

love where you live



BUYING YOUR HOME
Lewis Barton, Real Estate Broker

BUYING A HOME

LOVE WHERE YOU LIVE

MISSION

I am committed to helping you successfully buy the best home for the lowest price and with the fewest inconveniences. My reputation and livelihood depend on your satisfaction.

To accomplish this, I will listen to you, learn your wants and needs and be your advocate to ensure your best interest is upheld throughout the entire transaction including:

1. Home Search
2. Negotiations
3. Contracts
4. Escrow
5. Closing



LEWIS BARTON

REAL ESTATE BROKER

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LewisBarton.com

801-427-1333

PROFESSIONALISM IN REAL ESTATE



PROPER EDUCATION

I have been a licensed Realtor since 2000. In 2003 I met all the professional requirements and completed the required schooling to earn my Real Estate Brokers License. I was an Associate Broker for 10 years and in 2012 I started Lakeview Realty where I am the Principle Broker and owner. I continually learn and stay abreast of market trends, conditions and statistics.

REAL EXPERIENCE

As a Real Estate Broker, I have helped hundreds of clients buy and sell properties over my career. My sales average is over \$10 million dollars of Real Estate per year. This production ranks me in the top 1% of Realtors both locally and nationwide. Having guided this number of clients through the home buying and selling process, there are very few problems that arise that I do not know a sensible solution for.

TRUE CLIENT COMMITMENT

Client Commitment is difficult to quantify but most professionals agree it is the most important ingredient to a successful transaction and Real Estate career. I adhere to a high code of ethics and always puts my client's best interest first. By always putting my client's needs first, I exemplify true client commitment.

I believe that CLIENT LOYALTY is the highest achievement obtainable in Real Estate. Because of this I am pleased to report that 100% of my business comes from friends, family, clients and referrals!

**EDUCATION + EXPERIENCE + COMMITMENT
= CLIENT LOYALTY**

TESTIMONIALS



LOVE WHERE YOU LIVE

"When we decided to buy our first house year, we knew we needed help. Lewis helped us find the perfect house for our family, and he made the whole process so easy! We are thrilled with our new home and love where we live! Thanks again!"

-Chris & Sarah Rogers, Mapleton

"Wow – Lewis felt like an instant best friend. We want to be next door neighbors we like him so much. He is very good at explaining, had great suggestions and was very supportive. We feel very fortunate to have him as our realtor and friend. Thank you for taking care of us!"

-Eric & Amy Hunter, Bluffdale

"We first worked with Lewis when my wife and I were buying our first home as newlyweds. Neither of us had any experience in purchasing a home and had no idea where to start. Working with Lewis through the process was very comfortable for us. We knew he had our best interest in mind and worked so hard to not only find us a great home, but negotiate a great price. Since then we have worked with Lewis on 3 other transactions and have referred him to other family members who have had the same experience. I would highly recommend Lewis to anyone who is looking to buy or sell a home!" - Clay & Ashley Gerstner, Provo

"Lewis sat down with us and explained basically how to buy a house. We really liked that. Lewis went above and beyond our expectations."

-Brice and Trisha Leishman, Eagle Mtn

"Lewis recommended improvements and staging to help sell our home. He kept us informed on progress. We are extremely satisfied. Wish we would have gone with him to begin with.. Lewis exceeded our expectations!"

-Dwayne and Billee Benson, Draper

"Lewis, we want to express our thanks to you for all you have done for us over these past several months. Selling and building a home is a really big deal. Your expertise and advice has helped us make good decisions and accomplish just what we desired. You have been a great support the entire way through. Thank you for being so attentive and responsive to our wants and needs. You are an excellent professional and friend!"

-Gary & Tiffany Tremayne, Riverton

Read more Testimonials on my Website
LewisBarton.com

WHY I WORK BY REFERRAL



RELATIONSHIPS ARE MOST IMPORTANT

My business is built on relationships. I work to provide my clients with outstanding service and care during and after the purchase or sale of their home. My clients are my friends and I care about each one. I have served many clients and their families for over 20 years.

EDUCATION

Before each transaction I take the time to educate my clients regarding the current real estate market and the home buying or selling process so they know what to expect. This knowledge helps my clients know what's normal and what's not, it also gives them confidence in negotiations and throughout the entire transaction.

YOU CONTROL MY BUSINESS

Your referrals are the foundation of my business so I aim to exceed your expectation every step of the way. Working by referral allows me to spend my time focused on my client's transactions and not drumming up business. It's a win-win relationship!

SERVICE CONTINUES AFTER THE SALE

I am devoted to serving your needs even after the sale is complete. If you need a professional referral, helpful advice or a great agent for your out of state friends or family, I am here to help.

