



# BUYING *your* HOME

Thank you for considering the Mad City Dream Homes team as you begin the home buying process. Our experienced agents will be **your advocates and trusted experts** to help you successfully navigate the market and buy with confidence. With our team approach, we'll help you narrow down your ideal search criteria, view homes, assist with negotiations, and serve as your guide through closing.







# A TEAM APPROACH

At Mad City Dream Homes, we believe you deserve to work with a group of professionals who are dedicated to their craft. We'll help you achieve your goals by giving you our personal attention, sharing our sound advice, and providing timely and professional service in our ever-changing market. We have the experience & expertise to make your transaction smooth and successful - our team consistently ranks in the top 1% of local agents.



Visit our downtown office at 1619 Monroe Street, Suite 1, Madison





# CONNECTING *with a* LENDER

It's important to work with a mortgage lender who is knowledgeable, responsive, and solution-oriented. Your lender will be your other pillar of support throughout your transaction.

Your lender will issue a pre-approval letter after reviewing your credit, income, work history, and assets. It may feel like they need a lot of documents and detail from you, but these strict requirements ensure loans are being funded responsibly, ultimately protecting your investment.

Pre-approval letters have an expiration date so be sure to ask your lender how long your letter will remain valid so you can shop with confidence.

Scan here to view  
some trusted  
recommendations



Consider an ideal monthly budget for your mortgage payment (which includes your **principal & interest, homeowners insurance, and property taxes**) + the costs of maintaining a home. Many homebuyers will be eligible for a loan amount that exceeds what they feel comfortable paying monthly, so your lender will help you equate a home price to a monthly payment.

# BUYER AGENCY

*what we owe*  
**to everyone in the transaction**

## **FAIR & HONEST TREATMENT**

Including answering questions accurately.

## **DISCLOSURE OF MATERIAL ADVERSE FACTS**

Adverse facts are conditions that significantly and adversely affect the property value, the structure, the health of the occupants, or information concerning the inability or refusal of a party to carry out the offer.

## **CONFIDENTIALITY**

Regarding any information that you indicate is confidential and any information the agent knows a reasonable person would want to be kept confidential.

## **ACCURATE MARKET CONDITION INFORMATION**

Especially information that affects your transaction, delivered in a reasonable timeframe.

## **REASONABLE SKILL & CARE**

As it relates to real estate laws, public policies, current market conditions and the physical characteristics of the property being sold.

## **SAFEGUARDING FUNDS**

Most commonly applicable with earnest money.

## **OBJECTIVE PRESENTATION OF OFFERS**

By removing personal biases and outlining the pros and cons of each offer.

**A buyer agency agreement  
establishes your working  
relationship with your agent, and  
outlines the extra duties we owe  
to you as a **client**.**

*what we owe*  
**specifically to our clients**

## **LOYALTY**

Including avoiding conflicts of interest with you, and putting your best interests ahead of the interests of any other party.

## **INFORMATION & ADVICE**

Upon your request throughout the transaction as it relates to your purchase.

## **DISCLOSURE OF MATERIAL INFORMATION**

A material fact is anything that a reasonable person might feel is important in choosing a course of action.

## **OBEDIENCE**

As it relates to lawful requests regarding our duties as stated in our agreement.

## **NEGOTIATION**

Including throughout the transaction's offer presentation, additional proposals, and general communication with the other party.



# HOME BUYING OVERVIEW



1

*narrow down your*

Home Search Criteria

2

Start Showings

*(we'll be there with you!)*

3

Making an Offer &  
Negotiating for You

4

Working Through the  
Transaction to Closing



# 01 *narrow down your* HOME SEARCH CRITERIA

Our first step in the process is to determine your "must-haves" and your deal-breakers in your new home. Think about your household now and how your needs may change in the future. Consider creating a wish list to narrow down your choices.



**PRICE**



**CONDITION**



**LOCATION**





# 02

# START SHOWINGS

Your Mad City Dream Homes agent (or someone from our team) will be working with you to view properties that fit your budget and search criteria. Many properties are available to view from 8am to 8pm, but require differing amounts of advanced notice to schedule a showing.



*property statuses*

**ACTIVE • OFFER-SHOW • OFFER-NO SHOW • OFFER-BUMP**





## MAKING AN OFFER & *negotiating* FOR YOU

Prior to making an offer, your agent will run a comparative market analysis to help guide you to an appropriate and competitive price. Together we'll talk through the terms you'd like to present to the seller that balance risks you'd be willing to take versus protections you'd like to keep. These protections often come in the form of **contingencies**.

Our team will also communicate with the seller's agent to understand the dynamics of the sale, including what may be important to the seller in choosing an offer, when the offers will be reviewed, and how many offers are expected. We will discuss strategies to strengthen your offer, and negotiate on your behalf.

*possible responses from the seller*

ACCEPTED OFFER • COUNTER • MULTIPLE COUNTER • REJECTION

# 03

## COMMON CONTINGENCIES

A contingency is a clause in a purchase agreement specifying an action or requirement that must be met for the contract to become legally binding. You and your agent will decide what timeframes you'd like to give all parties to meet these contingencies before it's assumed you are moving forward with the sale regardless.

