

JW  
JANNA WALSH  
REALTOR || CA DRE#01967904

# HOMIE

*buyers*

## GUIDE

*Janna Walsh*

REAL ESTATE AGENT

*corcoran*

ICON PROPERTIES



*hello,*

**I'M JANNA WALSH**

**YOUR LOCAL REAL ESTATE EXPERT**


Let me introduce myself...I'm your dedicated team player for all your real estate needs in Humboldt. With a strong drive, efficiency, and approachability, I provide unmatched customer service to my clients. As a Humboldt native and industry-recognized top-performing Realtor since 2014, I possess the expertise needed to navigate the challenging process of buying or selling properties with ease. You can rely on my proactive communication and personalized support throughout every step of the process.

Before becoming a Realtor, I owned a business in Old Town Eureka and coached the Arcata High School Volleyball team for 12 years. As a small business owner, a working mom, and a mentor and coach for young women, I bring a level of passion and dedication to my clients that is unmatched.

In my free time, I love to explore Humboldt with my husband and fellow Realtor, Donnie, and our children, Scarlett and Lincoln.

With me as your guide, you can trust that you have an experienced, knowledgeable, and passionate Realtor by your side every step of the way.

**LET'S CONNECT**

 707.601.7210

 JANNA.WALSH@CORCORANICON.COM

 JANNAWALSH.CORCORANICON.COM

 @JANNA LYON WALSH, REALTOR

 @JANNAWALSHREALTOR

# ABOUT *me*



# meet YOUR TEAM



## Janna Walsh

REALTOR®

I'm lucky to have an amazing team of real estate professionals that help me everyday!



## Joshua Cook

REALTOR®/MANAGING BROKER/BUSINESS PARTNER

Joshua became a licensed Realtor in 2015 and has been the Managing Broker for the Humboldt Corcoran Icon Properties since 2020. He has earned certifications with the National Association of REALTORS® as a Pricing Strategies Adviser (PSA), e-PRO®, and Military Relocation Professional (MRP).



## Julie Guy

TRANSACTION COORDINATOR

Julie has been a Certified Transaction Coordinator in Humboldt County for over 10 years. She keeps us all on track using the strong relationships she's built with local escrow officers, lenders, and other real estate agents along with her knowledge of the local real estate market and strong processes.



## Misty McAnear

OFFICE ADMINISTRATOR/MARKETING

Misty is the Associate Services Representative for our Humboldt County offices. With her background in social media management and virtual assisting, she's a valuable asset to our marketing team.



*the*  
PROCESS

# THE HOME BUYING

# Process

## STEP 1

### GET PRE-APPROVED

- Meet with a lender
- Prepare your credit
- Set a budget

## STEP 2

### MEET WITH YOUR AGENT

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

## STEP 3

### FIND YOUR HOME

- Tour homes
- Adjust criteria if necessary

## STEP 4

### MAKE AN OFFER

- Research comps in the area
- Work with your realtor to set up the best offer
- Negotiations may occur

## STEP 5

### OFFER SIGNED

- All negotiations are finished
- Both parties have signed contract

## STEP 6

### INSPECTIONS

- Professional inspects the property
- Discovers issues that may need to be worked into the purchase agreement
- Negotiate repairs

## STEP 7

### APPRAISAL

- Professional ensures the property is worth the loan and purchase price you agreed to pay

## STEP 8

### TITLE COMMITMENT

- The title company will send you a title insurance policy for the property after closing

## STEP 9

### DOCUMENTS TO LENDER

- Make sure all requested docs are sent to your lender prior to closing

## STEP 10

### CLOSING

- Final walk-through
- Sign closing documents
- Receive your keys

# 10 *steps* TO BUYING A HOME

- 1 FIND THE RIGHT AGENT
- 2 PREPARE FINANCES
- 3 GET PRE-APPROVED
- 4 START HOME SHOPPING
- 5 MAKE AN OFFER
- 6 ORDER AN INSPECTION
- 7 NEGOTIATE FINAL OFFER
- 8 APPRAISAL ORDERED
- 9 SCHEDULE THE MOVE
- 10 CLOSING DAY



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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.

## *prepare* FINANCING

### 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.

### CHECK YOUR CREDIT

A mortgage requires a good credit score. You can improve your score by:

- Paying down credit card balances
- Continuing to make payments on time
- Avoid applying for a new credit card or car loan until you have been approved
- Avoid making big purchases until you have been approved
- If possible, avoid job changes until you have been approved

### 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 & home inspector.

- A Down Payment is typically between 3.5% & 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. This is usually a minimum of 1% of the purchase price.
- Closing Costs for the buyer run between 2% & 5% of the loan amount
- A Home Inspection costs \$300 to \$500



## *get* PRE-APPROVED

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will need to provide documented financial information (income, statements, assets, debt & credit reports etc.) to be reviewed & verified by the lender.

