

# **When Dreaming of a Home Dream of Jeanne!**



## **Introduction**

“Are you tired of making someone else’s mortgage payment?”

“Do you need something bigger?”

“Will you go another year with little or no tax write-offs?”

“Does your home seem larger than it used to?”

“Is there a change in your family status?”

“Would you like to build equity in your financial future?”

“Why should I work with a REALTOR<sup>®</sup>?”

*You need to know the facts.*

**Continue reading  
to find out the facts  
about owning a home  
and how it will become a  
reality, not just a dream!**

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## Introduction

First, Are You *READY* To Buy?

### Four Big Questions

If you answer yes to the following questions, you are probably ready to buy a home:

1. *Have you been to a mortgage lender?*

Buyers who have been approved or pre-approved before writing a purchase agreement have more negotiating power than those that don't.

2. *Do you have a home to sell?*

There are steps that we can take now to prepare your home to sell as we look for your new home. This will help the transition to go smoothly.

3. *Do you have money saved up for a down payment and closing costs?*

Many home buyers think that a down payment of 10 percent is needed. It's not. Many loans exist today that allow buyers to put little or no money down on the purchase of a home. So don't give up just because you can't come up with a 10 percent down payment.

4. *Do you want to move into your new home soon?*

### Golden Nugget

In real estate, the motto is...  
**IF YOU SNOOZE...YOU LOSE!**

The finer right-priced properties do not last!  
When looking for a home, remember that  
Tuesdays, Wednesdays, and Thursdays are best!

Weekends are worst! Most buyers look for homes on the weekends.  
This is the time you will most likely find yourself in multiple-offer situations  
competing with other buyers, and when you compete,  
you'll always pay more to get the house!

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### ONE-STOP HOME SHOPPING

We offer you *One-Stop Home Shopping*. Simply tell us what you want.

We can show you any property in north central Indiana, anywhere, anytime!

We can sell your current property too!

We cover all of the possibilities so that you can make the best choice.  
You don't have to play "phone tag" with different REALTORS® or builders.

**The Jeanne Scott Dream Team takes care of everything for you.**

- Are you looking for a resale anywhere?
- Is your preference Dream construction anywhere, by any builder?
- Did you see a yard sign somewhere?
- Was the home you saw listed for sale by another company or builder?
- Was the sign a For Sale By Owner?
- Did you see an ad in the paper, in a magazine, or on TV? Was the ad on a billboard, on a park bench, or did you hear it on the radio?
- Did you find something that appealed to you on the Internet?
- Do you want to sell or buy in another geographic area?

It would be our pleasure to refer you to a reputable REALTOR anywhere in the U.S.A. to either buy or sell a property. We have built a very efficient national referral network. Just ASK us!

#### REMEMBER:

Always call The Jeanne Scott Dream Team. "We are here to help!"  
SHOP HERE FOR ALL OF YOUR REAL ESTATE NEEDS.