



HOME buying GUIDE



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Darian Monson

YOUR LOCAL REAL ESTATE EXPERT

Welcome to the exciting process of your Real Estate Journey! I'm so honored you've chosen me to be part of this important milestone in your life. Let me share a little about myself so you know the kind of passion and dedication I bring to everything I do. As the eldest of seven, I've always taken on a leadership role, and it's taught me the importance of hard work and looking out for others. I've been helping people accomplish their real estate dreams since 2018, gaining experience in a wide variety of areas, including first-time homebuyers, selling a home while purchasing a new one, VA buyers, custom new-build homes, working with multiple builders, assisting investors, vacation homes, manufactured homes, downsizing, upsizing, and even navigating foreclosures. No matter your unique situation, I'm ready to guide you with knowledge and care. Family is the foundation of everything I do. I've been happily married for nearly 12 years and am blessed with two amazing kids, Bryce (10) and Brielle (5), who inspire me to be my best every single day. Outside of real estate, I love adventure and challenges. My family and I enjoy hiking, hunting, fishing, and someday, my husband and I dream of owning our own ocean fishing charter. I've also completed 75 Hard, which taught me the value of resilience and determination and that choosing your Hard in anything you do in life will always define your path to success. As your agent, my goal is to guide you through the process with ease, make sure you're informed every step of the way, and ultimately help you achieve your real-estate goals. Whether you're a first-time buyer, upgrading to your dream home, investing in another property, or selling a cherished home, I'm here to make the experience smooth and successful. Thank you for trusting me. Let's work together to make your real estate dreams a reality!

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FINDING THE RIGHT *agent*

Buying a home is one of the most significant purchases in a lifetime. It is essential to have an experienced agent in your corner, always looking out for your best interest. A buyer agent's fiduciary responsibility is to represent the buyer and to ensure that they are protected.

After all, a seller has someone in their corner. A listing agent has an allegiance to the seller. Their goal is to get the seller top dollar for their home. There is incredible value in having someone working for YOUR best interests when buying a home.



GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door! I look at dozens of homes every week, and I can help you identify potential problems within a home.

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBORHOOD EXPERT

I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I work tirelessly to make sure buying a home is a fun and stress-free process.

AFFORDABILITY

The seller typically pays the commission for both the seller's agent and the buyer's agent.

FINDING THE RIGHT *Lender*

FINDING THE RIGHT LENDER

Buying a home is one of the most significant purchases in a lifetime. Having the right lender on your team is crucial for ensuring a smooth, stress-free financing process. The right lender works to secure the best loan terms for your unique situation, answers your questions, and guides you every step of the way.

A great lender will also help educate you on available grants and down payment assistance programs, ensuring you take advantage of all the resources available to you. They'll work with you to get preapproved and provide personalized advice on which debts make sense to pay off—and how those decisions can improve your buying power. Partnering with the right lender ensures that you are well-informed and confident as you move toward homeownership.

GETTING YOU APPROVED

I work with trusted lenders who can help you navigate the pre-approval process quickly and efficiently. They'll determine the best loan program for you and help you understand your borrowing power.

STAYING ON TOP OF THE DETAILS

Financing a home requires careful attention to deadlines, documentation, and loan conditions. A great lender ensures that every detail is managed so you can focus on finding your dream home.

ON YOUR SIDE

Your lender should be your advocate, working to secure competitive rates and favorable loan terms. They're here to answer your questions and make sure you feel comfortable throughout the process.

LOCAL MARKET KNOWLEDGE

Experienced lenders understand the Utah real estate market and can provide guidance on loan options specific to your needs, such as down payment assistance programs or first-time homebuyer incentives.

PROBLEM SOLVER

If challenges arise during underwriting or appraisal, your lender will work to find solutions and keep your home purchase on track.

AFFORDABILITY AND TRANSPARENCY

The right lender will help you understand your total monthly payment, including taxes, insurance, and other costs, so there are no surprises at closing.

GET Pre-Approved

HOW MUCH HOUSE CAN YOU AFFORD?

Mortgage lenders recommend you do not buy a home that is more than 3 to 5 times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to get a loan that meets your needs. Some buyers are concerned with keeping their monthly payments as low as possible, others want to make sure that their monthly payments never increase.

