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# Preparing for a Smoother Transaction



Lessons Learned  
*from Today's Transactions*



Scan QR to Open on  
your Device

# Agenda



Lending:  
Before The Offer



Title:  
Four Favorite Realtors



Home Inspector:  
A Look Into Inspections



Contractor:  
Blueprints for a Smoother Transaction



Q & A



Drake LeMaster  
Veterans Loan Service Center  
&  
Jacinda Juarez  
Directors Mortgage

# Before The Offer

# Pre Approvals



**KNOW YOUR CLIENTS  
BUYING POWER  
BEFORE SHOPPING**



**STRONGER OFFERS IN  
COMPETITIVE  
MARKETS**



**FASTER, SMOOTHER  
CLOSINGS**



**AVOID SHOWING  
HOMES OUTSIDE  
CLIENTS BUDGET**



**PRE QUALIFICATION  
VS PRE APPROVAL**

# Affordability

- ▶ Monthly payment and purchase price
- Fidelity One App: Monthly Affordability Calculator
- ✓ \$2500 Mo/ PITI = \$315K Purchase Price
- ▶ Payment Shock
- \$1200 mo/ Rent and proposed mortgage payment \$2500 mo/.
- ▶ Additional impacts to both payment and qualification
- High Insurance quotes could be the thing that puts your client out of qualification.
- Flood Insurance is also required if the property is in a flood zone.
- Homeowners Association Dues

## MONTHLY AFFORDABILITY

How much home



can I afford?

PITI MONTHLY PAYMENT  
**\$2,500**

A mortgage payment is  
made up of **4 components**



**P.I.T.I.**  
PRINCIPAL, INTEREST, TAXES, INSURANCE

### HOME PRICE RANGE

Down Payment	Purchase Price
3.5% down	<b>\$315,438</b>
5% down	<b>\$319,753</b>
10% down	<b>\$335,529</b>
15% down	<b>\$351,277</b>
20% down	<b>\$368,581</b>

30 year loan at  
**6.25%** interest  
**6.758%** APR

All numbers are estimates only.  
Please obtain final numbers prior to closing.

This estimate, based upon the above proposed purchase price, type of financing and projected closing date, has been prepared to assist the Buyer in computing costs. Amounts will vary depending upon differences between actual and estimated repairs that may occur in the transaction, assessments, fees, in-bound accounts, charges by lenders, escrow companies, title insurers and other service providers and other items not all items may yet have been identified. Neither Broker nor Agent guarantee these figures represent the actual, or only, amounts and charges. By signing below Buyer acknowledges that Buyer has read, understands and received a copy of this Estimated Buyer's Costs.

## Why Preparation Matters

Prevents missed opportunities in competitive markets

Avoid Financing Surprises

Prevents delays during escrow

Potential loss of earnest money

# Cost of Waiting Breakdown

- ▶ Can waiting to buy really impact purchasing power.
- ▶ Fidelity One App- Buy Now or Buy Later calculator.

## The head-to-head

Both scenarios end at the same point — owning the same home in 2028 — but the potential equity position can look quite different.

SCENARIO A Buy now + refi		SCENARIO B Buy in 2 years	
Purchase price	\$300,000	Future price	\$321,368
Refi loan	\$282,497	New loan	\$310,120
Rate after refi	5.25%	Interest rate	5.25%
Down payment	\$10,500	Down payment	\$11,248
Principal paid	\$7,003	Principal paid	\$0
Appreciation	\$21,368	Appreciation	\$0
<b>TOTAL EQUITY IN 2028</b> <b>\$38,870</b>		<b>TOTAL EQUITY IN 2028</b> <b>\$11,248</b>	

**THE COST OF WAITING**  
 A two-year delay could mean two years of rent or another mortgage paid — plus a potentially higher purchase price.

**\$27,623**

Figures are illustrative. Actual rates, taxes, insurance, and closing costs vary by lender, property, and credit profile. Appreciation projections are not guaranteed; past performance does not predict future results. Title fees and rates provided by Fidelity National Title.

