

Passion Meets Properties

THE OFFICIAL NEWSLETTER OF
ASPIRE REALTY | KATHERINE KIERNAN

5 REASONS WHY EVERY BUYER NEEDS A REAL ESTATE AGENT

Katherine Kiernan

When it comes to purchasing a home, it should come as no surprise that a buyer needs an awesome team behind them to ensure that this immense investment is the right, safe, sound, and legally binding option for them. To make this happen, a buyer needs to first identify the right person to walk with them and guide them through this process. Just as you wouldn't ask your auto mechanic to perform a life saving brain operation, you shouldn't rely on anybody but an expert to help you make the right purchasing decisions for your new home; whether this property is a primary residence for a new home buyer or an investment property for a seasoned investor, the right agent can make a world of difference. Here we are going to explore the top 5 reasons why every purchased property should be done so utilizing a trained Real Estate Agent.

Reason #1: Who Better to Help Find the Perfect Property for You Other Than a Trained Professional?

Just as you wouldn't know all of the amazing features a brand new sports car offers, you rely on a car salesman to teach you all there is to know; you also wouldn't know all of the hidden features (or possible defects) an immense purchase of a house would have, so relying on a professional to help you find the perfect fit for you is key!

We are in the real estate market all day, every day. A realtor is your one-stop shop for identifying the perfect neighborhoods that provide the amenities you are looking for without having to use your precious time trying to learn the ins and outs of the housing market. We also know what you should pay, how to negotiate the deal, and what needs to take place between, 'We found the perfect home!' and the closing table.

WHAT'S IN THIS ISSUE?

Do I Need an Agent? - 1-2
Roundtable Event - 3
Guided Open House Tour - 4
Best Month to Sell - 5
Homeowner Tips & Tricks - 6
Active Listings - 7
Active Buyers - 8



Reason #2: Ensure That Your Contract is Legally Binding and Your Investment is Secure

We've all been there... That place where we are relying on somebody to do what's right for us and trusting they have given us ALL of the facts and that all of the appropriate steps have been taken care of to protect us in said endeavor. However, have you ever gone to negotiate on a big purchase and hoped that you had all of the right information for consideration to make a good buy but had that nagging feeling that you may have missed something? I know I have... and that old adage of 'if it feels too good to be true...'

oftentimes can ring true at the worst possible junction. Real estate agents are your personal consultants and are there to ensure that the investment you are acquiring is of sound business sense and that all of the 'what ifs' have been covered. From the time that you have identified the right property, your realtor should be taking all appropriate and necessary steps to draft the legally binding purchase agreement that clearly represents your position in the transaction and thus protects your interest in the purchase.

Reason #3: Never Show Up to a Bull Fight With a Butter Knife

Call it how you would like but the analogy represents being ready for the big game; which means you are armed, dangerous, and know what you are getting into. Statistics show that over 75% of sellers in a real estate transaction are doing so with the assistance of a trained, licensed, and seasoned real estate professional to help them with the sale of their property. With that being said, why would you ever show up without the same high level of protection assisting you with all of the ins and outs necessary, to make sure that you aren't overpaying for property, being taken advantage of in the negotiations, or potentially purchasing a property without clean title?

A licensed agent is your very first line of defense and is there to ensure you have the proper documentation, contracts, and

legal agreements in place to help protect you from all of the uncertainties that may arise!

Reason #4: We are YOUR Hands-On Guide to All Real Estate Needs

Have you ever walked into the grocery store looking for something specific yet not had the faintest idea where to find it?

Or have you ever traveled to a new destination wanting to check out all of the must-see attractions that only the locals know about? In each of these scenarios you reach out to somebody who would help you to navigate because they know the lay of the land like the back of their own hand.

Real estate is no exception. Need a great mortgage at the best rate available but don't know who to call? Your agent does!

Had a home pop up on Zillow that may be 'the one' but want to make sure it's priced right and is a sound investment? Your realtor can help! Want to know the top neighborhoods in a new town? We've got you covered! We are your one-stop shop from start to finish to help you buy/sell/invest in your new home with ease! Your built in personal consultant!

Reason #5: We Are FREE to Use When Buying Your New Home

YOU HEARD ME RIGHT! OUR SERVICES ARE FREE TO USE WHEN BUYING YOUR NEW HOME! Real estate agents are compensated at the time of closing through the seller's settlement funds.

The rates are pre-determined and set in place long before you even know that your new property is hitting the market! So with all of the right bases covered, your best bet when purchasing your new home is to ensure YOU get the white-glove concierge service you and your hard earned dollars deserve.

CONTACT YOUR FAVORITE REALTOR TODAY before you even stress about how to get your next real estate journey started!