SAVE CASH FOR A DOWN PAYMENT & OTHER EXPENSES

In order to make your dream of buying a home a reality, you will need to save cash for your down payment, earnest money, closing costs (this potentially can get covered by the seller) & home inspector.

- A Down Payment is typically between 0% & 20% of the purchase price
- Earnest Money is money you put down to show you're serious about purchasing a home. It's also known as a good faith deposit.
- Closing Costs for the buyer run between 2% & 5% of the loan amount (this can be covered by the seller)



INCOME QUALIFICATIONS

QUALIFYING INCOME

W-2 Income/Salary
Income from part-time jobs
Income from a second job
Overtime & Bonuses
Seasonal jobs
Self-employed Income
Alimony & child support (Documentation required)

NON-QUALIFYING INCOME

Income from the lottery
Gambling
Unemployment pay
Single bonuses
Non-occupying co-signer income
Unverifiable income
Income from rental properties

NEEDED documents

- W2'S FROM THE PAST 2 YEARS
- 3 MONTHS WORTH OF PAY-STUBS
- BANK STATEMENTS (PAST 3 MONTHS)
- PREVIOUS 2 YEARS OF TAX RETURNS
- LIST OF YOUR DEBTS & ASSETS
- DIVORCE DECREE IF APPLICABLE
- ADDITIONAL INCOME DOCUMENTS

start HOME SHOPPING

START TOURING HOMES IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based on recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.



tip

Evaluate the neighborhood and surrounding areas:

- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks
- Will this be an ideal drive to daily routes?
- Is there an HOA? If so, how much is it? What does it cover? What are the rules?

BUILDING YOUR DREAM HOME

THERE ARE SO MANY GREAT BUILDERS IN UTAH!

PURCHASING A NEW HOME FROM A BUILDER OFFERS EXCITING OPPORTUNITIES, FROM CUSTOM DESIGNS TO MOVE-IN-READY OPTIONS.

BUILDER AGENTS WORK DIRECTLY FOR THE BUILDER, MEANING THEIR PRIORITY IS THE BUILDER'S INTERESTS. THAT'S WHY HIRING YOUR OWN REALTOR IS CRUCIAL—I'LL GUIDE YOU THROUGH THE PROCESS, ADVOCATE FOR YOUR BEST INTERESTS, AND HELP YOU NAVIGATE THE DETAILS OF BUILDER CONTRACTS AND OPTIONS.

BUILDERS OFTEN HAVE HOMES AND FLOORPLANS THAT AREN'T LISTED ON THE MLS. BY UNDERSTANDING YOUR NEEDS, I CAN CONNECT YOU WITH THE PERFECT BUILDER AND PROPERTY, SAVING YOU TIME AND EFFORT. MANY BUILDERS ALSO OFFER LENDER INCENTIVES, SUCH AS CLOSING COST ASSISTANCE OR INTEREST RATE BUY-DOWNS, THROUGH THEIR PREFERRED LENDERS. THESE CAN SAVE YOU MONEY, BUT IT'S ESSENTIAL TO EVALUATE ALL YOUR OPTIONS TO ENSURE THEY ALIGN WITH YOUR FINANCIAL GOALS.

BUILDERS USE THEIR OWN CONTRACTS, WHICH CAN DIFFER SIGNIFICANTLY FROM STANDARD REAL ESTATE CONTRACTS. I'LL MEET WITH YOU AND THE BUILDER TO REVIEW THESE AGREEMENTS AND MAKE SURE WE UNDERSTAND ALL THE TERMS. MOST BUILDERS OFFER WARRANTIES FOR REPAIRS OR DEFECTS, BUT IT'S ALWAYS WORTH ASKING IF THEY'LL INCLUDE ADDITIONAL HOME WARRANTY COVERAGE FOR EXTRA PEACE OF MIND.

FINALLY, DON'T SKIP THE HOME INSPECTION, EVEN FOR NEW CONSTRUCTION. INSPECTIONS CAN UNCOVER POTENTIAL ISSUES THAT MIGHT NOT BE OBVIOUS DURING WALKTHROUGHS, ENSURING YOUR NEW HOME IS SAFE, SOUND, AND BUILT TO LAST. WITH MY CONNECTIONS TO UTAH'S BEST BUILDERS, I'LL HELP YOU FIND YOUR DREAM HOME AND GUIDE YOU EVERY STEP OF THE WAY!

make AN OFFER

WHEN TO MAKE AN OFFER:

You have found THE house! Congrats! It's important to understand surrounding home values when submitting an offer

HOW MUCH TO OFFER:

We will sit down and look at recent sales and current buyer activity in the area, as well as the value of the property in its present condition. Putting all this information together, we will determine the price that you would like to offer.