# How Lenders Evaluate Income



▶ Just because a borrower says they earn \$100k a year doesn't mean we can use that \$100k a year to Qualify.

- Variable income
- Commission, Bonus, and Overtime
- Retirement, Disability, and Social Security
- Self Employed

**\*Why Zillow payment estimates can be misleading\***

# Real Life Scenario: Variable Income

- ▶ Primary borrower has worked Variable hours since 2023. They now received a raise beginning of 2026.
- ▶ 2024: \$60,000
- ▶ 2025: \$64,000
- ▶ 2026: \$85,000 **\$7,083**

## Qualifying Income:

$\$60,000 + \$64,000 = \$72,000/24 \text{ Mo/s}$

\$5,166 2 yr averaged income

# VA Residual Income

## ▶ Why it matters?

- VA Residual is the amount of income leftover after all expenses (Mortgage payment (PITI), Credit Obligations, and other monthly expenses).
- Based off net income.
- \$0.14 Maintenance Fee per Sq Footage

**Residual is based off Family size in New Mexico**

**Family size of 1 : \$491**

**Family size of 2 : \$823**

**Family size of 3 : \$990**

**Family size of 4 : \$1,117**

**Family size of 5 : \$1,158**

# Real Life Scenario: Residual Income

- ▶ Veteran making \$100k Yr, with a current mortgage \$1200, auto \$800, Education loans \$500.
- ▶ Purchasing \$360k home and 2000 Sq Ft.
- ▶ Back End Debt to Income ratio is at 64%
- ▶ Family of 5 Residual: \$1,158

## Residual Calculation

Net Income: \$7,083

Obligations: \$2,500

New Mortgage: \$2,800

Maintenance Fee: \$280

Residual Income = \$1,503

# Current Market Opportunities



Down payment assistance programs



Negotiation seller concessions



Builder incentives



Rate Buydowns

# Rate Buydowns: Temporary

- ▶ Temporary buydowns
  - 1/0, 2/1, 3/2/1
- ▶ Seller, or Lender Paid

Example: 2/1 Buydown

Yr 1: \$300,000 @ 4.25%= saving \$364

Yr 2: \$300,000 @ 5.25%, saving \$187

Remaining Term: 6.25%

Cost of Buydown: \$6,612

# Rate Buydowns: Permanent

- ▶ Permanent buydowns
  - Paid upfront Discount points at closing to lower interest rate for the life of the loan.
  - Seller or Buyer paid

Example:

30 yr Term: \$300,000 @ 5.625% = \$1,696 PI

Par Rate: 6.125%

Cost of Buydown: \$3,400

Savings: \$94 mo/ or \$1,128 Yr

# Mistakes for Buyers Avoid



Do Not Buy a Vehicle



Do Not Open New Credit Cards



Do Not Deposit large cash amounts without a paper trail and explanation.



Do Not Co Sign for Someone.



Major Financial changes (Do Not Quit Job).

# Questions You Should Ask



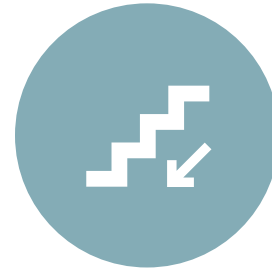
Has the borrower been Pre-Approved (Income, Assets, and Employment reviewed)?



Can I obtain a copy of the Pre Approval letter?



Should I negotiate seller concessions?



Would a temporary or permanent rate buydown make sense?

Four  
**Favorite**  
Realtors



**Jorge Lopez**

AVP | Sales Executive

Fidelity National Title

505.917.4101

[Jorge.Lopez@fnf.com](mailto:Jorge.Lopez@fnf.com)

Learn from  
**their**  
experiences

Listing Package Information

Buyer's Estimate Calculator

Home Report Post/Printout

Monthly Affordability Calculator

# Allie – Listing Package Contents

- ▶ Listing Package Information
  - Deed
  - Mortgage
  - Liens & Judgements
  - CCR's
  - Survey
  - TOTAL COST?

