

B | R | I | X
REAL ESTATE



Home Buyer's
WELCOME PACKET

The Myra Jensen Team

01

Presentation

You'll get to know me and my team. Then I'll teach you everything you need to know about the home buying process.

02

Exploration

Once we have determined what you're looking for in your next home, we can start touring homes together!

03

Negotiation

When we find your dream home, we will help you write a competitive offer so we can turn your dream into a reality.

04

Transaction

Your home is under contract! We'll give you key contract dates to add to your calendar and keep you updated on progress until closing.

05

Celebration

Once we officially close on your new home, we will hand you the keys so we can celebrate and commemorate this special occasion!

06

Evaluation

Tell us how we did! Give us your honest feedback so we can create an even better client experience for you in the future.

07

Communication

Let's keep in touch! We'll reach out to you periodically to check-in, see how you're doing, and see how we can be of service!

HELLO *and* WELCOME

It's not easy being a home buyer in today's market. Our goal is to educate you on the home buying process and make sure you don't overspend and are protected when purchasing, even in today's seller's market. We are looking forward to helping you find your dream home!

Myra



I'm a real estate agent with a passion for everything outdoors. I love camping, hiking, and rock hounding, and taking my little teardrop camper around Minnesota State Parks and across the country.

I started the NWMetroLife.com website because I truly love living in this area and it's my goal to help promote owning a home in the NW Metro and to support other local small businesses in the area.

I want to be your resource for anything real estate related in the Twin Cities NW Metro!

This packet is meant to be a resource for you to use throughout the transaction. Before our first meeting, please fill out the buyer questionnaire so that we can understand your situation and your thoughts about the perfect home!

My team and I look forward to meeting you and getting started!

Myra

763-227-0618

myra@brixtwincities.com

Meet Myra

REAL ESTATE AGENT
BRIX REAL ESTATE

Hi, I'm Myra Jensen! I'm originally from St Paul MN and I've lived in Rogers MN for the past 20 plus years, my office is in Maple Grove and I've sold real estate all over the Twin Cities since 2001.



@NWMETROLIFE



@NWMETROLIFE



@TWIN CITIES NW METRO
LIFE

ABOUT US - THE MYRA JENSEN TEAM

Meet the Team



BUYER'S AGENT

Abby Christian

Abby grew up in Iowa and now calls Elk River home! She has a background in the medical field, enjoys spending time with her 3 kids and is an expert in helping homebuyers find the perfect home!

abby@brixtwincities.com



EXECUTIVE CLOSER - LEGACY TITLE

Trina LaForce

You will get to meet Trina and her closing team at the best day of the transaction, closing day! Trina makes sure that when you buy your home, you are buying it with a clear title so that you can move in with confidence!

teamtrina@legacy-title.com

BUYER

Questionnaire

Where do you want to buy property?

Is there a specific school district you prefer?

What style of home do you prefer?

What are your must-haves?

BUYER

Questionnaire

<i>How soon do you want to be in your new home?</i>	<input type="text"/>
<i>How many children do you have?</i>	<input type="text"/>
<i>How many pets do you have?</i>	<input type="text"/>
<i>Are you a first-time home buyer?</i>	<input type="text"/>
<i>Do you have a home to sell?</i>	<input type="text"/>
<i>If you're in a lease, when does it expire?</i>	<input type="text"/>
<i>Are you interested in buying new construction?</i>	<input type="text"/>
<i>What amount have you been pre-approved for?</i>	<input type="text"/>
<i>What style of home do you prefer?</i>	<input type="text"/>
<i>How many bedrooms do you prefer?</i>	<input type="text"/>
<i>How many bathrooms do you prefer?</i>	<input type="text"/>
<i>How many square feet do you prefer for the home?</i>	<input type="text"/>
<i>What size lot would you prefer?</i>	<input type="text"/>
<i>Would you buy a home with a pool?</i>	<input type="text"/>
<i>How many garage spaces do you prefer?</i>	<input type="text"/>
<i>Do you prefer to be in an association?</i>	<input type="text"/>
<i>Do you need a designated home office?</i>	<input type="text"/>