COME & JOIN US

REAL ESTATE ROUNDTABLE

NOVEMBER 23RD @ 11 AM - 1 PM
RUSTAD RECREATION CENTER | WEST FARGO



KATHERINE KIERNAN
Aspire Realty



DAVE VAN BRUGGEN
Gate City Bank



SETH FARKAS
OnPoint Insurance Services



JOSH WINZER
Core Home Inspection



KATHY BERRY
Gate City Bank



BRETT ERICKSON
FM Title, Inc.

TIPS, TRICKS & BEST PRACTICES

Come and join your local real estate experts as they share helpful tips, tricks and best practices from each of their areas of expertise, including: home insurance, titles, appraisals, inspections, mortgages, along with buying, selling and/or building a home. **Food and beverages will be provided!**

November 24
1-4:30pm



GUIDED OPEN HOUSE TOUR

Come and join us on a tour of active listings, where you will get a chance to talk one-on-one with local real estate experts!

At each home there will be local real estate experts to help answer questions and provide helpful information for everyone from first-time home buyers to sellers and everyone in between that is interested in learning more about the following topics:

- Inspections
- Mortgage Loans
- Title Companies
- Appraisals
- Insurance
- Buying, Selling and/or Building

For more information and updates about this event, be sure to follow our Facebook page.

We hope to see you there!



WHY NOVEMBER IS THE BEST MONTH TO SELL YOUR HOME

Article Source: Forbes

Some owners hesitate to market their homes between Halloween and New Year's Day, believing the holiday season to be an off-peak time to sell. But the idea that houses don't sell in November and December comes from outdated historical trends. In fact, several studies show that, on average, homes listed during this time are more likely to sell, sell more quickly, and sell closer to the asking price. November, in particular, has some unique advantages that make it an ideal time to sell.

Here are three reasons why Thanksgiving month might be the best time to sell your home.

More motivation

The idea that homes sell best in spring and summer stems from the fact that parents want to wait until summer to move school-aged children. But today, more than half of buyers aren't married, so their decisions aren't necessarily based on kids' schedules.

If buyers are looking for a home in November, they've either waited through the busy season in hopes of a better deal, or they're facing their own time constraints due to work changes or other reasons. For these highly motivated buyers, the traditional barriers to winter house-hunting — bad weather, short days, holiday preparations — don't apply. If your house is available for them to view in November, these buyers are more likely to make an offer close to listing price.



Less competition

Because of the misconceptions about selling during winter, it's true that many sellers don't think it's worth their time to try and sell their homes toward the end of the year, so they take their homes off the market. Their loss of a potential buyer is your gain! Serious buyers have fewer homes to choose from over the holidays. That means less competition for you — and more buyers checking out your even more desirable home, either online or in person.

Tax benefits

A house marketed in November may lure buyers looking for year-end tax breaks. Buyers looking to lower their taxes may snatch up a home late in the year so they can deduct home purchase costs. That includes points, interest and property taxes.

And if someone sold a house during the traditional summer selling season and faces capital gains tax on the deal (because he's an investor or lived in the house for fewer than two years), he may be highly motivated to buy in November since closing on the purchase of another house within 180 days lets him avoid paying capital gains tax.



SUCCESS STORY

The Blair Family

Katherine and her team are the most amazing people to work with in Fargo! During the time of buying our home we got into a very stressful and difficult situation with the seller. Katherine was there for us every step of the way! She went above and beyond to make sure we made it through this difficult time with our heads above water. We love Katherine and her team and would recommend them to anyone buying or selling a home!

HOMEOWNER TIPS & TRICKS

Let's talk closing costs.

What are closing costs? Closing costs are fees paid at the closing of a real estate transaction. This point in time called the closing is when the title to the property is conveyed to the buyer. Closing costs are incurred by either the buyer or the seller.

Who pays what? Below is a chart that helps to explain what the seller and buyer are responsible for throughout the closing process.

1. DOWN PAYMENT
2. TERMITE (WOOD INFESTATION) INSPECTION
3. PROPERTY INSPECTION
4. PROPERTY REPAIRS, IF ANY
5. NEW LOAN ORIGATION FEE
6. DISCOUNT POINTS
7. DOCUMENT PREPARATION FEE
8. CREDIT REPORT
9. APPRAISAL OR EXTENSION FEE
10. TAX IMPOUNDS
11. TAX SERVICE CONTRACT
12. FIRE/HAZARD INSURANCE/IMPOUNDS
13. TAXES-CREDIT/PAYMENT
14. PREPAID INTEREST
15. FHA MIP, VA FUNDING FEE, PMI PREMIUM
16. EXISTING LOAN PAYOFF
17. EXISTING LOAN PAYOFF DEMAND
18. EXISTING LOAN PREPAYMENT PENALTY, IF ANY
19. HOA/DISCLOSURE FEE/ASSESSMENT LETTER FEE
20. CURRENT HOA PAYMENT
21. NEXT MONTH'S HOA PAYMENT
22. HOME WARRANTY PREMIUM
23. REALTOR'S COMISSIONS
24. OWNER'S TITLE POLICY
25. LENDER'S TITLE POLICY AND ENDORSEMENTS
26. ESCROW FEE
27. RECORDING FEES PER APPLICABLE DOCUMENT
28. RECONVEYANCE/SATISFACTION FEE/RELEASE
29. COURIER/EXPRESS MAIL FEES
30. WIRE FEES
31. EMAIL LOAN DOCUMENTS

