



# BUYING GUIDE

HOMES WITH JONA





HOMES  
WITH JONA



## JONA FLORES



REALTOR®

Jona prides herself in helping buyers and sellers navigate one of the most stressful times of their lives. She promotes leading by example by demonstrating a strong work ethic, going above and beyond to make it easier for her clients, and a dedication to do the right thing. Her drive and compassion paved the way for her and her team's success. Within 4 years, Jona sold more than \$10 million in sales, 32 transactions in 2021. While also training, managing, and helping build her team that sold more than \$60 million in sales, nearly 200 homes last year.

Eager to learn and grow professionally, Jona promotes a strong work ethic with the team members she trains. Because Jona loves what she does, she's grateful and tells her trainees to start with their why. Because once they figure out their "why," the rest will come.

In her free time, Jona is a yoga sculpt enthusiast. A big fan of Yoga, she reads many self-care books including authors like Mel Robbins, Simon Sinek and Brene Brown. She loves cooking vegan dishes for her life partner Hannah, staying eco-friendly and making a conscious effort to minimize their environmental footprint. Jona and Hannah, who works for the Hennepin County public health department, live in Minneapolis. Together they have three pets, Hazel (a four-year-old cat), Cub (a 13-year-old cat) and Tuxon (a four-year-old Shi-poo).

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### 30 UNDER 30

NATIONAL REALTOR  
MAGAZINE 2021

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### 30 UNDER 35

BUSINESS INSIDER  
RISING STARS

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### TRAILBLAZER

REAL PRODUCERS  
MAGAZINE 2021

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### FUTURE LEADER

MPLS AREA REALTORS  
ANN BROCKHOUSE 2021

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### DONOR SPOTLIGHT

MINNEAPOLIS AREA  
REALTORS 2019

c: (612) 532-1899 o: (952) 848-2400



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## MEET THE TEAM

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## NATIONAL & GLOBAL RECOGNITION

RE/MAX alone is the most recognized name in real estate around the world; known and trusted for over four decades. The RE/MAX Results franchise mainly serves Minnesota and western Wisconsin, but that hasn't stopped us from making a serious name for ourselves.

**#1**

**PER AGENT PRODUCTIVITY**

RIS MEDIA  
POWER BROKER

**#2**

**TOP RE/MAX AFFILIATES**

REAL TRENDS  
MARKET LEADERS

**#14**

**CLOSED TRANSACTIONS**

RIS MEDIA  
POWER BROKER

**#15**

**CLOSED TRANSACTIONS**

THE REAL TRENDS  
FIVE HUNDRED

**#17**

**TOP 1000 BROKERS**

TOP BROKER  
MEGA 1000 LIST

**#19**

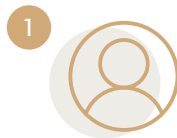
**SALES VOLUME**

RIS MEDIA  
POWER BROKER



# THE HOME BUYING PROCESS

A good agent can be trusted to guide you through each step of the home buying process.



1  
CHOOSE  
AN AGENT



2  
GET PRE-  
APPROVED



3  
FIND  
YOUR HOME



4  
MAKE AN  
OFFER



5  
PURCHASE  
AGREEMENT



6  
HOME  
INSPECTION



7  
TITLE  
SEARCH



8  
HOME  
APPRAISAL



9  
TRANSFER  
UTILITIES



10  
FINAL DOCS  
TO LENDER



11  
HOME WALK  
THROUGH



12  
CLOSING  
DAY!

# HOME BUYING BREAKDOWN

## STEP 1: GETTING STARTED



### CHOOSE AN AGENT

- Buyers Consultation - *We discuss your goals, wants, and needs.*
- Review Timeline
- Home Buying Process



### GET PRE-APPROVED

- Interview Lender - *I can recommend great resources for you.*
- Submit Application for Pre-Approval
- Check FAQ's for Lenders Page for more info

## STEP 2: HOME SEARCH



### FIND YOUR HOME

- Search for homes on NorthstarMLS - *I will send you a customized home search.*
- Buyer signs Representation Agreement
- Schedule Home Tours - *See 'How scheduling Home Tours Works' for more info.*

## STEP 3: OFFER & UNDER CONTRACT



### MAKE AN OFFER

- Buyer reviews financing with the lender and obtains pre-approval letter.
- Agent reviews Comparative Market Analysis for Neighborhood
- Agent and buyer review offer terms (contingencies, price, closing date)



### PURCHASE AGREEMENT

- Available for electronic or in person signing
- Agent submits the offer to Seller's Agent
- Seller's can accept, decline, or counter offer





## HOME INSPECTION

- Buyer selects an inspector - *Issues that arise during inspection can be negotiated.*
- Agent provides resources for reputable inspectors, speciality inspections, etc.



