262

COLE COUNTY DISTRICT #4

573-395-4578

CALLAWAY COUNTY WATER DISTRICT

573-896-4788

CALLAWAY COUNTY WATER DISTRICT #2

573-896-4788

WARDSVILLE WATER DISTRICT

573-893-2268

NEW BLOOMFIELD WATER DISTRICT

537-491-3614

TERMITE

ANTEATER'S PEST CONTROL

573-291-2123

ART'S PEST CONTROL

573-634-3299

STEVE'S PEST CONTROL

573-896-4868

ELECTRIC

AMEREN UE

800-552-7583

THREE RIVERS ELECTRIC CO-OP

800-892-2251

CALLAWAY ELECTRIC CO-OP

573-642-4840

PUBLIC SCHOOL INFORMATON

JEFFERSON CITY PUBLIC SCHOOLS

www.jcps.k12.com

573-659-8000

FULTON PUBLIC SCHOOLS

www.fulton58.org

573-590-8000

NEW BLOOMFIELD PUBLIC SCHOOLS

www.n.b.k12.mo.us

573-491-3700

BLAIR OAKS PUBLIC SCHOOLS

www.blairoaks.k12.mo.us

573-636-2020

INSURANCE AGENTS

STATE FARM

Lori Branch

573-896-9122

MISCELLANEOUS

DIG-RITE

City of Jefferson City

www.jeffcitymo.org

800-344-7483

LENDERS

FLAT BRANCH HOME LOANS

Amy Luebbering Pemberton

aluebbering@fbhl.com

573-355-5571

MID-AMERICA BANK

Brenda Leydens

bleydens@midambk.com

573-896-4790

CENTRAL BANK

Leighanne Lamb

Heather Hagner

Darla Stegman

573-634-1191

INSPECTORS (WHOLE HOUSE)

CENTRAL MISSOURI INSPECTION SERVICES

Zack Carey

573-694-0994

ACCURATE INSPECTIONS LLC

Jeff Green

573-291-6183

WATKINS HOME INSPECTION LLC

John Watkins

573-690-6308

INSPECTORS (SEWER)

**CENTRAL MISSOURI
INSPECTION SERVICES**

Zack Carey

573-694-0994

CALL CLEAR

Shawn Chilton

573-694-0994

None of the above inspectors are solely recommended by any agent and/or this company as a whole, the above list is only given at your convenience. McMichael Realty, Inc. is not endorsing an inspection service and does not warrant their performance. Buyer will not hold McMichael Realty, Inc. liable for the inspection services' operations or lack thereof.



Appraisals Vs. Inspections:

WHAT'S THE DIFFERENCE?



»» What is an appraisal?

A home appraisal is an assessment of the property's value, conducted by a licensed appraiser. The primary goal is to determine the fair market value of the home.

Scope of an Appraisal

Appraisers consider factors such as the properties size, condition, location, comparable sales in the area, and the current market trends to arrive at an accurate valuation.

Important facts to know about appraisals:

- Appraisals are generally always required unless an appraisal waiver is awarded by underwriting in the mortgage process.

»» What is a home inspection?

A home inspection is a limited, non-invasive examination of the condition of a home, often in connection with the sale of that home.

Scope of a home inspection

Inspectors assess various aspects of the property like foundation, roof, plumbing, electrical systems, HVAC, and overall safety of the property.

Important facts to know about home inspections:

- Inspections are generally never required unless the appraisal calls out for a specific inspection to be had.
- Inspections are, however, highly recommended! These are crucial to figuring out what you are buying!
- VA is the only loan program that requires an inspection and it's only a pest inspection.

Key Differences:

Timing: Home inspections typically occur during the due diligence period after an offer is accepted but before the sale is finalized. On the other hand, home appraisals are often ordered by lenders as part of the mortgage process and occur after the offer has been accepted.



THE HOMETOWN TEAM

Flat Branch Home Loans

573.355.5571

630 Bolivar St, Ste 102
Jefferson City, MO 65101



KRISTINA & SCOTT'S
McMICHAEL Team



KRISTINA & SCOTT'S

McMICHAEL TEAM

McMichael Realty

573.896.9991

369 S Summit Drive, Holts Summit, MO 65043



YEARS TOGETHER. IT'S JUST US.

Twenty-years... When I think of our 20-Year Anniversary and what it has meant to be married to Scott for all those years, one theme keeps coming to mind. Maybe that's why I used it for the first part of our McMichael Team slogan which is, ITS JUST US. HELPING JUST YOU. This is how I feel about the last 20-years being married to Scott, IT'S JUST US. Some couples choose to celebrate milestones in large ways, but these days I just want to hold my little family tight and reflect on how IT'S JUST US.

When I think about where Scott and I began and where we are now, I have to take a deep breath to really take it all in. At first thought, I wish I could tell the young me what I now know about myself, but that would have made for a pretty boring life, and if you know me, I'm anything but boring.

