

Dickerson & Nieman

Smart
Moves for
Home
Buying

When Dickerson & Nieman plants a sign, things really begin to happen!



Working for You...

When you select Dickerson & Nieman as your real estate broker, not only do you get the resources of the area's #1 and largest real estate company, but you'll also receive the full attention of a true professional real estate agent who will assist you throughout the process of buying a home.

Your D&N agent will answer your questions about financing, available inventory, the offer and contract negotiating process, inspections and contingencies. You can count on the fact that you have selected an agent who will guide you through a positive purchasing experience and who will take you all the way to the successful closing and acquisition of your new home.

Dickerson & Nieman trains their agents to be the best.

We ARE the best in the Rock River Valley, and everyday we will work hard to bring the best possible services to you!

making the difference



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simply the best

Choose the #1 Sign in this area:

We are the area's largest real estate firm

Our five offices, Rockford, Roscoe, Belvidere, Byron and Oregon, closed over 3000 transactions in 2003, totaling over \$400 million in sales volume.

We're independent and locally owned

Each of our offices is locally managed and staffed. We're not part of a national franchise. WE ARE the largest real estate firm in our area and one of the TOP RATED residential real estate firms in the country. We've been serving the real estate needs of Winnebago, Boone and Ogle Counties for over forty years.

We're #1 in area listings and sales volume

We're proud to have a majority of this area's Top Producing and Award Winning agents on our team, keeping Dickerson & Nieman at the forefront of the real estate profession. One out of every five listings or sales has a Dickerson & Nieman agent involved.

We represent you and work with you to meet your goals

Each week Dickerson & Nieman agents at each of our offices actually tour our company's new listings in their area. These tours allow our agents to become familiar with new property listings so they can quickly let you know when a home that may be right for you comes on the market. It's one of the reasons that home buyers come to us and why more homes are purchased through Dickerson & Nieman than any other Realtor in the area.

Dickerson & Nieman is ranked at the top on the internet

















Our nationally recognized internet website is one of the finest and most comprehensive anywhere. You'll have access to the Dickerson & Nieman website where you will be able to view and visit all of the homes for sale in our market regardless of what real estate company has the home listed. That's right! At dickersonnieman.com you can access all of the homes for sale in our area with one simple click!

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As Your Realtor, Here's What You Can Expect






My job is to work with you every step of the way. I'll get the answers to your questions. We'll work together as long as it takes to successfully meet your goals and find that "just right" home. As your buyer's agent, you can count on me to:

-  Carefully listen to your needs.
-  Advise you on the market.
-  Research the entire market for homes that meet your criteria, providing detailed information on each property and working with you to select those you want to see.
-  Arrange showings of properties you are interested in.
-  Assist you in arranging for a mortgage pre-approval with a lender that suits your needs.
-  Advise you with unbiased information on the strengths and weakness of properties and comparable sales information.
-  Provide you with all of the seller's disclosure reports.
-  Disclose all information and facts that I know about the property.
-  If needed, get your current home on the market, wherever it may be! (Even if it's out of our area, using our nationwide relocation services which operate both nationally and internationally.)
-  Prepare an offer to purchase for the home you select.
-  Negotiate on your behalf for the best price, terms and conditions for an acceptable offer.
-  Coordinate contingencies and inspections.
-  Schedule, organize and handle the details for closing.
-  Work with your lender, inspector and attorney.
-  Accompany you on the final walk-through inspection prior to closing.
-  Handle and attend the closing with you ensuring that everything goes smoothly and as planned.

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the buying process

The steps in the process of buying a home

-  Getting a "Pre-Approval" for a mortgage from a reputable lender
-  If Needed, Prepare a Market Analysis of Your Current Home
-  Home Search and Showing Appointments!
-  Contract for Purchase and Sale
-  Analyze Seller's Disclosures
-  Earnest Money
-  Contract Negotiations
-  Work and Co-ordinate With Your Attorney, Lender and Inspector
-  Discuss Contract Contingencies
-  Repairs and Replacements
-  Appraisal
-  Title Work
-  Arrange Utilities and Home Insurance
-  Final Walk Through Inspection
-  Closing and Possession



Remember, it doesn't cost you any more to work with a Dickerson & Nieman agent.

A Real Estate Agent is compensated from the seller's proceeds at closing. Until then, your agent is working at no cost to you.




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Getting the best service and results from your Dickerson & Nieman Realtor

smart buying moves

Your Dickerson & Nieman agent can show you ANY property regardless of whether it is:








-  Listed with another office or agent
-  For Sale by Owner
-  Being represented by a builder only

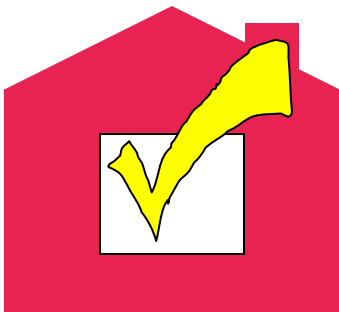
As Your Agent, If I'm Doing My Job Right, I Need You to Be Loyal!

