



HOME *Buyer* GUIDE

A BUYER'S STEP BY STEP GUIDE TO BUYING A HOME

LINETTE NYE SCHMIDT

719.588.1636

linette@exitsilverthread.com

sanluisvalleliving.com





Contents

ABOUT ME

THE HOME BUYING PROCESS

**THE COSTS ASSOCIATED WITH
BUYING A HOME**

THE MORTGAGE PROCESS

THE HOME SEARCH

OFFER & NEGOTIATIONS

INSPECTIONS & INSURANCE

CLOSING

GENERAL FAQ'S



About me

I am Linette Nye Schmidt and I am REALTOR located in South Fork, Colorado. I specialize in assisting Sellers & Buyers with all real estate needs in the San Luis Valley. Those communities include South Fork, Creede, Del Norte, Monte Vista, Alamosa, Hooper, Center and the surrounding area. I have my Accredited Buyer Representative and Resort and Second Home Property Specialist Designations which is additional training that will help me serve you best!

My office is EXIT Silver Thread Realty in South Fork, Colorado where we strive to provide real outstanding customer service, while building lasting relationships. We recognize that technology plays a big role in a successful real estate transaction experience. I serve as the Technology Engagement Leader within our office where we strive to utilize technology as we progress through the transaction and we do that by providing regular training and providing the tools to our team.

I have served as the Board Secretary for the Pagosa Springs Area Association of Realtors since 2020. Where I am able to be involved in the community while being able to easily stay up to date with new legislation and regulation changes both at the state and local level that helps me provide my clients with better service.

In addition to my experience I have a team behind me that brings many additional years of experience in selling & buying residential, commercial and farm/ranch real estate in the area.

Here's what some of my clients have to say, you can find the full testimonials online on my website at www.sanluisvalleyliving.com

"She's prepared, well organized, and a solid rock in the swirling river of selling a home." Royce H., Center CO

"The listings were great and produced 3 sales in less than a week after each property went on the market. Linette Nye Schmidt is level minded, well versed on the market, and has a great personality." Karen H., Center CO

"Linette Nye Schmidt was compassionate, caring and very family oriented. She helped with many of the details and never tried to push us as we made some emotional decisions."

Donald C. Hooper, CO

EXIT Silver Thread Realty is helping people buy and sell homes & other properties all over the San Luis Valley. Whether you're looking to sell your home, farm and ranch, or commercial space, we will guide you through the real estate process.

Our mission is to go above and beyond, providing exceptional customer service while building lasting relationships. We strive to always sell your property in the least amount of time and at the top of the market value, and we are fully committed to learning what you consider to be a perfect property or home FIRST and then finding it for you. Together, we'll work to make your dream a reality!

I am a full-time agent and I live and work in South Fork with my husband and our two children. We enjoy spending our free time hiking and camping together as a family.

I volunteer as a Firefighter/Emergency Medical Technician as well as the lead Public Information Officer at South Fork Fire Rescue. I began volunteering as a Firefighter/EMT right out of High School and it continues to be a way I love to serve my local community.

My husband Tyler and I founded Two Rivers BBQ in South Fork and sold it in August 2021 after 5 successful years and operating through COVID-19. The experience I gained during this time as a restaurateur is invaluable in my real estate business today.

As a 5th generation San Luis Valley native, I grew up living and working on the family farm, with my family instilling values of integrity, honesty & exceptional work ethic that I now exhibit in my day to day life. Born and raised in the San Luis Valley, I have seen the development trends and understand the economy of the diverse Southern Colorado area. My experience in agriculture as well as being a small business owner is invaluable for agricultural & commercial clients. My proven leadership and experience that makes me your ideal guide in the quest for your real estate success in the Southern Colorado area.

LET'S CONNECT



719.588.1636 text/call



linette@exitsilverthread.com



www.sanluisvalleyliving.com



[Facebook.com/linettenyeschmidt](https://www.facebook.com/linettenyeschmidt)



[instagram.com/linettenye](https://www.instagram.com/linettenye)



www.linkedin.com/in/linettenyeschmidt



<https://www.youtube.com/@linettenyeschmidt312>

The Home Buying Process



The Process

STEP 1

GET PRE-APPROVED

- Gather your financial documents
- Meet with a lender in person or by phone
 - Obtain Pre-Approval
- Confirm you have adequate funds
 - Set a budget