SUBMITTING AN OFFER

There are some components to an offer that makes it more appealing to the sellers.

•Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer. Depending on the circumstances, you may have only one chance to make a good impression.

•Put Down a Healthy Earnest Deposit

The larger earnest money deposit shows the seller you are serious

•Cash Talks

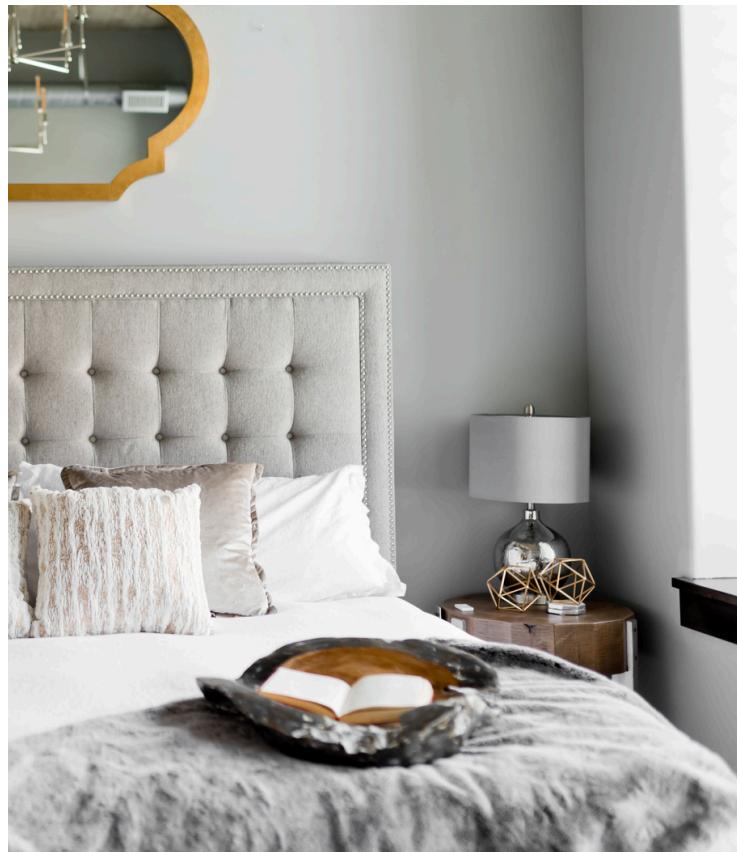
A transaction that is not dependent on receiving loan approval is more attractive to a seller

•Write the Seller a Letter

We will make your offer stand out by writing a personal letter to the seller, explaining why you fell in love with their home.

•Offer to Close Quickly

Many sellers prefer to close within 30 days.



AFTER YOU SUBMIT AN OFFER

THE SELLER COULD

•ACCEPT THE OFFER

•DECLINE THE OFFER

This happens if the seller thinks your offer isn't close enough to their expectations to further negotiate.

•COUNTER-OFFER

A counter-offer is when the seller offers you different terms. If this happens, you can:

•ACCEPT THE SELLER'S COUNTER-OFFER

•DECLINE THE SELLER'S COUNTER-OFFER

•COUNTER THE SELLER'S COUNTER-OFFER

You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED - CONGRATS!

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.





order AN INSPECTION

During the inspection period, we will schedule an inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide us with a list of their findings. You can take the issues as-is or request the seller to address some or all of the findings. We will be mindful and reasonable on smaller items while being very cautious and vigilant of potentially significant issues.

Out of Pocket INSPECTION EXPENSES

- Inspection \$300-\$850
- Meth testing \$150-\$300
- Mold Testing \$200-\$600
- Termites \$80-\$200
- Radon \$100-250
- Lead testing \$50-\$130
- Sewer Scope
- Foundation Specialists
- Asbestos

These are some common ones, you can get any additional testing you would like on top of these.

negotiate FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or fixes.

1. Ask for credit for the work that needs to be done.
Likely, the last thing the seller wants to do is repair work.
2. Think “big picture” and don’t sweat the small stuff.
A tile that needs some caulking or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.