SAMPLE

Transaction Timeline

OFFER
ACCEPTED

DAY 01

EARNEST
MONEY DUE

DAY 02

INSPECTION

DAY 5 -7

ASSOCIATION DOCUMENTS
(IF IN HOA)

DAY 5-7

REPAIR REQUESTS

DAY 7-10

APPRAISAL

DAY 25

CONTINGENCY REMOVAL

DAY 15-30

CLOSE

DAY 30 - 45



Client Testimonial



I have been working with BRIX Real Estate for a few years, specifically with Myra Jensen. Myra and BRIX is a great blend of professional, personable, flexible and dedicated. Myra and I have done transactions for my personal properties as well as investment properties. She is fluent in both areas. I have and will continue to willingly refer Myra and BRIX to anyone in the market for real estate.

Al D.

Client Testimonials



David said...

Myra Jensen is amazing, her calm relationships with other agents and easy tempo takes the stress out of finding a home. Her philosophy is quite simple. 'Ultimately the right house finds you' for us this became true twice. Highly recommended. PS brix customer appreciation shindigs are the bomb!



Tim said...

Throughout the whole process of purchasing and selling our homes, Myra provided great insight to the current market as well as working rigorously to try and find the perfect home for us based on our criteria. I would definitely recommend Myra if you want someone who will provide phenomenal customer service to go along with working their tail off to find your dream home you are seeking.



BENEFITS OF

Homeownership

Tax Savings

The government incentivizes homeownership by providing tax deductions to homeowners.

BENEFIT #1

Equity

Unlike renting, when you pay down your mortgage, you build equity that can be transferred when you move.

BENEFIT #2

Stability

Stay longer, get to know your neighbors and get involved in your local community.

BENEFIT #3

Appreciation

Home values have a history of increasing over time. The longer you stay, the more value you build.

BENEFIT #4

Credit History

Every month, when you pay your mortgage, you're strengthening your credit history.

BENEFIT #5

Happiness

Pride of ownership is unmatched. When you own, you can decorate, renovate, and appreciate the home.

BENEFIT #6

TRUSTED

Vendors

Here are some of our most trusted vendors that can help you during the home buying process.

Lenders

Blair Mathewson

Cross Country Mortgage

(612) 268-1502

blair.mathewson@myccmortgage.com

Matt Grant

Fairway Mortgage

(952) 214-4112

matt.grant@fairwaymc.com

Eric Feld

TruStone Home Mortgage

(612) 877-0327

eric.feld@trustone.org

Flooring

Justin Kappel

Kap Pro Flooring

(763) 268-9310

Inspectors

Bob Day

Home Team Inspections

(612) 503-4400

<http://hometeam.com/minneapolisnw>

Dave Taurinkas

Reassurance Home Inspections

(612) 701-9672

www.rhimn.com

Doug Laurent

Homefax Inspections

(612) 875-3017

<https://www.homefaxinspections.com/>

Electrician

David Morrison

Morrison Electric

(952) 818-9288

<https://morrisonelectric.net/>

REAL ESTATE GLOSSARY

ADJUSTABLE-RATE MORTGAGE (ARM)

The interest rate is tied to a financial index making the monthly mortgage payment go up or down.

ANNUAL PERCENTAGE RATE (APR)

The percent of interest that will be charged on a home loan.

APPRAISAL

An estimated value of the property, usually completed by a qualified 3rd party, such as a bank.

BALLOON MORTGAGE

A long-term mortgage loan that starts small but has a large payment due at maturity.

CLOSING

This is the final meeting where the buyer and seller sign the necessary paperwork, complete the transaction, and transfer possession of the property.

CLOSING COSTS

Expenses associated with the transaction other than that of the actual cost of the home.