STEP 2

MEET WITH YOUR AGENT

- Discuss budget
- Discuss market conditions
- Research area neighborhoods
 - Set wants & needs

STEP 3

FIND YOUR HOME

- Tour homes
- Adjust criteria if necessary

STEP 4

MAKE AN OFFER

- Work with your agent to set up the best offer taking into consideration the comps in the area
- Negotiate terms of the offer

STEP 5

UNDER CONTRACT

- All negotiations are finished
- Both parties have signed contract
 - Deposit earnest money

STEP 6

INSPECTION PERIOD

- Professional inspects the property
- Discovers issues that may need to be worked into the purchase agreement
 - Complete all due diligence
 - Negotiate repairs
- Obtain home owners insurance

STEP 7

APPRAISAL

- Professional appraiser ensures the property is worth the contracted sales price

STEP 8

TITLE COMMITMENT

- The title company will send you a title insurance policy that will begin at closing.

STEP 9

DOCUMENTS TO LENDER

- Make sure all requested docs are sent to your lender prior to closing
 - DO NOT make any large purchases, charges on credit cards, new cars, furniture etc. prior to closing.

STEP 10

CLOSING

- Wire final closing funds
- Final walk-through
- Sign closing documents
 - Receive your keys



The Cost Of Buying



The Costs Of Buying A Home

EARNEST MONEY DEPOSIT:

The initial amount you put to secure the home for our offer. This amount will depend on your home budget, be sure to discuss this with your agent. The earnest money deposit will be credited toward your down payment at closing.

INSPECTIONS:

Home inspections are important when buying a home. We want to find out everything that could possibly be wrong with the home. A home inspection is a must, but you can also select many other types of inspections including termite / pest inspection, radon inspection, water inspection (if well water), have the well itself inspected, septic inspection (if on-site septic), mold inspection, and lead paint inspection. You may also want to consider having a survey completed.

APPRAISAL:

All homes that have a mortgage will require an appraisal to ensure that the you are buying a home that is not overpriced. An appraisal is done strictly for the lender and often costs between \$500-\$2,000. This will be paid upfront in most cases. Speak to your lender directly to find out if they require payment up front.

DOWN PAYMENT:

This is not due in full until closing day! Typically ranging from 3.5% (with an FHA loan) to 20%, and everywhere in between! You will be able to discuss the specifics of your loan with your lender to find out exactly how much of a down payment will be required.

CLOSING COSTS:

Closing costs are the fees that are needed to close and get keys for your new home — such as lender fees, transfer tax, escrow (including your taxes), reimbursements, and homeowners insurance. Closing costs typically range from 3%-5% of the purchase price of the home.

GENERAL HOME INSPECTION:

\$450-\$1000 (DEPENDS ON PACKAGE SELECTED AND SIZE OF THE HOME)

SURVEY

COST OF THE SURVEY CAN VARY GREATLY BY COMPANY, TYPE OF SURVEY AND SIZE OF THE PROPERTY.

***THESE ARE AVERAGE COSTS AND VARY DEPENDING ON THE INSPECTION COMPANY USED**



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

The Mortgage Process



The Mortgage Process

The very first step of the home buying process is to get a pre-approval letter from a lender stating how much you are pre-approved for. A pre-approval letter is typically only valid for 30-90 days as long as no major financial changes have occurred in your life.

SOME QUESTIONS TO ASK POTENTIAL LENDERS:

1. What type of loan do you recommend for me and why? There are multiple types of mortgage loans, and you should know which one is best for you and how it works. The lender can help break this all down in easy terms for you to understand, and will be here alongside us in the journey to help answer any questions that come up that pertain to the home loan.
2. Will my down payment vary based on the loan I choose? If you're tight on cash or don't want to be cash poor, let your lender know. Loans vary in their down payment requirements, and no two scenarios are the same. The lender is there to put the puzzle pieces together, and come up with a plan that will work for you and your financial scenario so it is best to be completely transparent with them from the beginning.
3. What is the interest rate and the annual percentage rate (APR)? Everyone talks about the interest rate, but the APR is just as important. It combines the interest rate with the fees a lender charges to originate your loan. It is the full cost of financing a home.
4. Can I lock in the interest rate? If so, for how long? If you think rates will be moving up, ask if you can lock it in for a set period of time. Some lenders have extended rate lock options.
5. What will my closing costs be? Are they a part of my loan, or will I pay them in cash at closing? Can I take a higher interest rate and use a lender credit to help cover my closing costs? Closing costs usually run 3-5% of your loan value so you need to know how they'll be covered. Sometimes we can also negotiate the seller to help cover a portion of your closing costs, depending on the market conditions.