As your agent, I will only be paid if I am the agent that shows you the home you buy, represents you on and negotiates the contract for you, and attends the closing with you.

When you find a home that appeals to you, call me. Whether it's from an open house, an ad in a magazine, from the internet or from driving by a home and seeing a for-sale sign, I need to be the agent that shows you the property, writes the offer and goes to the closing. I will represent you and work hard to successfully accomplish purchasing the home you choose. Please express your likes and dislikes to me when you see a home. Some buyers are hesitant to tell their agent what they really think of a house or their feelings as to how the agent is doing. Remember, I work for you. I need your input on all things including my job performance in order to do the best job for you.

Please, contact ME, not another agent whenever;

-  You have a question about a property.
-  You see a sign on a property which you may be interested in.
-  You see a home at an Open House that interests you.
-  You see a property advertised anywhere – such as a flyer, postcard, newspaper, magazine or on the internet.
-  If you see a property that doesn't have a sign in the yard.
-  If you see a "For Sale by Owner" sign.
-  If you see a home under construction.






Remember, in the Real Estate business, if you arrange for a showing with an agent other than your Dickerson & Nieman agent, your Dickerson & Nieman agent will NOT be able to represent you or help you purchase that home.

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**Dickerson
& Nieman**
REALTORS

Remember, When you go to an “Open House” without your agent:

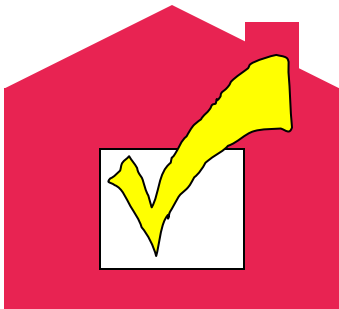
-  Let your agent know you are going to be visiting Open Houses.
-  Tell the person holding the Open House the name of your agent and hand the agent hosting the Open House your agent’s business card.
-  If you like the home you see at an open house, call your agent immediately to let them know that you have found a home that you would like more information on, or that you want to go back to see again.

Make sure that your Realtor is totally and fully aware of your home buying goals, expectations, financial budget, time line and the type of home and area you want to live in.

If you are interested in having a home built:

-  Your Dickerson & Nieman agent is knowledgeable of the quality and reputation of builders and can provide guidance when selecting a builder.
-  Your agent will make the initial contact for you, set up a meeting with the builder(s), and represent you throughout the process.
-  If you talk with a builder, be certain to tell them you are working with a Dickerson & Nieman agent.

Making a successful offer to purchase a home involves more than just price. There are many details and contingencies in the contract which can make – or break – a deal. Your Realtor will walk you through the process, and be able to advise you, to help you make an intelligent offer that is in your best interest.



The right move is a move with Dickerson & Nieman Realtors. By choosing the #1 REALTOR® you have confidence that you are being represented by an agent and organization that is simply the best.

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Your mortgage

Monthly Principal and Interest Payment Calculator For a 15 Year Mortgage

Loan Amount	Interest Rate									
	4.000%	4.500%	5.000%	5.500%	6.000%	6.500%	7.000%	7.500%	8.000%	8.500%
\$30,000.00	222	229	237	245	253	261	270	278	287	295
\$35,000.00	259	268	277	286	295	305	315	324	334	345
\$40,000.00	296	306	316	327	338	348	360	371	382	394
\$45,000.00	333	344	356	368	380	392	404	417	430	443
\$50,000.00	370	382	395	409	422	436	449	464	478	492
\$55,000.00	407	421	435	449	464	479	494	510	526	542
\$60,000.00	444	459	474	490	506	523	539	556	573	591
\$65,000.00	481	497	514	531	549	566	584	603	621	640
\$70,000.00	518	535	554	572	591	610	629	649	669	689
\$75,000.00	555	574	593	613	633	653	674	695	717	739
\$80,000.00	592	612	633	654	675	697	719	742	764	788
\$85,000.00	629	650	672	695	717	740	764	788	812	837
\$90,000.00	666	688	712	735	759	784	809	834	860	886
\$95,000.00	703	727	751	776	802	828	854	881	908	935
\$100,000.00	740	765	791	817	844	871	899	927	956	985
\$105,000.00	777	803	830	858	886	915	944	973	1,003	1,034
\$110,000.00	814	841	870	899	928	958	989	1,020	1,051	1,083
\$120,000.00	888	918	949	980	1,013	1,045	1,079	1,112	1,147	1,182
\$130,000.00	962	994	1,028	1,062	1,097	1,132	1,168	1,205	1,242	1,280
\$140,000.00	1,036	1,071	1,107	1,144	1,181	1,220	1,258	1,298	1,338	1,379
\$150,000.00	1,110	1,147	1,186	1,226	1,266	1,307	1,348	1,391	1,433	1,477
\$160,000.00	1,183	1,224	1,265	1,307	1,350	1,394	1,438	1,483	1,529	1,576
\$170,000.00	1,257	1,300	1,344	1,389	1,435	1,481	1,528	1,576	1,625	1,674
\$180,000.00	1,331	1,377	1,423	1,471	1,519	1,568	1,618	1,669	1,720	1,772
\$190,000.00	1,405	1,453	1,503	1,552	1,603	1,655	1,708	1,761	1,816	1,871
\$200,000.00	1,479	1,530	1,582	1,634	1,688	1,742	1,798	1,854	1,911	1,969