# Juliana – Buyer's Estimate



Scan Here or Visit  
FidelityAgent.com

FidelityAgent ONE
Bernalillo

Home Price	<b>\$500,000</b>
Loan Type	<b>Conventional</b>
Down	<b>10.0%</b>
Interest Rate	<b>6.5%</b>
Taxes	<b>\$13,615.10</b>
Term	<b>30 years</b>
Buyer Broker Fee	<b>3%</b> Seller
Seller Concession	
Misc	
Hazard Insurance	<b>0.35%</b>
HOA	
Closing Date	<b>07/25/2026</b>

**COMPUTE**

Buyer
Seller
Calculators
Premium

## HOME ESTIMATE

**JORGE LOPEZ**  
505-917-4101  
JORGE.LOPEZ@FNF.COM

**ESTIMATE FOR: 5108 WILD PLUM WAY NORTHWEST, ALBUQUERQUE, NM 87120**

**BUYER'S FHA LOAN INFORMATION**

HOUSE PRICE:	\$500,000.00
3.5% DOWN PAYMENT:	\$17,500.00
30 YEAR LOAN AT 6.125%:	\$482,500.00
UPFRONT MIP:	\$8,443.75
TOTAL LOAN:	\$490,943.75
APR:	7.269%

**MONTHLY PAYMENT INFO**

PRINCIPAL & INTEREST:	\$2,983.03
HOMEOWNERS INS.:	\$145.83
MONTHLY PROPERTY TAX:	\$1,134.59
MIP:	\$221.15
<b>TOTAL PITI:</b>	<b>\$4,484.60</b>

**Monthly Payment**  
**\$4,484.60**

**PREPAID COSTS**

14 MONTHS OF INSURANCE:	\$2,041.67
3 MONTHS OF TAXES:	\$3,403.77
30 DAYS OF INTEREST:	\$2,462.76
<b>TOTAL PREPAID COSTS:</b>	<b>\$7,908.20</b>

**CLOSING COSTS**

FIXED COSTS:	\$244.26
PREPAID COSTS:	\$7,908.20
<b>TOTAL CLOSING COSTS:</b>	<b>\$8,152.46</b>
DOWN PAYMENT:	\$17,500.00
<b>BRING TO CLOSING:</b>	<b>\$25,652.46</b>

Signature: \_\_\_\_\_ Date: 06/08/2025 Signature: \_\_\_\_\_

**Jorge Lopez**  
Fidelity National Title  
505-917-4101  
jorge.lopez@fnf.com  
www.newmexico.fntc.com

8500 Menaul  
Albuquerque, NM 87112

Title fees and rates provided by  
**Fidelity National Title**  
Fidelity National Title Agency

# Cris - Home Report Printout/Post



FidelityAgent ONE  
Bernalillo

Buyer Seller Calculators Estimates Premium

Recommended for you

- Infographics
- Swipeable Infographics
- Filters
- Personalized Videos
- Shareable Calculators
- Favorites

Monthly Marketing Package  
July MMP

Buyer, seller, open house...

**JULY**  
Monthly Marketing Package

**JUN**  
Monthly Marketing Package

What do you want to post?

**Infographics**

Statistics and calculators illustrated in graphics for social media

Buy Now or Buy Later? Seller Concession Limits What if you didn't have to Homeownership by the Rent receipts or real Waiting for a Lower Rate? New Homeowner

**Swipeable Infographics**

Perfect for stories and carousel posts on social media



Scan Here or Visit  
FidelityAgent.com



# Cris

## Home Report Printout/Post



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[FidelityAgent.com](https://FidelityAgent.com)

### Swipeable Infographics



Facebook Post



Instagram Story



Instagram Post



Facebook Story



LinkedIn



TikTok

The infographic grid contains the following cards:

- Why You Need a Buyer Agent
- Active Listings
- Highest Mortgage Rate
- Lo que debes saber
- Buyers Agent
- Buy Now Buy Later
- 5 Reasons to Use a Buyer's Agent
- Hypothetical Interest Savings versus Appreciation
- Pricing your Property Correctly
- WHAT ARE SELLER CONCESSIONS?
- Home Sweet Home
- Monthly Affordability
- Home Buyers
- US HOMEOWNERS SEE MASSIVE 5-YEAR EQUITY GAINS!
- The WEALTH-BUILDING Potential of HOMEOWNERSHIP
- Home Report
- Then versus Now
- How Offer Price Affect Your Payment
- RENTING vs OWNING
- Benefits Of Owning A Home
- Geo Report Social
- Then versus Now
- How does offer Price Affect
- The Longer Your House Is On The Market, The More It Costs You!
- 5 Real Estate Terms
- 3 Tips to sell your house FAST & EASY
- What Qualifies as a First-Time Homebuyer?

# Cris

## Home Report Printout/Post



Scan Here or Visit  
[FidelityAgent.com](http://FidelityAgent.com)

### Home Report

5108 Wild Plum Way  
Northwest,  
Albuquerque

WITH  
**10%  
DOWN**

House Price: ..... \$995,000

Monthly Payment: ..... \$7,495

Bring to Closing: ..... \$113,779

\*All numbers are estimates only. Please obtain final numbers prior to closing.

### CONVENIENCE

Provided by GOOGLE

5108 Wild Plum Way Northwest, Albuquerque, NM, 87120

STARBUCKS	0.9 mi
GYM	1 mi
SUPERMARKET	1.6 mi
GAS	1.8 mi
20 RESTAURANTS	2 mi
HOSPITAL	7.5 mi

### SCHOOLS NEARBY

Data Provided by Niche

<b>A-</b> Montessori of the Rio Grande Charter School	1.71 mi
<b>C</b> Christine Duncans Heritage Academy	1.67 mi
<b>C+</b> Albuquerque Talent Development Secondary Charter School	1.75 mi

The Best School Districts ranking is based on rigorous analysis of academic and student life data from the U.S. Department of Education along with test scores, college data, and ratings collected from millions of Niche users.

### PARKS & RECREATION

5108 Wild Plum Way Northwest, Albuquerque, NM, 87120

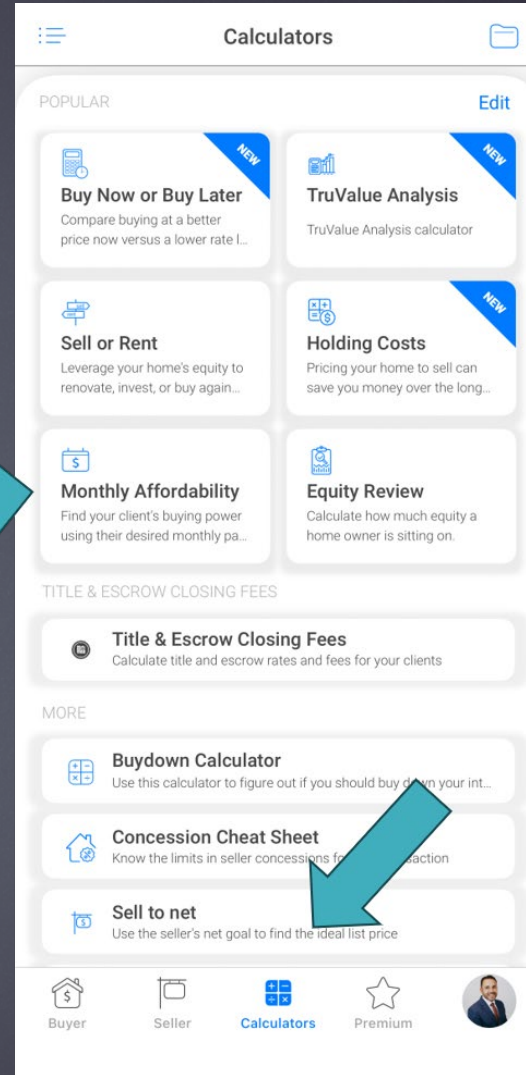
Oxbow North	0.3 mi
Planet Fitness	1.5 mi
Petroglyph National Monument	1.6 mi
Ladera Golf Course	1.9 mi
Taylor Ranch Dog Park	2.4 mi
West Bluff Park	2.5 mi
Flix Brewhouse Albuquerque	2.8 mi