MORTGAGE LENDERS

YOU CAN USE **ANY** LENDER YOU CHOOSE. THESE ARE A FEW OF THE LENDERS I KNOW AND TRUST AND HAVE WORKED WITH



DEL NORTE BANK
MICHAEL DICKEY

719.657.4556

MICHAEL@TRUELOCALBANK.COM

[HTTPS://WWW.TRUELOCALBANK.COM/HOME-LOANS/](https://www.truelocalbank.com/home-loans/)



NETWORK FUNDING
JOE FORD

[NFLP.COM/LOANOFFICER/JOEFORD/](https://nflp.com/loanofficer/joeford/)

214-529-8602

JOE.FORD@NFLP.COM



NOVUS HOME LOANS
DONNA CALKINS

303-589-5745

DCALKINS@NOVUSHOMEMORTGAGE.COM



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

Mortgage Loan Guide

There are many different types of loans. When you speak to your lender, they will help decide which one is the best fit for you. Each loan product has different minimum credit scores required as well as different down payment options. These are a few of the types, but be transparent with your lender and they will help determine the best option for you.

FHA LOAN

Loans designed for those with high debt-to-income ratios and lower credit scores, and most commonly issued to first-time homebuyers. Offered by FHA-approved lenders only and backed by the Federal Housing Administration.

VA LOAN

Loans designated for veterans, spouses, and reservists, offered through private lenders and guaranteed by the U.S. Department of Veteran Affairs. This is a \$0 down loan program.

USDA LOAN

Loans for homebuyers in designated rural areas, backed by the U.S. Department of Agriculture. There are income qualifying limits as well. It is also a \$0 down loan program.

CONVENTIONAL LOAN

The most common type of home loan, which is offered through private lenders.



Do's & Don'ts Of The Loan Process



There are certain "Do's and Don'ts" of the home loan process which may affect the outcome of the ability to purchase a home. These remain in effect before, during, and after loan approval up until the day of funding your loan and closing. Many times credit, income, and assets are verified days or hours before you have signed your final loan documents.

MAKE SURE THAT YOU DO NOT:

IF YOU MUST, ALWAYS DISCUSS WITH YOUR LENDER FIRST

- Don't buy a car
- Don't get married or divorced
- Don't change professions or start your own business
- Don't change bank accounts
- Don't buy ANYTHING! (appliances, furniture, etc.)
- Don't co-sign a loan for ANYBODY else
- Don't buy a new vehicle
- Don't throw away documents
- Don't get lazy with monthly bills and incur any late payments
- Don't let anyone run your credit or apply for any credit cards
- Don't pay off any old debt collections unless instructed to do so by your lender

MAKE SURE THAT YOU DO:

- Do keep all accounts current, including mortgage, car loans, credit cards, etc.
- Do contact both your lender anytime a question may arise
- Do make all payments on or before due dates on all accounts, even if the account is being paid off with your new loan
- Do return phone calls from your agent, loan officer, Title company, or anyone else involved in your transaction ASAP! TIME IS OF THE ESSENCE !



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

Home Search



Home Search

Once you have your finances in order, the house hunt officially begins!

I will set you up on an automatic search through the Multiple Listing Service (MLS), which is the database that Realtors use to list and search for homes. The moment a home that fits your search criteria is listed for sale, it will be sent directly to your email inbox. If we ever need to adjust the search criteria, just let me know and I can make any changes you need or you can make adjustments on your own right on my website.

some quick tips

- **Use the search filters but not too much.**

You don't want to narrow your search so much that you only have a handful of homes to view. Keeping your wants vs. needs list in mind, expand your geographic search will allow for more options

- **If you find something that catches your eye, it's a good idea to do a drive-by first**

Online pictures can be deceiving so driving through the area will give you a better sense of the neighborhood, area, and if it's a home you want to view.

- **Remember, you can't change the size of lot or the location**

Location, location, location! Consider this when purchasing,

- **Don't let yourself get distracted by the home decor or staging.**

While the decor or furniture may be attractive, these things may not come with the home and will be gone by the time you move in unless it's being sold furnished. Try to stay focused on the floor plan, and condition of the home. If the home is being sold furnished this will be part of the purchase negotiations.