## TITLE SEARCH

- Title History Check
- Remove Contingencies - *Address any roadblocks associated with a home's title.*
- Buyer will schedule closing time and location with Title Company



## HOME APPRAISAL

- Confirming the Lending Value - *Most lenders require an appraisal before approving the purchase.*

### STEP 4: THE HOME STRETCH



## TRANSFER UTILITIES

- Buyer transfers utilities - gas, water, electricity, internet, etc.
- Buyer can request to purchase a home warranty



## FINAL DOCUMENTS TO LENDER

- Mortgage Company's Final Approval of Funds



## FINAL WALK-THROUGH

- Agent and Buyer perform a final walkthrough within 24 to 48 hours of closing. Your agent will help you know what to look for during this walk-through.



## CLOSING DAY!

- Final Walk-Through has been Completed
- Sign Documents, Transfer Deed, and Disburse Funds
- Get the keys!

# TERMS TO KNOW

## PEOPLE IN THE PROCESS

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- BUYER'S AGENT** A buyer's agent is a licensed real estate agent who represents the buyer and their interests during the home buying process. That means they represent the buyer and only the buyer. The seller has their own agent to represent their interests.
- LENDER** Financial institutions that employ loan officers to help borrowers choose the right type of loan, compile their loan application, and communicate with appraisers.
- TITLE COMPANY & CLOSER** The Real Estate Closer arranges a closing date, working with the buyer, seller, agents for both buyer and seller, a Closing Attorney, and anyone else who needs to be involved. Additionally, Title Companies will find any issues involving history of ownership and transfer the deed to the new buyers.

## KEY TERMS TO KNOW

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- APPRAISAL** An appraisal on your home is an unbiased estimate of how much a home is worth. When buying a home, the lender requires an appraisal by a third party (the appraiser) to make sure the loan amount requested is accurate. If the home's appraised value is below what the buyer has offered, the lender may request the buyer pay the difference in cost.
- CLOSING COST** Closing costs are usually comprised of between 2-5% of the total purchase price of the home. These fees are paid on or by the closing date.
- COMPARATIVE MARKET ANALYSIS** Also known as a CMA, this report shows similar homes that are active, pending, or sold nearby a subject property. Comparable homes are chosen by proximity to subject, date of sale, and style of home.
- CONTINGENCY** If a property is contingent, or the contract contains a contingency, certain events must transpire or the contract can be considered null. A contingency might be that the home must pass an appraisal or receive a clean inspection.
- The sale of a home could also be contingent on the buyer selling their home by a specified date. If either the buyer or seller fail to meet the expectations of the contingency, either party can exit the contract.

<b>COUNTER OFFER</b>	A counter offer is an offer made in response to the original offer on the home. When a seller gets an offer, they can choose to accept, reject or counter. In return, if the seller makes a counter, a buyer can also choose to accept, reject or counter it.
<b>DOWN PAYMENT</b>	The down payment is the amount of cash a homebuyer pays at the time of closing. Typical home loans require a 20% down payment. Some conforming loans will accept a 5% down payment, and FHA loans will accept a 3.5% down payment.
<b>EARNEST MONEY</b>	Earnest money is a deposit made by a homebuyer at the time they enter into a contract with a seller. Earnest money demonstrates the buyer's interest in the property and is generally deducted from your closing costs.
<b>HOME WARRANTY</b>	A home warranty plan protects the appliances and systems in your home: major home appliances, electrical, plumbing, and HVAC systems. Unlike your homeowners insurance policy, which protects your home from covered perils.
<b>INSPECTION</b>	A home inspection is carried out by an objective third party to establish the condition of a property during a real estate transaction. An inspector will report on such things as a home's heating system, the stability of the foundation, and the condition of the roof. The inspection is meant to identify major issues that might affect the value of the home and the stability of your and your lender's investment and return.
<b>PURCHASE AGREEMENT</b>	Proof of a buyer's intent to purchase a piece of property and a seller's intent to sell that property. The document outlines the terms and conditions of a sale and holds each party legally accountable to meeting their agreement.
<b>SELLER CONCESSIONS</b>	Seller concessions are closing costs that the seller has agreed to pay. Sometimes, you can ask the seller to contribute to specific closing costs. Other times, sellers may simply pay a percentage of the total closing costs.