CLOSING DISCLOSURE

A form that provides the final details about the loan, such as loan terms, projected monthly payments, and fees.

COLLATERAL

Something of value that is held to ensure repayment of a mortgage or loan.

COMMISSION

A percent of the sale price of the home that is paid to both the buyer's agent and the listing agent.

COMPARABLES

A list of homes in the area that have recently sold.

CONTINGENCIES

Conditions that must be met to close escrow.

COUNTEROFFER

The response from the seller in regards to an offer.

DEBT TO INCOME RATIO

A lender will look at a borrower's debt compared to income to determine the amount of loan they are eligible for and if they can repay their debt plus the home loan.

DOWN PAYMENT

A percent of the cost of the property that is paid upfront as a part of the loan.

EARNEST MONEY DEPOSIT

The deposit made from the buyer to the seller when submitting an offer.

ESCROW

Money held by a third party.

EQUITY

The difference in the market value of a home versus what is owed on the home.

FHA

A mortgage that is financed through a private lender and insured by the Federal Housing Administration, often requiring a lower down payment and income to qualify.

FIXED-RATE

The interest rate will remain the same for the entire life of the mortgage.

HOA FEE

A monthly maintenance fee levied by certain housing communities.

HOME EQUITY LINE OF CREDIT (HELOC)

A loan or line of credit that is determined based on the equity or home's value after subtracting the loans owed.

HOME INSPECTION

When a professional inspects the seller's home for issues, then creates a report for the buyer to review.

HOME WARRANTY PLAN

An annual service that covers the cost of repairs or replacements to items covered in the plan - like stoves, washer/dryers, etc.

HYBRID

A loan that starts with a fixed-rate period then converts to an adjustable-rate.

MORTGAGE INSURANCE

Insurance that protects the lender in the event the borrower cannot repay their loan. This is usually not required if the borrower has 20% or more for the down payment.

MORTGAGE NOTE

A promise to pay a sum of money during a specific term that is secured by a mortgage.

MULTIPLE LISTING SERVICE (MLS)

The national list of real estate properties that are available for sale.

PRE-APPROVAL

When a bank approves the creditworthiness of a potential homebuyer.

PRE-QUALIFICATION

When a bank calculates an estimated monthly payment for a potential homebuyer.

PRINCIPAL

The amount of the loan, less the interest.

PROPERTY TAXES

These are the taxes that are enforced by the city, town, county, and state government entities.

REO

Real estate owned properties or foreclosed properties currently owned by a bank.

REVERSE MORTGAGE

Allows seniors to convert the equity in their home to cash.

SHORT SALE

When the seller's lender is willing to accept an offer and allows the sale to be completed for an amount less than the mortgage.

TITLE

A legal document proving ownership of the property.

UNDERWRITING

When a potential home buyer is evaluated for their financial ability to obtain and repay a loan.

VA LOAN

Loans administered by the Department of Veteran Affairs that are given to Americans who have served in the armed forces.

BUYER FEEDBACK

Questionnaire

NAME:

How likely are you to refer us to a friend?

1 2 3 4 5

How was your overall client experience?

1 2 3 4 5

How well did we know the community?

1 2 3 4 5

How well did we negotiate the contract?

1 2 3 4 5

How well did we anticipate roadblocks?

1 2 3 4 5

How well did we communicate during escrow?

1 2 3 4 5

Additional feedback:

REFERRAL



*Wonderful people tend to
know other wonderful people...*

...If you happen to know anyone as wonderful as you,
who's thinking about making a move, I'd love to be of service.

Please feel free to pass along my contact info.

THANK YOU!

REQUESTS



THANK *You!*

If we haven't met yet, let's schedule some time to meet - either on Zoom or in person! I am looking forward to helping you with your home search!

Myra

*BRIX Real Estate
763-227-0618
myra@brixtwincities.com
nwmetrolife.com
luxhomesmn.com*

Thank You

Thank You!