**I have great clients who refer me to their friends and family who are wonderful people too!
I Love Working By Referral.**



THE HOME BUYING PROCESS

LOVE WHERE YOU LIVE

1. Home Buyer Consultation: Learn your wants and needs, explain the home buying process, educate you on current market conditions, set realistic expectations & designate Lewis as your Realtor.
2. Obtain Loan Pre-Approval.
3. Search the market and compile possibilities according to your criteria. Use www.UtahRealEstate.com so I can email you listings and view your favorites.
4. Schedule appointments at least 24 hours in advance and tour homes together.
5. Show you available properties for sale, including properties for sale by any real estate company, builders and for sale by owners.
6. Point out the homes strengths and weaknesses which will affect resale value.
7. Help you make an educated decision by doing a CMA, Comparative Market Analysis, on the properties you like.
8. Write and present the Real Estate Purchase Contract. 1% Earnest Money is expected, Homes are sold "As-Is" but contracts are usually contingent upon Inspections, Appraisal and Financing.

THE HOME BUYING PROCESS



9. Negotiate the lowest possible sales price and most favorable terms for you.
10. Manage the Escrow Process including but not limited to: all the legal documents, seller's property condition disclosures, title report, inspections, repairs, appraisal... our Escrow Checklist has over 100 action items on it.
11. Work with your loan officer to meet all loan conditions.
12. Manage the CLOSING process which consists of: Settlement, Funding & Recording.
13. Deliver the keys to you so you can move in and celebrate!
14. Oversee the entire transaction from education to moving in to assure the contract and your best interest are upheld throughout the entire process.
15. Once a client, always a client. Contact me for all your Real Estate needs and questions.

Did you know... when you're buying a home you can get my professional services at no cost to you?

**See the next page
"BUYER RESPONSIBILITIES"**

BUYER'S RESPONSIBILITIES

1. Designate Lewis as your exclusive Real Estate Agent.
2. Obtain a loan prequalification letter and a fee worksheet from your loan officer and learn the details of your loan.
3. Tell Lewis about the homes and neighborhoods that you are interested in. Including; homes listed for sale by other real estate brokerages, for sale by owners, new construction, online, open houses and driving around.
4. Coordinate schedules in advance to see homes.
5. Inform other agents, builders and For Sale By Owners that Lewis is your Realtor.
6. If you are interested in building a new home, coordinate with Lewis before you visit the builder's model home so he can register you.
7. Tell Lewis what you like and don't like about the homes you see.

YOUR TEAM



LEWIS BARTON - REAL ESTATE BROKER

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- RESIDENTIAL & INVESTMENT REAL ESTATE SALES
- REALTOR SINCE 2000, ASSOCIATE BROKER SINCE 2003, PRINCIPLE BROKER SINCE 2012
- DEDICATED PROFESSIONAL WHO IS CARING, KNOWLEDGEABLE AND EXPERIENCED



KIM PETERSON - LICENSED ASSISTANT

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- OFFICE MANAGER
- TRANSACTION COORDINATOR
- LICENSED REAL ESTATE SALES AGENT
- MARKETING, ESCROW AND CLOSING



SECURITY
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RYAN OSTLER - TITLE & ESCROW

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CHOOSING A LENDER



1. Since you'll be discussing important financial information, pick a loan officer that you trust and enjoy working with.
2. When possible meet your loan officer in person.
3. Obtain a Loan Pre-Qualification letter and ask them to email it to both you and me.
4. Ask the loan officer to provide you with a Closing Disclosure and explain it to you. This interaction will help you decide if you like them or not.
5. Discuss required down payment, closing costs, "pre-pays", interest rates, underwriting process, closing time frame, cash required at closing and monthly payments.

Provide the Following Information to your Loan Officer:

- ◇ Last 2 Years W-2's
- ◇ All Pages of last 2 years Tax Returns
- ◇ Social Security card and Driver License
- ◇ One full month's Pay Stubs showing year to date earnings
- ◇ 2 months Bank Statements (all accounts & all pages)
- ◇ 3 months of all Retirement Accounts; 401k, Roth's, Stocks... (all accounts & all pages)
- ◇ If you are not a U.S. citizen, bring a copy of your Resident Alien Card
- ◇ Loans require additional documentation. Please discuss details with your loan officer

FHA vs. CONVENTIONAL



WHICH LOAN IS RIGHT FOR ME?

FHA LOANS

- + 3.5% Minimum Down Payment
- + Easier Qualifications
- + Lower Interest Rates
- + First Time Home Buyers may combine FHA Loans with Down Payment Assistance Programs
- + FHA Loans are Assumable
- + Possible No-Cost Streamline Refinance
- Loan Limits for Single Family Homes; Salt Lake County: \$416,300 and Utah County \$401,350
- Monthly Mortgage Insurance for the life of the loan

CONVENTIONAL LOANS

- 5% Minimum Down Payment required
- + You can Pre-Pay your Mortgage Insurance through closing so you do not pay it monthly
- + You can drop Mortgage Insurance once the bank confirms there is 20% equity in the home. Call me when you think you have 20% equity so I can do a CMA on your home, Comparative Market Analysis, to confirm your Loan to Value Ratio



BUYER'S FINANCIAL RESPONSIBILITIES



LOVE WHERE YOU LIVE

I. DOWN PAYMENT

3.5% FHA Minimum or 5% Conventional Minimum

II. BUYER CLOSING COSTS

APPROXIMATELY 3% OF SALES PRICE:

1% Loan Origination Fee

1% Title Insurance, Closing and Recording Fees

1% Pre-Paid Mortgage Insurance, Interest, Taxes, Home-Owners Insurance, and HOA Fees if applicable.