- **Consider your options, but don't get analysis paralysis.**

If a home makes a good first impression, make sure you write down all of the reasons why you love that home. This is one of the largest purchases you'll ever make, so I fully understand wanting to make sure you make the right decision. Don't take so much time deciding that somebody else swoops up the home and gets under contract before you can even write an offer.

QUESTIONS TO ASK BEFORE SEARCHING FOR A HOME

1. WHERE DO YOU WANT TO LIVE?
2. IS THERE A SPECIFIC SCHOOL DISTRICT YOU'D LIKE TO BE IN?
3. ARE YOU INTERESTED IN NEW CONSTRUCTION OR A RESALE HOME?
4. WHAT STYLE HOME WOULD YOU PREFER?
5. ARE STAIRS ACCEPTABLE?
6. DO YOU WANT A GARAGE?
7. WHAT SIZE LOT AND BACKYARD WOULD YOU PREFER?
8. DOES IT MATTER IF YOU ARE IN AN HOA?
9. DOES HAVING A BASEMENT OR THIRD FLOOR MATTER?
10. WHAT FEATURES OF A HOME ARE MOST IMPORTANT TO YOU?



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

Offer & Negotiations



Offer & Negotiations

So you've found "the one" and you're ready to put in an offer—let's go over the basics!

IN ORDER TO WRITE AN OFFER, WE WILL NEED THE FOLLOWING INFORMATION:

- **PRE-APPROVAL LETTER AND PROOF OF FUNDS.**

Include a pre-approval letter that shows that you're serious, pre-approved, and ready to purchase.

- **OFFER PRICE**

I will help you determine the property's market value based on comps. You may only get one shot, so make it count. We will use comps as a guide, but go in with a strong number and terms we know a seller would find favorable.

- **EARNEST MONEY DEPOSIT**

This is typically 1-5% of the purchase price.

- **FINANCING AMOUNT**

What percentage of the loan you are financing, and how much you are putting down

- **CLOSING DATE**

If getting a mortgage, this is typically 30-60 days from acceptance of the offer. This will be the day the deed to the home is recorded in your name and keys are handed over. It is favorable to ask the sellers what their preferred closing date is.

- **INSPECTIONS**

The inspection contingency is usually anywhere from 7-14 days, to perform inspections & renegotiate or terminate the contract if the inspection comes back unacceptable.



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

Inspections & Insurance



Inspections

During the inspection period, the buyer has the right to hire a professional to inspect the condition of the home. The inspection will uncover any issues in the home that would have otherwise been unknown. I always highly recommend to have home inspections done. Even on new construction!

The home inspector's report will cover the condition of the home's heating system; central air conditioning system if present; interior plumbing and electrical systems; the roof, attic, and visible insulation; walls, ceilings, floors, windows, and doors; the foundation, basement and structural components. You will receive a written report of the inspection. You may also opt to meet with the inspector at the home as he wraps up the inspection.

ADDITIONAL INSPECTIONS YOU MAY NEED:

- **RADON INSPECTION** - Radon gas is the 2nd leading cause of lung cancer in the US- it is a naturally occurring gas that is colorless and odorless and can only be detected with a radon detector
- **LEAD-BASED PAINT INSPECTION** - If the home was built prior to 1978, a lead-based paint inspection is recommended
- **WELL WATER / SEPTIC INSPECTION** - If the home has a septic system or well water it is important to do these inspections to make sure the water is not contaminated and the septic system is working properly with no leaks or breaks in the lines or septic tank

INSPECTORS CALL FOR QUOTES



A-T HOME INSPECTIONS
GREG ENGEL
A-THI.COM
844.937.2844



PINEBREEZE INSPECTIONS
TYLER SCHULL
PINEBREEZEINSPECTIONS.COM
719.332.3747



**ALL AROUND HOME
INSPECTION**
TYLER WATTS
815.238.5630



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

Homeowner's Insurance

Homeowner's insurance is always required when you are financing a home. Depending on if your house is in a flood zone, or potential flood zone, flood insurance may also be required. Always discuss all your options and quotes with your insurance agents. Below are the different types of insurance, and a few insurance agents that my clients have worked with before.

HOMEOWNERS

The standard homeowners insurance covers financial protection against loss due to disasters, theft and accidents

FLOOD

Protects against damage caused by a flood. If you are near a flood zone, it still could be worth it to get flood insurance even if it is not required.