# Elianna

## Monthly Affordability Printout/Post



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# Elianna

## Monthly Affordability Printout/Post



Scan Here or  
visit  
FidelityAgent.com

< Calcs > Monthly Affordability

VA + Bring To Close

Desired Payment **\$3,200**

Interest Rate **6.125%**

Term **30 years**

Taxes **4.125%**

Insurance **0.35%**

HOA

COMPUTE



Buyer



Seller



Calculators



Premium



# Elianna

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Scan Here or Visit  
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## MONTHLY AFFORDABILITY

How much home



can I afford?

PITI MONTHLY PAYMENT

**\$3,000**

A mortgage payment is  
made up of **4 components**



**P.I.T.I.**  
PRINCIPAL, INTEREST, TAXES, INSURANCE

### HOME PRICE RANGE

Down Payment	Purchase Price
0% down	\$351,264
5% down	\$373,363
10% down	\$397,993
15% down	\$426,380
20% down	\$457,318

30 year loan at  
**6.625%** interest  
**6.747%** APR

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This estimate, based upon the above proposed purchase price, type of financing and projected closing date, has been prepared to assist the Buyer in computing costs. Amounts will vary depending upon differences between actual and estimated repairs that may occur in the transaction, assessments, liens, impound accounts, charges by lenders, escrow companies, title insurers and other service providers and other items. Not all items may yet have been identified. Neither Broker nor Agent guarantee these figures represent the actual, or only, amounts and charges. By signing below Buyer acknowledges that Buyer has read, understands and received a copy of this Estimated Buyer's Costs.



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**Fidelity National Title**

11.8.5.1

# Muchas Gracias



**Fidelity**  
National Title  
*Of New Mexico Inc.*



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AVP | Sales Executive  
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# A Look Into Inspections

CURTIS SANCHEZ

QUALITY HOME INSPECTIONS

# Pre-Listing Inspection



Assist in negotiations



Provide a “blueprint” of repairs that are needed



Prepare seller for what is needed

# Real Estate Transaction Inspections



Give buyers insight to home's deficiencies and areas in need of maintenance/repair.



Use as a negotiation tool



Cannot re-inspect for buyer if initial report was done for the seller

# Pre-Inspection Checklist

1. Secure all pets should you be unable to remove them during inspection.
2. Remove any locks on gates, electrical boxes, and crawlspace accesses.
3. Provide keys for all exterior lock sets to the home.
4. Ensure all utilities are on.
5. Verify pilot lights are lit (all gas appliances).
6. Ensure all thermostats are operational.



# Code vs. Safety



- ▶ In state statute and other home inspection organization standards inspectors cite the following in the inspection report:
- ▶ In state statute and other home inspection organization standards inspectors cite the following in the inspection report:
- ▶ “THE HOME INSPECTOR DID NOT DETERMINE AND THIS REPORT DOES NOT CONTAIN A DETERMINATION OF WHETHER THE HOME OR COMPONENTS AND/OR SYSTEMS OF THE HOME THAT HAVE BEEN INSPECTED CONFORM TO LOCAL OR STATE BUILDING CODE REQUIREMENTS.”
- ▶ Codes frequently change. (i.e., water heaters, electrical panels, etc.).