When I started dating Scott, he was a Kansas State Trooper and I was a First Grade Teacher. How we both ended up in the same town, well, I'm even more convinced that was a God thing. I really liked Scott, but I was a bit unsure about his feelings for me. I'm not going to tell you our whole story beginning to

end, but I am going to start here because this was the first times I knew he was going to be with me for a long time.

Life as a Trooper had Scott frequently working weekends, which made it hard to date. I was trying to figure out what to do with my time on weekends when he had to work. I'll never forget when Scott suggested I take myself out on a date...I thought he was joking. Then the realization set in that maybe he was about to break up with me. I must tell you, he was pretty hot in his Trooper uniform and this "date yourself" seemed like a "get lost" type of statement to me.

I remember the night exactly, what restaurant I went to and especially how I felt sitting alone. I had taken a tablet of paper, so I could at least look like I was doing something and I remember making lists which do comfort me. As my luck would have it, I got the cute waiter who finally inquired what I was doing alone on a Friday night. When I told him about the "take myself on a date" thing I could tell he thought I was about to be dumped too. It was a long, lonely and embarrassing night.

I called Scott on his Trooper shift to let him know my date was over and this is when I knew he was here to stay. We were talking about my miserable date when I came right out and asked him if he wanted to break up. Scott knew I had been in a bad relationship and was treated poorly, and this is what he said, "When you learn to take yourself out, you will learn your own self-worth. When you know that, you will never let anyone treat you badly again". Twenty-years later and I still tear up telling that story, remember it just like it was yesterday and absolutely love taking myself on dates.

My young self has always reminded me of the Julia Robert's movie where she doesn't know how she likes her eggs. With each new boyfriend, she would order her eggs just like them; I was that type of girl. I have always been drawn to these bigger-than-life personalities that have all the right words, at just the right time. Scott doesn't have a lot of flashy words because he's just not that type of guy.



Words have always been important to me, and if I could sum up our biggest relationship problem of 20-years it has been "words". A tender spot in our relationship had always been when I would ask Scott why he loved me. My younger self needed to know exactly how much he loved me, why he loved me and all in very descriptive words. He could never do this adequately without pausing, looking perplexed and just getting all flustered.

Here is the funny part and why I am telling this, Scott can tell me without a doubt why he loves me now and with complete conviction. Now, I do not need any of those words because I am different, I have grown and I just know.

Scott knows himself well and has a confidence, which is rarely shaken. Since he is confident, he has brought out the very best in me by letting me just be me. I know he is always there through the good times, which are easy, but he is also there during the bad times and that's where we've grown. When we had our son Gavin, he was such a gift to both of us. His huge blue eyes were the eyes of my Granny's and everything just seemed right.



Gavin makes me smile with pride, even though I am the hardest on him because he is the oldest.

Our daughter Payten turned into a special gift for me. At 7-years old, she is a mini-me and Scott often says how fun it must be to see myself as a little girl. It's a lot of responsibility raising myself! It's funny because Scott tells everyone how he has two Kristina's at different ages.

Gavin and Payten. They are all that really matters and the proudest accomplishment from our 20-year marriage. Complete opposites, Scott and I often envision Payten in the middle of a field, painting, with chickens around her, sun glistening through her blonde hair and the wind blowing her flower patterned sundress. Payten is just Payten, a free spirit.

Last Christmas, I needed to quickly grab a gift while I had Payten with me. I told her we were in a hurry and absolutely begged her not to talk to anyone in the store, because she always has to talk to everyone. She promised me, before we got out of the car that she would not talk to anyone. I will never forget entering Old Navy that day, as we passed each person she complimented them and

then turned around to me and smiled with a look of, "See!". I was getting so mad as she said, "What a beautiful scarf you have on" all the way to "I like your purse". Each person thought she was so cute and stopped to talk to her.

After complimenting several people, I grabbed her arm and told her to quit it, I was getting pretty mad at her. She told me she would not quit, because everyone in that store needed to feel good about themselves...What do you do with that? Payten is a special, angelic soul that just brightens our lives and reminds us of what is really important, even when we think we don't have time. She's my peace.

Gavin has been our Science guy all the way. He is now 15 but he has been picking up rocks and putting together legos since he was a toddler. As a Freshmen, this last year he barely had to study for Science tests. Gavin looks at me with a blank look and doesn't understand why I'm frustrated when his final grade in Physical Science was a B+. He just tells me he'll study more when science classes get harder. If he didn't finish his Freshman year at Helias with a 3.8 I would be flipping out...I did some already!



Gavin tells us about global warming and reminds me how in 3rd grade he begged me to invest in Bitcoin. He has gotten so many wonderful qualities from Scott. He is so mature, slow to anger, tells me he loves me daily and doesn't need much approval from anyone. He's my boy...we are tight.