# GET *qualified*

TYPE OF LOAN	CREDIT SCORE*	DOWN PAYMENT*
VA LOAN	620	NO DOWN PAYMENT
USDA LOAN	620	NO DOWN PAYMENT
FHA LOAN	580+ 500-579	3.5% 10%
203K LOAN	640	3.5%
CONVENTIONAL 97	620	3%
CONVENTIONAL LOAN	640	5-20%

\*THESE TERMS OR REQUIREMENTS ARE SUBJECT TO CHANGE DEPENDING ON THE LENDER



## 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

## POTENTIALLY 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
- ADDITIONAL INCOME DOCUMENTS



*start*

HOME SHOPPING

# TYPES OF mortgage loans

	WHO QUALIFIES*	DOWN PAYMENT*	UPFRONT MORTGAGE INSURANCE*	MONTHLY MORTGAGE INSURANCE*	MINIMUM CREDIT SCORE*
<b>VA</b> Department of Veteran Affairs	Veterans Personnel with honorable discharge Reservists & National Guard Surviving Spouses	NONE	NONE	NONE	580
<b>USDA</b> Department of Agriculture	Someone who is buying a home in a USDA -designated rural area.	NONE	2% of the loan amount. Can be rolled into loan amount.	REQUIRED	640
<b>FHA</b> Federal Housing Administration	Anyone who meets the minimum credit and income levels.	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
<b>203K</b> Federal Housing Administration	Anyone who plans to purchase a fixer-upper or needs to renovate their home and meets credit & income requirements	At least 3.5% of purchase price	1.75% of loan amount	REQUIRED	580-640
<b>CONVENTIONAL 97</b>	Depending on the program, available first time home buyers (a buyer who hasn't owned in the last three years) can put 3% down with a Conventional 97 program.	Varies from 3%-20% of purchase price	NONE	REQUIRED	620
<b>SELECT SMART PLUS</b>	Anyone who meets lenders credit, income & debt level requirements	Varies from 3% -20%, but typically ranges from 5-20%	NONE	REQUIRED	620

\*THESE LOAN REQUIREMENTS ARE SUBJECT TO CHANGE OR MAY NOT BE AVAILABLE DEPENDING ON THE LENDER

# recommended LENDERS



## BANKS

Redwood Capital	Tia Tupper-Brownell	707.444.9800
Tri Counties Bank	Matthew Owen	707.303.9303

## CREDIT UNIONS

Coast Central Credit Union	Sheila Arruda-Russel	707.445.8801 ext. 363
Compass Credit Union	Lisa Hall	707.445.8801 ext. 354
	Kay Serotta	707.445.8801 ext. 401
	Megan Binschus	707.443.8862

## BROKERAGES

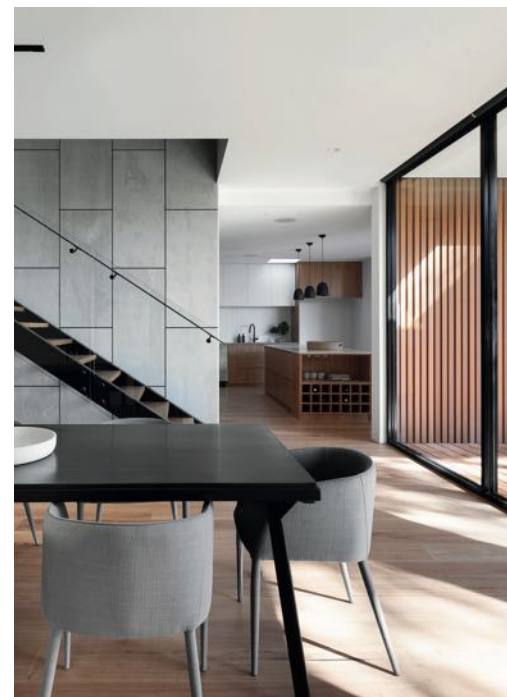
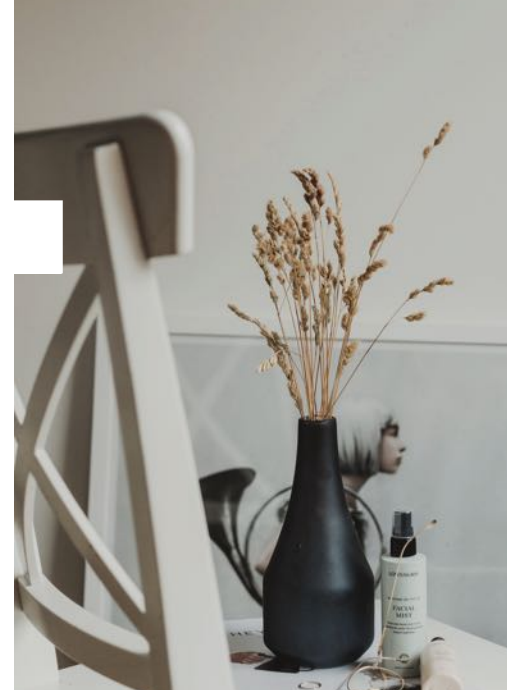
Bailey Mortgage	Rick and Missy Bailey	707.822.9294
NEO Home Loans	Jennifer Ryan	707.441.1411
Evergreen Home Loans	Barbie Turnbaugh	707.512.5128
	Jake McCarty	707.200.1710
Key Mortgage Group	Callahan Wolverton	707.442.2242
Humboldt Home Loans	Jody Harper	707.269.2334
	Maria Herrera	707.498.7252
Humboldt Mortgage Company	Fatima Naylor	707.445.3027
Summit Funding	Oceana Bansemer	541.254.4171
Swett Equity Team	Martin Swett	707.972.3321
Fairway Independent Mortgage	Tara Anaya	707.615.4555
	Christine Joyner	530.223.6297
	Kim Barrier	707.481.5454
	Matt Antongiovanni	530.223.6297