HAZARD

Hazard insurance protects against damage caused by fires, severe storms, hail/sleet, earthquakes or other natural events

WIND

Protects against damage caused by events such as tornadoes, hurricanes, or gales.

**CONTACT YOUR TRUSTED INSURANCE
AGENTS FOR QUOTES**



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

Closing



Preparing For Closing

TITLE

The title company will conduct a title search to ensure the property is legitimate and find if there are any outstanding mortgages, liens, judgments, restrictions, easements, leases, unpaid taxes, or any other restrictions that would impact your ownership associated with the property. Once the title is found to be "clear", the title company will issue a title Insurance policy that protects lenders and owners against claims or legal fees that may rise over ownership of the property. This is required when obtaining a mortgage and is highly recommended even if you are paying cash. This will also be a part of your closing costs and will be negotiated between you and the Seller at the time you make the initial offer.

"CLEAR TO CLOSE" IS EXCELLENT NEWS!

It means the mortgage underwriter has officially approved all documentation required to fund the loan. All that remains is the actual closing process. When we hear "CLEAR TO CLOSE" that doesn't mean go out and start financing new appliances, and new cars. You still need to wait until after closing to make any other large purchases.

FINAL WALKTHROUGH

We will perform a final walkthrough the day of closing to confirm that the seller made any repairs that were agreed upon and to make sure no issues have come up while under contract.

closing checklist

- ☐ TRANSFER ALL UTILITIES INTO YOUR NAME (GAS, ELECTRIC, WATER, SEWER, ETC.)
- ☐ REVIEW THE CLOSING SETTLEMENT STATEMENT A FEW DAYS BEFORE CLOSING
- ☐ FINAL WALK-THROUGH
- ☐ WIRE FUNDS TO THE CLOSING COMPANY
- ☐ BRING YOUR DRIVER'S LICENSE OR PASSPORT TO THE CLOSING TABLE
- ☐ SIGN ALL CLOSING DOCUMENTS
- ☐ **HURRAY! LET'S CELEBRATE, YOU ARE A HOME OWNER!**



Moving Checklist

4-6 WEEKS BEFORE

- ☐ Declutter, discard & donate
- ☐ Collect quotes from moving companies
- ☐ Locate schools, healthcare providers in your new location
- ☐ Secure off-site storage if needed
- ☐ Choose a mover and sign contract
- ☐ Create a file of moving-related papers and receipts
- ☐ Contact homeowner's insurance agent about coverage for moving
- ☐ Contact insurance companies to arrange for coverage in new home

3-4 WEEKS BEFORE

- ☐ Notify the following about your change of address:
 - ☐ Banks + Post Office
 - ☐ Credit Card Companies
 - ☐ Insurance Companies
 - ☐ Lawyer + Financial Advisor
 - ☐ Magazine Subscriptions
 - ☐ Family + Friends
- ☐ Notify utility companies of date to discontinue/ transfer service
 - ☐ Electric
 - ☐ Water
 - ☐ Trash
 - ☐ Gas
 - ☐ Internet
 - ☐ TV

2-3 WEEKS BEFORE

- ☐ Notify DMV of new address
- ☐ Discontinue additional home services (housekeeper, gardener/lawn service)
- ☐ Start using up things you can't move, such as perishables
- ☐ Close/open bank accounts
- ☐ Arrange for child and pet care on moving day
- ☐ Notify HOA about upcoming move

1 WEEK BEFORE

- ☐ Confirm final arrangements
- ☐ Arrange transportation for your pets and plants
- ☐ Review your moving-day plan with moving company
- ☐ Take a picture in your home
- ☐ Pack an essentials box for quick access at new home
- ☐ Label moving boxes with the contents inside



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

Frequently Asked Questions



General Info

REASONS WHY NOT TO CALL THE AGENT ON THE YARD SIGN

The listing agent has a fiduciary duty to the seller by signing a contract with them first, you as a buyer **are a second interest**. If you went to court, would you use the other person's attorney? Of course not! It is the same exact situation when you are buying a home. You want an agent representing YOUR best interest and negotiating and advocating for you. No matter what real estate company a home is listed for sale with, I have the ability to show you that home and write up any offers.

NEW CONSTRUCTION

It is a similar scenario when buying a new home. The new home sales rep has the builder's best interest at heart and represents the builder. Additionally, I can often negotiate better terms or upgrades in your new home that the builders do not tell buyers about because they have the builder's best interest and profit in mind, and not yours. I can also recommend which upgrades to do now with the builder, and what would make more sense to do after you move in.