## MLS TERMINOLOGY

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<b>COMING SOON</b>	Homes that are advertised on MLS, not yet available for showings.
<b>ACTIVE</b>	Homes that are advertised on MLS and are available for showings.
<b>ACTIVE - CONTINGENT</b>	Homes that have accepted an offer subject to a condition.
<b>PENDING</b>	Homes that have accepted an offer and are through all conditions/contingencies.
<b>SOLD</b>	Homes that have successfully sold and transferred ownership.



## HOW TO INTERVIEW A LENDER

### WHAT TO LOOK FOR:

#### **Personality**

Do you trust this person's ability and knowledge? Are they able to provide the information you need to be confident in your decision?

#### **Availability**

Lenders need to be available for running payments and providing pre-approval letters when you find a home. Are they available on weekends or evenings?

#### **Process**

What's their process? Do they have a support staff or assistant that can help? Who will you be working with the lender or their assistant?

### QUESTIONS TO ASK LENDERS

- What loan types or programs do you have available?
- What are the costs associated with buying a home?
- I found a home, I'm interested in buying. What's next?

### COMMON FAQ'S FOR LENDING.

#### **Why do I need a pre-approval?**

Lenders help demonstrate your financial ability to purchase a home. At the time of an offer, the Lender provides you a home specific pre-approval to submit with your contract. Without this, the Sellers won't know you're qualified to purchase their home.

#### **What documents will I need to get pre-approved?**

You will need Paystubs, W2's, Tax Returns, Proof of Identification, Bank Statements, and more.

#### **Can I shop for lenders using interest rates?**

Interest rates are usually the same across the board and they change daily. If you plan to shop lenders with rates in mind, it's best to review on the same day. Rates are only estimates, your rate won't truly be locked in until you have an offer accepted and your lender locks you in.



## OFFICE LOCATIONS

With over 45 office locations, we are able to meet you wherever you are.

- ALEXANDRIA
  - ANDOVER
  - APPLE VALLEY
  - AUSTIN
  - BAXTER
  - BROOKLYN PARK
  - CAMBRIDGE
  - COLD SPRING
  - CROSSLAKE
  - DULUTH LONDON RD
  - DULUTH MILLER HILL
  - EAGAN
  - EDEN PRAIRIE
  - EDINA EAST
  - EDINA WEST
  - ELK RIVER
  - ELLSWORTH
  - EYOTA
  - GALESVILLE
  - HOLMEN
  - HUDSON
  - HUTCHINSON
  - LA CROSSE
  - LILYDALE
  - LONGVILLE
  - MANKATO
  - MAPLE GROVE
  - MEDICINE LAKE
  - MENDOTA HEIGHTS
  - MINNEAPOLIS LORING PARK
  - MINNEAPOLIS UPTOWN
  - NISSWA
  - NORTH BRANCH
  - ONALASKA
  - PLYMOUTH
  - PLYMOUTH WEST
  - RED WING
  - ROCHESTER
  - SHOREVIEW
  - ST. CLOUD
  - ST. PAUL HIGHLAND PARK
  - ST. PAUL CROCUS HILL
  - STILLWATER
  - SUPERIOR WISCONSIN
  - WAYZATA
  - WOODBURY
- AND MORE...**

# Q1 CALENDAR | '23

## JANUARY

SUN	MON	TUES	WED	THURS	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
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## FEBRUARY

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## MARCH

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# Q2 CALENDAR | '23

## APRIL

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## MAY

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## JUNE

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# Q3 CALENDAR | '23

## JULY

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## AUGUST

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## SEPTEMBER

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# Q4 CALENDAR | '23

## OCTOBER

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## NOVEMBER

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## DECEMBER

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# Q1 CALENDAR | '24

## JANUARY

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# Q2 CALENDAR | '24

## APRIL

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# Q3 CALENDAR | '24

## JULY

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**RE/MAX RESULTS**