## MANUFACTURED HOMES

First Pacific Financial	Christy Snow	530.223.6297
US Financial Network	Don Bunch	707.481.5454

## OTHER LENDING OPTIONS

ReProp Financial	Dane Valadao	707.444.7711
Realty World - Selzer Home Loans	Wendy Fetzer	707.489.9994
Sun Pacific Mortgage	Ken Walker	707.523.2099





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## *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*

We will make sure to check every little detail of each house

- Test the plumbing
- Test the electrical system
- Open and close the windows & doors to make sure they work properly

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

A modern bedroom interior featuring a bed with a tufted headboard, a large tufted ottoman, and a chandelier with multiple light bulbs. The room has dark walls, a patterned rug, and a window with curtains. The text "MAKE AN offer" is overlaid on the image.

MAKE AN

*offer*

**WHEN TO MAKE AN OFFER:**

So you have found THE house! Congrats! In today's market when the demand is higher than the amount of homes available it is important to act fast!

**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**

A large 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

**Shorter Inspection Periods**

Try shortening the inspection period to 10 days

**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.



A still life composition featuring a black vase with greenery, a white vase, and a white base on a wooden table. The background is a plain, light-colored wall.

ESCROW

*reviewed*



## 6 *order* INSPECTIONS

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.

Need some recommendations? I've provided a list of local inspectors on the next page.

## 7 *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.

### 3. Keep your poker face.

The listing agent will be present during inspections and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.

## HOME INSPECTORS

FULL CIRCLE PROPERTY SERVICES  
707.672.4273  
360degreepropertyservices.com

COMPASS INSPECTION SERVICES  
707.499.6381  
compassinspection.services

TINKERWELL INDUSTRIES: HOME INSPECTIONS  
707.797.0773  
tinkerwellindustries.online

## PEST INSPECTORS

STRICKLAND TERMITE CONTROL  
707.443.3831

DAVCO  
707.443.9642

HOME NETWORK PEST CONTROL  
707.442.2071

## ROOF INSPECTORS

MOORE'S ROOFING  
707.444.3432

A&I ROOFING  
707.826.2653

T&T ROOFING  
707.444.9061

## CHIMNEY INSPECTORS

NORTHCOAST CHIMNEY SWEEP  
707.839.3993

THE STOVE DOCTOR  
707.601.8369

## SEPTIC INSPECTORS

STEVE'S SEPTIC  
707.839.2270

WYCKOFF'S PLUMBING  
707.725.4475



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## APPRAISAL *ordered*

Your lender will arrange for a third party appraiser to provide an independent estimate of the value of the house you are buying. The appraisal lets all parties involved know that the price is fair. The loan file then moves on to the mortgage underwriter.

If approved you will receive your final commitment letter that includes the final loan terms & percentage rates.

### PROPERTY TITLE SEARCH

This ensures that the seller truly owns the property and that all existing liens, loans or judgments are disclosed.