EXAMPLES OF "SELLER PAID CLOSING COSTS"

EXAMPLE 1 - FULL PRICE OFFER

List Price is: \$300,000

Sales Price: \$308,000

Seller to Pay \$8,000 for Buyer's Closing Costs

Seller Net is: \$300,000

EXAMPLE 2 - SELLER PAYS BUYER'S CLOSING COSTS

List Price is: \$300,000

Sales Price: \$300,000

Seller to Pay \$8,000 for Buyer's Closing Costs

Seller Net is: \$292,000

EXAMPLE 3 - THE COMPROMISE

List Price is: \$300,000

Sales Price: \$304,000

Seller to Pay \$8,000 for Buyer's Closing Costs

Seller Net is: \$196,000

UTAH COUNTY REAL ESTATE STATISTICS



Year	Average # of LISTINGS per month	Average # of SALES per month	Listing to Sales RATIO	Total # of homes SOLD	Average SALES PRICE
2005	3,587	552	15%	6628	\$205,000
2006	3,229	619	19%	7429	\$241,000
2007	4,579	468	10%	5619	\$263,000
2008	4,776	366	8%	4,394	\$252,000
2009	4,221	429	10%	5,149	\$240,000
2010	4,146	393	9%	4,721	\$222,000
2011	3,544	458	13%	5,499	\$206,000
2012	2,399	498	20%	5,975	\$211,000
2013	2,339	555	22%	6,666	\$235,000
2014	2,627	603	23%	7,239	\$249,000
2015	1,984	702	35%	8,427	\$266,000
2016	1,794	739	41%	8,867	\$284,000
2017	1,701	769	45%	9,228	\$306,000
2018	1,924	783	41%	9,398	\$338,000
2019	2,128	888	42%	10,654	\$361,000

FOR ADDITIONAL STATISTICS VISIT MY WEBSITE:

WWW.LEWISBARTON.COM

CLICK ON BUYERS > THEN STATISTICS

NO HYPE HERE, JUST THE FACTS



5 MISTAKES HOME BUYERS MAKE

HOUSE SHOPPING BEFORE PREQUALIFYING

"In many cases, home buyers find the property first and then try to smash the loan into the property." Says Julie Garton author of *All About Mortgages*. "All too often, homebuyers commit to the purchase of a property before they've met with a loan officer to calculate what they can afford. Failing to become "pre-qualified" can lead to disappointment," Garton says. Unless you get your 'reality therapy' before you select a home, you may have to fall out of love with the property you want to buy.

TRYING TO BUY A NEW HOME WITHOUT SELLING YOUR CURRENT HOME FIRST

The temptation to stalk the right trade-up property before you find a buyer for your old place can be overwhelming. After all, you reason, you want to be certain the grass on the other side is truly greener. But unless you sell your current place before trying to buy a new house, you will likely find yourself in a weak buying position. Timing could force you to sell your old home at a discount or lose the chance to buy the move-up property you really want. You should have your present home in market condition, listed with a realtor and under contract with a qualified buyer before you seriously shop for your new home.

TRYING TO BUY AN IMPRACTICAL LIFESTYLE

Real Estate experts emphasize that trying to acquire an unrealistic lifestyle through a home purchase is a huge mistake. "You can try to buy the dream but you have to live with the reality," says Dorcas Helfant, former president of the National Association of Realtors. If you don't have the money or the ability to maintain a pool or a house in the mountain, don't buy it.

USING AN INEXPERIENCED HOME INSPECTOR

Buying a home is a costly proposition so some buyers try to cut corners on the expense of a home inspection. "People say, 'We'll get cousin Fred or Uncle Jake to do the home inspection,'" says Helfant. A well-meaning amateur may be skilled in understanding one or two home systems, but it is unlikely that he will have the breadth of knowledge necessary to evaluate all the systems in a property – as a high-quality professional inspector could. It's far better to invest in a thorough home inspection from an independent source than to rely on the candor of the seller, their agent, or even Uncle Jake. Discovering hidden problems early can allow you to renegotiate the terms or back out if the problems are serious. Helfant points out that "Trying to save money on a home inspection is false economy."

REFUSING TO CONSIDER PURCHASE OF A HOME WITH A DATED DÉCOR

"Sometimes people can't see past the decorating that's been done," says Rhyne, a Prudential agent. The fact is that many people can't see the potential of some fine properties because of old paint, worn carpeting or dated appliances. "People like all-white kitchens. So they walk into a kitchen of a house with harvest gold appliances and then walk right out," she says. Looking beyond the obvious, you could see that the house with the gold appliances may also have spacious bedrooms and fine hardwood floors underneath threadbare carpets. Smart homebuyers know that since so few can see the potential of a house with dated décor, such a diamond in the rough can be a very good deal.

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