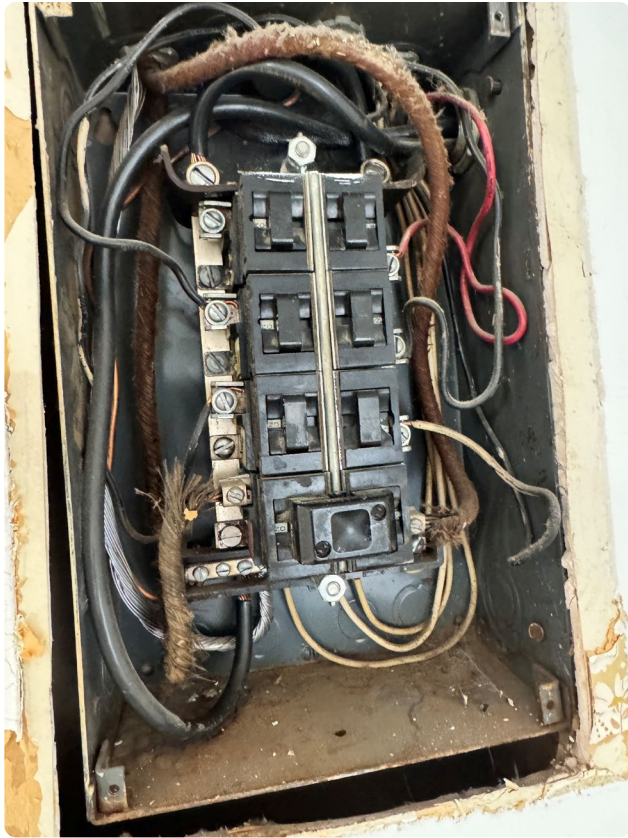
# What's the Difference?

- Codes are the government and/or building standards. Most inspectors know current codes/standards.
- However, some safety issues can overlap into codes. Various safety issues can overlap that are “code”.

## Inspector Limitations Prior to an Inspection

- ▶ Inspections are technically, not allowed to start the inspection unless pre-license agreement is signed.
- ▶ Technically, not allowed to start the inspection unless pre-license agreement is signed. It is recommended to have this to signed to assist in a faster work flow.
- ▶ Not allowed to turn on water supply valves, light pilots (such as water heaters and furnaces) or move furnishings. Prior to the inspection, ensure all utilities are on to





Against  
Code and  
a Safety  
Issue



Against  
Code and  
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Issue



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# Home Inspection Overview

## According to NAR

- ▶ **86% of home inspections reveal something that needs to be fixed.**
- ▶ **46% of people use home inspection results to negotiate a lower home sale price.**
- ▶ **Source material found at National Association of Realtors and Ruby Luxury Home website.**

# Home Inspection Overview

- ▶ In an ASHI statement is cited a Zillow study.
- ▶ According to the study, homes with an inspection are 22% more probable to close successfully, as they reduce buyer hesitation and nurture easier communication and collaboration in all parties throughout the real estate transaction.

# Home Inspection Challenges



# Home Inspection Overview

- ▶ **Most inspection companies produce a report within 24 hours.**
- ▶ **In the majority of cases there is a list of deficiencies within the inspected residence. As a result, generally all repairs should be completed by a licensed professional. This process could take some time and can create undue pressure on time limitations for the transaction. It is best to have a rapid turnaround time to create an environment of open dialog with all parties to reach an agreement for the desired outcome (i.e. repairs, credit etc.) The secondary obstacle is to schedule a re-inspection to check those repairs.**

# Re-inspections Require Licensed Professionals for certain repairs



# Common Findings

## **PREVALENT FINDINGS DURING A HOME INSPECTION**

### **Roof**

- Damaged or missing shingles
- Cracked or worn tar/sealant around vents and roof mounted fixtures (i.e. air conditioners and chimneys)

### **Attic**

- Shifted or uneven (in cases of blown) insulation
- Unsecured electrical junction boxes
- Evidence of leaks due to water stained areas

### **Exterior Structure**

- Cracks and peeling stucco on exterior walls

### **Heating**

- Furnace not cleaned or lack of routine maintenance (usually a dirty filter)

### **Water Heater**

- Rust or leaks in supply lines and percolation-common in older water heater units (15+ years)

### **Air Conditioning Apparatus**

- Disregarded routine maintenance of the evaporated cooler unit (evidence of rust and corrosion)
- Freon level low/condensation lines loose or damaged

### **Electrical System**

- Improper wiring installation
- Loose outlets and damaged or missing outlet covers