- ☐ **Home Inspection**
- ☐ **Radon Testing**
- ☐ **Well System, Well Water, & Septic System Inspection**
- ☐ **Appraisal**
- ☐ **Financing**
- ☐ **Sale of Current Home**





# 03

# HOME INSPECTION

A **home inspection** (and home inspection contingency) is not a requirement but is recommended. Home inspections give you the opportunity to have the home thoroughly examined by a licensed home inspector before purchasing. It can be well worth it for peace of mind. We are able to recommend several well-qualified home inspectors, but you are allowed to choose any Wisconsin licensed inspector.

Typically inspections take about 3 hours and cost \$400-\$500, which the buyer pays.

## **What can you expect from the inspection?**

An inspector's job is to thoroughly examine a property for potential defects, or as needed suggest further evaluation from a specialized contractor. They will look at:

- The roof
- Plumbing
- Electrical components
- Appliances
- Heating and air conditioning systems
- Ventilation
- Windows
- The fireplace and chimney
- The foundation .. and more!

An inspection is also a great time to learn about the general maintenance of the home.



# 04

## WE'RE *by your side* THROUGH CLOSING

Our team is with you every step in the home buying process through closing day. After your offer is accepted, we'll be working to ensure all terms and conditions within your contract are met in a timely manner and that the transaction progresses smoothly. When it's time to sign the closing paperwork, we'll be there to celebrate with you, too!

*"My wife and I worked with Shelley and Max directly for purchasing our first home. Both Max and Shelley were on the ball more than we were. Our experience with them both made this stressful process quite smooth and actually enjoyable. They work so diligently and their responsiveness is simply unmatched. Regardless of how much experience you have in realty you have I would recommend them over and over again. I will be working with them for the rest of my life no question. Their entire team deserves a thank you."*





# OUR FUTURE *together*

We're here if you need:

- Reputable contractors
- An out-of-area agent
- Closing paperwork at tax time
- Remodeling advice
- Future real estate advice & services for you or a loved one

Even after closing day, our team at Mad City Dream Homes is still here to help if you need anything. Don't hesitate to reach out if you could use help with home projects, real estate advice, or paperwork related to your transaction. We hope to see you at our client events throughout the year and hear about how you're settling into your next step in life.

info@madcitydreamhomes.com





# REVIEWS

Check out what a few of our past clients have to say about working with our team. Read all of our reviews on our business page by typing "Mad City Dream Homes" into Google.



*Dan Miller*

*"He was extremely patient with us during our home buying process. We thought we were ready but did not quite have the finances, but he did not just write us off. Once we were fully ready, he walked us through the process. He provided excellent insight into the market. When he was not directly available, others stepped in seamlessly. Dan was there when we needed him most. Dan was an advocate for us even before we fully realized we needed any advocate."*

*"We worked with Shelley Lazzareschi at Mad City Dream Homes both as first-time buyers and later as first-time sellers. She and her team are outstanding! Shelley is extremely knowledgeable, and provided excellent guidance through both processes. We knew we could go to her with any question or worry, no matter how big or how small. Let's be real - buying or selling a home is stressful business, and you want the best of the best in your corner. You'll find that with Shelley & Mad City!"*



*Shelley Lazzareschi*



*Chris Venden*

*We can't recommend Chris Venden enough. She has helped us with three different home/investment transactions and recently landed us our DREAM and forever home. From start to finish Chris's communication has been excellent. We are forever grateful for everything she has done for us!*



# REVIEWS



*Alan Feder*

*"I first used Alan Feder at Mad City Dream Homes to buy a condo in Madison. Six and half years later the time came to sell and I went back to Alan to list and sell the condo. Everything went smoothly. Alan brought the right expertise and effort to both transactions and I would recommend Alan and Mad City Dream Homes."*

*Lane is a top notch real estate agent. He is always honest and always looks to do whats best for his clients. He'll go out of his way to make sure that no matter if you are buying or selling you will find the right fit in your new stage of life. I would highly recommend Lane if you find yourself needing an agent who will be on your side.*



*Lane Manning*



*Max Woods*

*"We would give Max Woods more than 5 stars, if the option was available. He is a good listener, skilled and responsive communicator, knowledgeable negotiator, resourceful problem solver and just a lot of fun! He prioritized our satisfaction over making the sale, seeking expert advice on upgrades and issues to help us with the final contract negotiations. All of these characteristics made working with Max a uniquely positive and memorable experience."*

*I couldn't have asked for a better realtor. This was our first time purchasing a home and Amanda made sure to explain everything in great detail throughout the entire process. She really listened to us when it came to what our needs and wants were in a house. Amanda always had a positive attitude and was always available when we needed her. She was very good at responding to our emails, calls/texts right away. If I could rate Amanda more than 5 stars I totally would!*



*Amanda Verbrick*



# INVESTING *in your* COMMUNITY



## WITH OUR TIME

Our impact in the community is amplified when we collaborate with other like-minded groups. That's why Mad City Dream Homes has become a member of the Monroe Street Merchants Association & volunteers at several local nonprofits.



## WITH OUR MONEY

Our team loves to support small businesses in Madison and Dane County. Whenever possible, we use our purchasing power to invest in the local economy. Some of our favorite places to buy gifts include Drumlin Ridge Winery, JustBakery, and Orange Tree Imports.



## WITH OUR RESOURCES

We prioritize promoting the good work of community nonprofits through our newsletters, social media, and events -- especially those focused on promoting social and racial justice, providing affordable housing, and protecting the environment.