Information provided by:



To figure PITI (Principal, Interest, Taxes, Insurance) add the total annual real estate tax and the annual home insurance cost plus annual Private Mortgage Insurance cost (if any), divide by 12 for the monthly cost, and add to the monthly Principal and Interest above.

Check with your Dickerson & Nieman agent and your lender for other options.

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Your mortgage

Monthly Principal and Interest Payment Calculator For a 30 Year Mortgage

Loan Amount	Interest Rate									
	4.000%	4.500%	5.000%	5.500%	6.000%	6.500%	7.000%	7.500%	8.000%	8.500%
\$30,000.00	143	152	161	170	180	190	200	210	220	231
\$35,000.00	167	177	188	199	210	221	233	245	257	269
\$40,000.00	191	203	215	227	240	253	266	280	294	308
\$45,000.00	215	228	242	256	270	284	299	315	330	346
\$50,000.00	239	253	268	284	300	316	333	350	367	384
\$55,000.00	263	279	295	312	330	348	366	385	404	423
\$60,000.00	286	304	322	341	360	379	399	420	440	461
\$65,000.00	310	329	349	369	390	411	432	454	477	500
\$70,000.00	334	355	376	397	420	442	466	489	514	538
\$75,000.00	358	380	403	426	450	474	499	524	550	577
\$80,000.00	382	405	429	454	480	506	532	559	587	615
\$85,000.00	406	431	456	483	510	537	566	594	624	654
\$90,000.00	430	456	483	511	540	569	599	629	660	692
\$95,000.00	454	481	510	539	570	600	632	664	697	730
\$100,000.00	477	507	537	568	600	632	665	699	734	769
\$105,000.00	501	532	564	596	630	664	699	734	770	807
\$110,000.00	525	557	591	625	660	695	732	769	807	846
\$120,000.00	573	608	644	681	719	758	798	839	881	923
\$130,000.00	621	659	698	738	779	822	865	909	954	1,000
\$140,000.00	668	709	752	795	839	885	931	979	1,027	1,076
\$150,000.00	716	760	805	852	899	948	998	1,049	1,101	1,153
\$160,000.00	764	811	859	908	959	1,011	1,064	1,119	1,174	1,230
\$170,000.00	812	861	913	965	1,019	1,075	1,131	1,189	1,247	1,307
\$180,000.00	859	912	966	1,022	1,079	1,138	1,198	1,259	1,321	1,384
\$190,000.00	907	963	1,020	1,079	1,139	1,201	1,264	1,329	1,394	1,461
\$200,000.00	955	1,013	1,074	1,136	1,199	1,264	1,331	1,398	1,468	1,538

Information provided by:



To figure PITI (Principal, Interest, Taxes, Insurance) add the total annual real estate tax and the annual home insurance cost plus annual Private Mortgage Insurance cost (if any), divide by 12 for the monthly cost, and add to the monthly Principal and Interest above.

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Suggested items to bring with you when you meet with a lender to start your mortgage loan application process.

Paycheck Stubs

Covering the past 30 days. Must be typed or computer-generated; include your name, social security number, year-to-date earnings and employer's name.

W-2 Forms

From all employers for the past 2 years.

Signed Federal Tax Returns

For the past 2 years. Include all additional supporting schedules if you are:

- a. Depending on income from bonuses, commissions, alimony, rental properties, interest, etc., or
- b. Self-employed. (Personal and corporate returns, plus current P&L are required.)

Retirement, Social Security, Alimony

Copies of award letters, checks or court support ledgers are acceptable proof of income.

Bank Statements

Past 3 months' original statements from each bank where you have an account.

Stocks and Bonds

Proof of ownership and value.

List of all Creditors

Addresses, account numbers, monthly payments, and balances owing.