### **Various Other Findings**

- Doors not latching or sticking including cabinetry
- Small leaks in interior and exterior plumbing fixtures (faucets and hose bibs); drain stopper malfunctions (tubs and sinks)
- Missing or broking caulking/grout at sink or tub enclosures; loose or continuously running toilet
- Damaged window seals and missing or damaged screens
- Water stains on the ceilings or moisture stains as evidence of leaks or excessive moisture

# Preventive Home Maintenance Checklist

## Preventative Home Maintenance Checklist

1. **Roof:** Keep an eye out for cracks around all roof mounted fixtures, such as chimney, vents, and skylights. Water can enter from these places. Repair when needed.
2. **Air Conditioner:** For evaporated coolers (fall-winter), properly winterize the unit by draining all the water from the cooler and supply lines. Remove the fan belt, install a metal damper at the duct and secure it with duct tape to prevent heat loss. Lastly, properly cover the unit. In the summer, during operation, periodically check the unit for leaks in the supply line and the float to ensure proper shut off of the water supply. In Central A/C replace filters and Freon level.
3. **Gutters:** Periodically clean gutters of debris such as leaves, to prevent clogging. In addition, make certain when they drain; it drains away from the house.
4. **Fireplace:** Remove all ashes from the fireplace. (Fall-Winter) Inspect the chimney for missing or loose mortar. It is strongly recommended to have your chimney professionally cleaned. Ensure the damper is properly secured. (Spring-Summer) Allow adequate ventilation by opening the damper in residence that lack an air conditioner.
5. **Heating System:** (Fall-Winter) we recommend to have your heating system serviced. Change the filter or if it is the renewable type it can be washed and replaced.
6. **Hot Water Heater:** (Fall-Winter) Drain the hot water heater. Remove the sediment from the lower section of the tank.
7. **Refrigerator:** Ensure the seal is air tight. If a sheet of paper can be pulled out with ease when it is closed in the door, the door may need adjustment or seals replaced. Also, in a coil-back unit, vacuum the coils at least twice a year.
8. **Filters:** Be cognizant of replacing or cleaning your filters periodically (stove/hood dryers etc.). Keep the dryer vent free from lint. Also keep room vents clean and unobstructed (such as furniture or drapes by floor vents).
9. **Basement:** Periodically inspect basement walls for moisture and if there is a dehumidifier clean it regularly.
10. **Windows and Doors:** Seal doors and windows when needed.
11. **Faucets:** Leaky faucets in the kitchen or bathrooms. Washers should be replaced when needed. In this area, a neglected leak can be detrimental two-fold: unnoticed increase in water cost and possible damage to cabinetry.
12. One of the most overlooked and important areas **SAFETY EQUIPMENT:** Smoke and carbon monoxide detectors and fire extinguishers. Utilizing the test button on the smoke detectors takes just a few seconds. Replace the batteries at least once a year (before the annoying chirping starts in the middle of the night).

# Home Inspection Overview



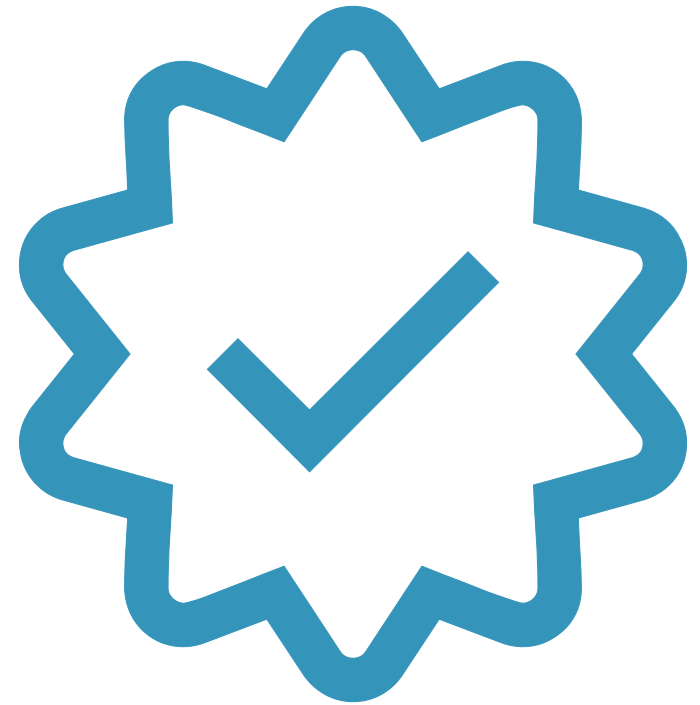
86% of home inspections reveal something that needs to be fixed