### HOME OWNERS INSURANCE

You'll need insurance for the new home before closing. This will protect against things like fire, storms, and flooding





*scheduling*  
**YOUR MOVE**

# scheduling YOUR MOVE

## AFTER SIGNING

- Finalize Home Mortgage
- Schedule Inspections
- Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition
- Get copies of medical records and store them with your other important documents
- Create an inventory of anything valuable that you plan to move
- Get estimates from moving companies
- Get quotes for home insurance

## 4 WEEKS TO MOVE

- Give 30 days notice if you are currently renting
- Schedule movers/moving truck
- Buy/find packing materials
- START PACKING

## 3 WEEKS TO MOVE

- Arrange appraisal
- Complete title search (Title company will do this)

## 2 WEEKS TO MOVE

- Secure Home Warranty, if requested
- Schedule time for closing
- Contact utility companies (water, electric, cable)
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

## 1 WEEK TO MOVE

- Obtain certified checks for closing
- Schedule and attend a final walkthrough
- Finish packing
- Clean
- Pack essentials for a few nights in new home
- Confirm delivery date with the moving company.
- Write directions to the new home, along with your cell phone number



A large, ornate gold mirror with a scalloped top and decorative scrollwork on the sides. The mirror reflects a modern interior scene. In the reflection, there is a dark wood console table with a white lamp, a globe, and some books. Below the console are two white leather armchairs. To the left of the mirror, a tall white vase holds dried pampas grass. In the foreground, a light-colored, textured rug is visible. The overall aesthetic is sophisticated and contemporary.

CLOSING

*day*

10

# closing DAY

## ✓ CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys! Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

## ✓ CLOSING DISCLOSURE

Lenders are required to provide you with a closing disclosure, at least three days before closing. This will show you what your final loan terms and closing costs will be. You will have three days to review the statement. This is done to ensure that there are no surprises at the closing table. If there is a significant discrepancy between the loan estimate and the closing disclosure, we must notify your lender and title company immediately.

## ✓ FINAL WALKTHROUGH

We will do a final walk through the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
- Flush toilets
- Run the garbage disposal and exhaust fans

## ✓ CLOSING TABLE

Who will be there:

- Your agent
- The seller
- The seller's agent
- A title company representative
- Your loan officer
- Any real estate attorneys involved in the transaction

The closing typically happens at the title company. You will be signing lots of paperwork so get your writing hand warmed up! Some of the papers you will be signing include: the deed of trust, promissory note, and other documents

## ✓ CLOSING COSTS

Closing costs can vary depending on your home's purchase price and where you are located. You can generally expect your closing costs to be around 3% to 4% of the home's sales price. These closing costs can sometimes be shared with the seller.

## ✓ BRING TO CLOSING

- Government-issued photo ID
- Copy of the sales contract
- Homeowner's insurance certificate
- Proof of funds to cover the remainder of the costs

## ✓ RECEIVE YOUR KEYS

**Congratulations!** It was a lot of hard work but you are now officially homeowners!! Time to throw a party and get to know your new neighbors!





**CLIENT**  
*testimonials*

# reviews



"Janna went above and beyond to help our family buy our first home. She went to bat for us when things were challenging and celebrated with us in our success. We were so lucky to work with Janna and highly recommend her to anyone looking to purchase property in the Humboldt area. Thanks so much Janna!"

- Isaac, Buyer

"My husband and I are both young and were very new to the real estate world.

Janna took us under her wings, answered all of our questions and comforted us when we got nervous. She was always one step ahead which impressed me but what impressed me most was that it only took her about 10 minutes into our first meeting before she knew exactly what we wanted. we bouth the first and only haome she showed us. Lover her to death and am still impressed months later with her help and willingness to answer questions."

- Jamie, Buyer

"Wonderful agent to work with. Very knowledgable and professional. I would recommend Janna Walsh to anyone in need of help finding or selling a home. You won't be disappointed you called her !!!!!"

- Josoap, Seller

"Really great working with Janna. It was fast and easy, and she really went above and beyond to make sure every detail was taken care of, even though my situation wasn't the easiest."

- John, Buyer

"Janna was INCREDIBLE! She was so supportive of us in the house buying process. As young first time home buyers, we had a lot of questions, and she was always quick to respond to texts. As a night shift worker, it was helpful to have someone who would answer even at 10 pm. I highly recommend using her!"

- Jacqueline, Buyer

Working with Janna was such a wonderful experience from beginning to end. She is extremely professional and went above and beyond to provide instruction and insight throughout my home buying experience. She brings so much knowledge to the table and helped ensure my offer was the strongest. Not only was she efficient but also worked extremely fast on a stringent deadline. I would work with her again without hesitation!!

10/10- highly recommend!!"

- Nicole, Buyer

# WHAT TO EXPECT

HONESTY & TRANSPARENCY

INTEGRITY

RESPECT

TIMELY & REACHABLE

ACTING IN YOUR BEST INTEREST





# HOME *buyers* GUIDE

*Janna Walsh*

REAL ESTATE AGENT

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REALTOR || CA DRE#01967904

*corcoran*

ICON PROPERTIES