Verification of Current Mortgage or Rent Payment History

Cancelled checks for last 12 months, or last year-end account statement plus cancelled checks for elapsed months since statement was issued.

Divorce Decree(s)

Legible copies

Purchase Contract for Your New Home, when accepted

Signed copy of contract with copy of earnest money check.

Fees

A check to your lender to cover the cost of your application which includes the appraisal and credit report.

What price range

How much house can you afford? What would the estimated monthly payment be?

This guide will help you estimate how much you can afford to pay for a home. Using the chart on the left, will help you calculate your monthly principal and interest payments for both fixed and adjustable rate loans for various interest rates over 15 and 30 year terms.

FACTORS PER \$1,000		
Interest Rate	Term 15 Yrs	Term 30 Yrs
4	7.40	4.77
4.25	7.52	4.92
4.5	7.65	5.07
4.75	7.78	5.22
5	7.91	5.37
5.25	8.04	5.52
5.5	8.27	5.68
5.75	8.30	5.84
6	8.44	6.00
6.25	8.57	6.16
6.5	8.71	6.32
6.75	8.85	6.48
7	8.99	6.65
7.25	9.13	6.82
7.5	9.27	6.99
7.75	9.41	7.16
8	9.56	7.34
8.25	9.70	7.51
8.5	9.85	7.69
8.75	9.99	7.87
9	10.14	8.05
9.25	10.29	8.23
9.5	10.44	8.41
9.75	10.59	8.59
10	10.75	8.77
10.25	10.90	8.96
10.5	11.05	9.15
10.75	11.21	9.33
11	11.36	9.52
11.25	11.52	9.71
11.5	11.68	9.90
11.75	11.84	10.09

A. Gross Annual Income \$ _____
Before Taxes

B. Gross Monthly Income \$ _____
Line A divided by 12

C. Monthly Allowable Housing Expense and Long-Term Obligations \$ _____
Line B multiplied by .36 (36% of gross monthly income is usually allocated for principal, interest, taxes, insurance, and monthly long-term obligations.)

D. Monthly Allowable Housing Expense \$ _____
Line C minus long-term obligations OR line B multiplied by .28, whichever is less

E. Monthly Principal and Interest \$ _____
Line D multiplied by .80 (80% is the amount of the monthly allowable housing expense usually allocated to principal and interest payment only, excluding taxes and insurance.)

F. Estimated Mortgage Amount..... \$ _____
Line E divided by the appropriate factor from the interest rate chart on left, and multiplied by 1,000 (example: 6.25% interest for 30 years = 6.16 factor)

G. Estimated Affordable Price Range \$ _____
Line F divided by .80, .90, .95, .97 depending on down payment (example: use .95 for 5% down payment)

To figure an estimated payment start by finding the appropriate interest rate from chart at left, then look across to the column indicating the desired term of the loan. That number is the interest rate factor. To calculate your principal and interest payment, multiply the interest rate factor by the total loan amount in 1,000's. This is a calculation of principal and interest only. It does not include property taxes, insurance, association dues, or other charges.

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Representing You

In Illinois there are three types of agents:

Designated Agent of the Listing Broker is a Seller's Agent.

Designated Agents of the Buyer's Broker are agents of the buyer even though they may be compensated by the Seller at closing.

An Agent may be a Dual Agent, representing both Seller and Buyer, acting as agent of both only upon written disclosure and with the consent of both Buyer and Seller.

Your Dickerson & Nieman agent is a real estate professional

...and as such cannot act as attorney, tax advisor, surveyor, structural engineer, home inspector, environmental consultant, architect, contractor or other professional service provider. Other professional service providers are available to render advice or services to the buyer, if desired, at buyer's expense.

Thank You

*For choosing
Dickerson & Nieman Realtors!*



It is unlawful to discriminate against any person because of race, color, sex, religion, disability, national origin, ancestry, marital or familial status.

REALTOR®, REALTORS® AND REALTOR-ASSOCIATE® are registered collective membership marks that identify and may be used only by real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and subscribe to its strict code of ethics.

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thank you

Assisting you in the purchase of your new home is a responsibility that I take very seriously. Thank you for placing your trust in me to help you through the process.

My experience tells me that home buyers want and deserve an agent who is professional, ethical, trustworthy and knowledgeable. I strive and work hard each and every day, to be this type of agent. My goal is to meet and exceed your expectations.

I welcome the opportunity to serve you. I want you to contact me with any questions you may have, should they arise now, during the home search process, after the purchase offer has been accepted through the closing process and most importantly even after the closing. My goal is to be your “Realtor for Life.”

As you can tell, I am very proud of our company and all that we have accomplished. As you spend time reviewing this material, I along with all of the agents and staff at Dickerson & Nieman, hope that you will appreciate the importance that we place on the opportunity to represent you as our client.

Thank you for choosing us.

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