FORECLOSURE/BANK-OWNED PROPERTIES

Though many foreclosed homes are perceived as an excellent investment due to lower than average pricing, there are a few stipulations to consider. Many foreclosed homes are in a rough condition due to previous owners being forced out of their homes. With this in mind, the properties are rarely left in "move-in" condition and are always sold as-is with an extremely rare chance to have the home fixed prior to purchase. An additional bit of info to understand is that just because you found it online listed as a pre-foreclosure doesn't mean it will actually ever hit the market for sale. Sometimes those homeowners are refinancing, get caught up with their payment, or the home gets sold all cash at an auction. If a foreclosure home is for sale on the market, I still can help represent you in the purchase of that home. You do not have to bid online on your own.

WHY HIRE ME AS YOUR AGENT ?

- Advise and negotiate on your behalf through our offer strategy to ensure you get the best deal or to have your offer accepted in a multiple-offer situation
- I am an Accredited Buyer Representative (ABR) and Resort & Second-Home Property Specialist (RSPS)
- Perform a free market evaluation prior to writing any offers to ensure you are comfortable with our offer strategy
- I can connect you with lenders who have financing options for buyers, including down payment assistance and low down payment programs
- I conduct "reverse prospecting" to proactively go after sellers looking to sell the specific type of property you are looking for
- Updates on searches daily in the multiple listing service so that you get the most up-to-date homes and do not miss any opportunities
- I use e-signing for all contracts and offers in order to get an offer submitted quickly and efficiently
- I have an extensive referral network to help give you the best deal and any discounts when it comes to the maintenance and long term care of your new home
- I love to celebrate this incredible milestone with my clients, and can't wait to celebrate with you too!



719.588.1636



www.sanluisvalleyliving.com



@LinetteNye

Reviews



Setting out to sell a house that you have spent 3 years remodeling is a tall order. There's a lot of emotions and concerns that come with the territory. Linette not only was there for us everytime I had some random question at an odd hour of the day, but she had consistently already dealt with whatever my concern was before I'd even thought to call about it. She's prepared, well organized, and a solid rock in the swirling river of selling a home. I moved out of the state and I am very sad that I can't have her as my agent for buying my next home. If you get to have Linette as your realtor, you won't regret it!

-Royce Hoffner

After working with multiple well known realtors in the San Luis valley, I made the right choice by going with Linette she Made selling my home a stress free experience. Definitely looking forward to working with her in the future!

-Vivian Velasquez

Linette was great to us! She was always receptive, attentive and responsive to our concerns and questions during the process of our business venture. She gave us great confidence and expertise we were looking for. Thank you Linette!!

-Eric & Stephanie McBartlett

I've done many real estate transactions, and working with Linette was the best experience by far. Linette had our home under contract 4 days after we signed the listing agreement, and the entire transaction was seamless and handled very professionally. I only wish Linette was licensed in other states so all of my transactions went this smoothly. Thank you Linette!!

-Mike Strauss

After my Dad had passed away My sisters and I Mecided to sell his home. That is hard enough by itself, but when we call Linette, She was compassionate, caring and very family oriented.

She helped with many of the details and and never tried to push us as we made some emotional decisions. She did a great job working with our needs while she herself went through bringing a beautiful baby into this world. Thank you so much for all of you caring and help through our families difficult time this past year. Five Star!

- Donald Chrisman

Linette is a 5 STAR REALTOR!

In the past 4 months Linette has counseled our family on the readying of 3 properties. This counsel led to work for us - decluttering, stream lining, updating. Once our work was done, she went to work for us. The listings were great and produced 3 sales in less than a week after each property went on the market. She is level minded, well versed on the market, and has a great personality.

- Karen Hoffner



The printed portions of this form, except differentiated additions, have been approved by the Colorado Real Estate Commission.
(BDB24-10-19) (Mandatory 1-20)

DIFFERENT BROKERAGE RELATIONSHIPS ARE AVAILABLE WHICH INCLUDE SELLER AGENCY, BUYER AGENCY OR TRANSACTION-BROKERAGE.

BROKERAGE DISCLOSURE TO BUYER DEFINITIONS OF WORKING RELATIONSHIPS

Seller's Agent: A seller's agent works solely on behalf of the seller to promote the interests of the seller with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the seller. The seller's agent must disclose to potential buyers all adverse material facts actually known by the seller's agent about the property. A separate written listing agreement is required which sets forth the duties and obligations of the broker and the seller.