CONV	CASH	FHA	VA
BUYER	BUYER	BUYER	BUYER
			SELLER
BUYER	BUYER	BUYER	BUYER
SELLER	SELLER	SELLER	SELLER
BUYER		BUYER	BUYER
BUYER/SELLER		BUYER/SELLER	BUYER/SELLER
BUYER/SELLER		BUYER/SELLER	BUYER/SELLER
BUYER		BUYER	BUYER
BUYER		BUYER	BUYER
BUYER		BUYER	BUYER
SELLER		SELLER	SELLER
BUYER		BUYER	BUYER
SELLER	SELLER	SELLER	SELLER
BUYER	BUYER	BUYER	BUYER
SELLER	SELLER	SELLER	SELLER
SELLER	SELLER	SELLER	SELLER
SELLER	SELLER	SELLER	SELLER
SELLER	SELLER	SELLER	SELLER
SELLER	SELLER	SELLER	SELLER
BUYER	BUYER	BUYER	BUYER
SELLER	SELLER	SELLER	SELLER
SELLER	SELLER	SELLER	SELLER
SELLER	SELLER	SELLER	SELLER
BUYER	BUYER	BUYER	BUYER
BUYER	BUYER/SELLER	BUYER	SELLER
BUYER/SELLER	BUYER/SELLER	BUYER/SELLER	BUYER/SELLER
SELLER	SELLER	SELLER	SELLER
BUYER/SELLER	BUYER/SELLER	BUYER/SELLER	BUYER/SELLER
BUYER/SELLER	BUYER/SELLER	BUYER/SELLER	BUYER/SELLER
BUYER		BUYER/SELLER	BUYER/SELLER



Who pays
what?



DO YOU KNOW OF A BUYER FOR THESE HOMES?

We currently have the following homes listed:



2713 26th Ave. S, Fargo
Bedrooms: 4 Baths: 4
Square Feet: 4,500
\$480,000



929 Main Ave, Hickson
Bedrooms: 5 Baths: 3
Square Feet: 3,750
\$414,900



415 12th St. N, Moorhead
Bedrooms: 4 Baths: 2
Square Feet: 2,495
\$189,900



2410 Valley View, Hawley
Bedrooms: 4 Baths: 2
Square Feet: 2,682
\$289,000



2165 Dock Dr W, West Fargo
Bedrooms: 3 Baths: 2
Square Feet: 1,769
\$216,500



2169 Dock Dr W, West Fargo
Bedrooms: 3 Baths: 2
Square Feet: 1,769
\$216,500



2175 Allison Ln W, West Fargo
Bedrooms: 3 Baths: 3
Square Feet: 1,891
\$220,155



1111 11th St N, Moorhead
Bedrooms: 3 Baths: 1
Square Feet: 2,128
\$169,900



1836 Huntington Lane, W. Fargo
Bedrooms: 3 Baths: 3
Square Feet: 2,640
\$242,500



6181 61 Ave. S, Fargo
Bedrooms: 4 Baths: 3
Square Feet: 2,335
\$245,000



3387 55th St. S, Fargo
Bedrooms: 3 Baths: 3
Square Feet: 2,896
\$368,548



6083 Autumn Dr. S, Fargo
Bedrooms: 3 Baths: 3
Square Feet: 2,804
\$309,900



503A 33rd Way E, West Fargo
Bedrooms: 3 Baths: 4
Square Feet: 1,995
\$325,000



7008 26th St S, Fargo
Bedrooms: 5 Baths: 3
Square Feet: 3,146
\$475,000



2170 Dock Drive W, W. Fargo
Bedrooms: 3 Baths: 2
Square Feet: 2,310
\$260,285



2170 Dock Drive W, W. Fargo
Bedrooms: 3 Baths: 2
Square Feet: 2,310
\$260,285



1515 14 1/2 Ave E, W. Fargo
Bedrooms: 4 Baths: 3
Square Feet: 2,128
\$269,000

If you know someone you know someone who would be a great fit for one of these awesome properties, please share us with them! Call us at: 701-929-6487

DO YOU KNOW OF A HOME FOR THESE BUYERS?

We're currently showing properties to the following buyers:

Tom & Deb | South or West Fargo

Rambler with finished basement
Newer construction
Quiet neighborhood
Fence preferred
South of 1-94
3 bed, 2 bath

Under: \$400,000

Mishara | Fargo/Moorhead

Investment property
Fixer upper
2 bed

Under: \$100,000

If you know someone who wants to sell a home that meets the needs of one of our buyers, please share us with them!

Call us at: 701-929-6487