46% of people use home inspections to negotiate a lower home sale price

# Importance of a strong Home Inspection partner

- ▶ Inspections are a crucial part of the homebuying process. Find a great inspector, who is knowledgeable, confident, and thorough (but not over-the-top).





# Blueprint for a Smoother Transaction

NATHANIEL SIMON

HAWK CONSTRUCTION SERVICES

## Importance of having a Good Inspector on you Team

18 months ago inspector missed everything on customer's roof. Now she's selling and new inspector went way overboard, writing a 120-page report, and called out more than what was necessary, scaring off the buyer.

We came in and went over both reports, fixed what was actually needed.

Small repair or cosmetic improvements can prevent larger problems, difficult negotiations



**Turnkey homes still command premiums**



**We have some partners who have us come in and do total cosmetic overhaul of every house before they list. Hits the market as best-looking house on the block, especially in less desirable neighborhoods**



**Psychological impact on buyer: Buyer seeing a home with fewer repairs needed makes the home appear better overall. Buyers are then less likely to pick apart everything they see wrong with the home. In this market buyers are especially picky.**

Increase in unlicensed vendors, fly-by-night contractors, and “too good to be true” pricing; red flags with repair bids; cheap bids often become expensive later (lo barrato sale caro)

- ▶ Ex: pricing hustles. Give rock-bottom, below cost price, then demand more money halfway through project. We’ve come in and had to finish multiple jobs we lost the initial bid where the hired contractor walked.
- ▶ 1000 “licensed” roofers in ABQ, number changes by 400-500 every year
- ▶ Red Flags: Estimates written by hand, price half of other bids, more-than-normal warranties, client must buy materials, etc. Warranties are useless if the company goes out of business in 6 months!

## Insurance denials for roof replacements or new coverage; mandated replacements

- ▶ **3-tab shingles and foam now out of code in ABQ.**
- ▶ **Ex: 3-tab in decent condition, so seller wouldn't replace. But buyer couldn't get insurance for a 3-tab roof, so deal fell through.**



3-Tab

Architectural

Shingle





Foam

# Big Things Insurance Agents Currently Looks For

- ▶ **Age of roof.** This is a big one. Insurance underwriters denying roofs over 10 years old. Causing problem with longer-lifespan roofs. Good idea for listing agent to ask upfront the age of roof and see if there is a current warranty. If not, or if they cannot determine age, a roof inspection is advised.
- ▶ **More detailed look at homes due to drone technology.** Closer look at roofs, backyards, junk pile, wood, tires, etc. People are having their homes assessed by insurance and don't even know until they get a "Repair or Cancelation" letter.
- ▶ **Raised concrete (driveways and sidewalks).** Sidewalks are typically homeowner responsibility.
- ▶ **Branches touching roof**
- ▶ **Wildfire risk**

**\*Insurance companies do an inspection *within* 30 days of closing; could be as little as a few days after closing. These inspections used to be drive-bys and are now often being done with drones. Highly recommended to address these issues before closing so buyers do not have uses with insurance cancelling coverage\***

## Preparing sellers emotionally for repair needs and costs.

- ▶ Want every penny and no one wants to admit they have an ugly baby, but fact is there are some ugly babies out there. Sellers hurt themselves by not doing repairs.
- ▶ The more agent can prepare seller for prepping and repairing their property ahead of time, the easier the process is for everyone
- ▶ How to pay for repairs:
  - ▶ Float final payment until Closing
  - ▶ Insurance Claims
  - ▶ Retirement Funds



Questions?

We have  
Answers!