Buyer's Agent: A buyer's agent works solely on behalf of the buyer to promote the interests of the buyer with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the buyer. The buyer's agent must disclose to potential sellers all adverse material facts actually known by the buyer's agent, including the buyer's financial ability to perform the terms of the transaction and, if a residential property, whether the buyer intends to occupy the property. A separate written buyer agency agreement is required which sets forth the duties and obligations of the broker and the buyer.

Transaction-Broker: A transaction-broker assists the buyer or seller or both throughout a real estate transaction by performing terms of any written or oral agreement, fully informing the parties, presenting all offers and assisting the parties with any contracts, including the closing of the transaction, without being an agent or advocate for any of the parties. A transaction-broker must use reasonable skill and care in the performance of any oral or written agreement, and must make the same disclosures as agents about all adverse material facts actually known by the transaction-broker concerning a property or a buyer's financial ability to perform the terms of a transaction and, if a residential property, whether the buyer intends to occupy the property. No written agreement is required.

Customer: A customer is a party to a real estate transaction with whom the broker has no brokerage relationship because such party has not engaged or employed the broker, either as the party's agent or as the party's transaction-broker.

RELATIONSHIP BETWEEN BROKER AND BUYER

Broker and Buyer referenced below have NOT entered into a buyer agency agreement. The working relationship specified below is for a specific property described as:

or real estate which substantially meets the following requirements:

property located within Alamosa, Archuleta, Conejos, Costilla, Mineral, Rio Grande or Saguache County

Buyer understands that Buyer is not liable for Broker's acts or omissions that have not been approved, directed, or ratified by Buyer.

CHECK ONE BOX ONLY:

☒ **Multiple-Person Firm.** Broker, referenced below, is designated by Brokerage Firm to serve as Broker. If more than one individual is so designated, then references in this document to Broker shall include all persons so designated, including substitute or additional brokers. The brokerage relationship exists only with Broker and does not extend to the employing broker, Brokerage Firm or to any other brokers employed or engaged by Brokerage Firm who are not so designated.

☐ **One-Person Firm.** If Broker is a real estate brokerage firm with only one licensed natural person, then any references to Broker or Brokerage Firm mean both the licensed natural person and brokerage firm who shall serve as Broker.

CHECK ONE BOX ONLY:

- ☐ **Customer.** Broker is the ☐ seller's agent ☐ seller's transaction-broker and Buyer is a customer. Broker intends to perform the following list of tasks: ☐ Show a property ☐ Prepare and Convey written offers, counteroffers and agreements to amend or extend the contract. Broker is not the agent or transaction-broker of Buyer.
- ☐ **Customer for Broker's Listings – Transaction-Brokerage for Other Properties.** When Broker is the seller's agent or seller's transaction-broker, Buyer is a customer. When Broker is not the seller's agent or seller's transaction-broker, Broker is a transaction-broker assisting Buyer in the transaction. Broker is not the agent of Buyer.
- ☒ **Transaction-Brokerage Only.** Broker is a transaction-broker assisting the Buyer in the transaction. Broker is not the agent of Buyer.

Buyer consents to Broker's disclosure of Buyer's confidential information to the supervising broker or designee for the purpose of proper supervision, provided such supervising broker or designee does not further disclose such information without consent of Buyer, or use such information to the detriment of Buyer.

DISCLOSURE OF SETTLEMENT SERVICE COSTS. Buyer acknowledges that costs, quality, and extent of service vary between different settlement service providers (e.g., attorneys, lenders, inspectors and title companies).

THIS IS NOT A CONTRACT. IT IS BROKER'S DISCLOSURE OF BROKER'S WORKING RELATIONSHIP.

If this is a residential transaction, the following provision applies:

MEGAN'S LAW. If the presence of a registered sex offender is a matter of concern to Buyer, Buyer understands that Buyer must contact local law enforcement officials regarding obtaining such information.

BUYER ACKNOWLEDGMENT:

Buyer acknowledges receipt of this document on _____.

Buyer

Buyer

Buyer

Buyer

BROKER ACKNOWLEDGMENT:

On _____, Broker provided _____ (Buyer) with this document via email _____ and retained a copy for Broker's records.

Brokerage Firm's Name: EXIT Silver Thread Realty

Broker EXIT Silver Thread Realty
By Linette Nye Schmidt