These two are our greatest accomplishment of our 20-year marriage. I tell Gavin, Payten will be the glue that will keep the two of them together. She will be the one calling to plan the vacations and keeping everyone close. I also warn him to be there for her when she makes mistakes, because she is

going to make more than he will, and that's okay. I tell Payten that Gavin will be her strength. He will be there for her and will be the one she can always rely on. He will be her balance when everyone else doesn't understand, because Gavin is smart like that.

I wanted to write this article to reflect on the past 20 years and share it with all of you. I didn't want to write about a perfect relationship, but I wanted to write about how I have been allowed to grow in this perfect relationship. It really is, JUST US. Oh, and I definitely know how I like my eggs...Sunny-side up!



MISSOURI BROKER DISCLOSURE FORM



This disclosure is to enable you, a prospective buyer, seller, tenant or landlord of real estate, to make an informed choice BEFORE working with a real estate licensee.

Missouri law allows licensees to work for the interest of one or both of the parties to the transaction. The law also allows the licensee to work in a neutral position. How the licensee works depends on the type of brokerage service agreements involved. Since the sale or lease of real estate can involve several licensees it is important that you understand what options are available to you regarding representation and to understand the relationships among the parties to any transaction in which you are involved.

Missouri laws require that if you want representation, you must enter into a written agreement. This may or may not require you to pay a commission. You do not need to enter into a written agreement with a transaction broker unless you intend to compensate this licensee. These agreements vary and you may also want to consider an exclusive or nonexclusive type of relationship.

If you choose not to be represented by an agent, the licensee working with you may be working for the other party to the transaction.

CHOICES AVAILABLE TO YOU IN MISSOURI

Seller's or Landlord's Limited Agent

Duty to perform the terms of the written agreement made with the seller or landlord, *to exercise reasonable skill and care for the seller or landlord, and to promote the interests of the seller or landlord* with the utmost good faith, loyalty and fidelity in the sale, lease, or management of property.

Information given by the buyer/tenant to a licensee acting as a Seller's or Landlord's Limited Agent will be disclosed to the seller/landlord.

Buyer's or Tenant's Limited Agent

Duty to perform the terms of the written agreement made with the buyer or tenant, *to exercise reasonable skill and care for the buyer or tenant and to promote the interests of the buyer or tenant* with the utmost good faith, loyalty and fidelity in the purchase or lease of property.

Information given by the seller/landlord to a licensee acting as a Buyer's or Tenant's Limited Agent will be disclosed to the buyer/tenant.

Sub-Agent (Agent of the Agent)

Owes the same obligations and responsibilities as the Seller's or Landlord's Limited Agent, or Buyer's or Tenant's Limited Agent.

Disclosed Dual Agent

With the written consent of all parties, represents both the seller and the buyer or the landlord and the tenant.

A Disclosed Dual Agent may disclose any information to either party that the licensee gains that is material to the transaction.

A dual agent may not disclose information that is considered confidential, such as:

- Buyer/Tenant will pay more than the purchase price or lease rate
- Seller/Landlord will accept less than the asking price or lease rate

- Either party will agree to financing terms other than those offered
- Motivating factors for any person buying, selling or leasing the property
- Terms of any prior offers or counter offers made by any party.

Designated Agent

Acts as your specific agent, whether you are a buyer or tenant, or seller or landlord. When the broker makes this appointment, the other real estate licensees in the company do not represent you.

There are two exceptions with both resulting in dual agency or transaction brokerage:

1. The agent representing you as a buyer or tenant is also the agent who listed the property you may want to buy or lease.
2. The supervising broker of two designated agents becomes involved in the transaction.

Transaction Broker

Does not represent either party, therefore, does not advocate the interest of either party.

A transaction broker is responsible for performing the following:

- Protect the confidences of both parties
- Exercise reasonable skill and care
- Present all written offers in a timely manner
- Keep the parties fully informed
- Account for all money and property received
- Assist the parties in complying with the terms and conditions of the contract
- Disclose to each party of the transaction any adverse material facts known by the licensee
- Suggest that the parties obtain expert advice.

A transaction broker shall not disclose:

- Buyer/Tenant will pay more than the purchase or lease price
- Seller/Landlord will accept less than the asking or lease price
- Motivating factors of the parties
- Seller/Buyer will accept financing terms other than those offered.

A transaction broker has no duty to:

- Conduct an independent inspection of, or discover any defects in, the property for the benefit of either party
- Conduct an independent investigation of the buyer's financial condition.

Other Agency Relationships

Missouri law does not prohibit written agency agreements which provide for duties exceeding that of a limited agent described in this pamphlet.

This brokerage authorizes the following relationships:

- Seller's Limited Agent
- Landlord's Limited Agent
- Buyer's Limited Agent
- Tenant's Limited Agent
- Sub-Agent
- Disclosed Dual Agent
- Designated Agent
- Transaction Broker
- Other Agency Relationship

Broker or Entity Name and Address

McMichael Realty, Inc.
369 S Summit Dr
Holts Summit, MO 65043

Together we can do this!
We're going to be with you every step of the way.



*On the spot and without hesitation we will
give you the name and numbers of our last 3 clients!*