

JEFFERSON WEST

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ISSUE NO 1



REAL ESTATE

HOW TO BUY
A PROPERTY IN
45 DAYS

FINANCING

THINK LIKE
A LENDER

JWRE

A FAMILY-OWNED
BROKERAGE

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D.S.G.H

Keep it in the family



**CREATIVE.
SERVICE-DRIVEN.
EXPERIENCED.**

KNOW-ING OUR CLIENTS

Jefferson West Real Estate is a family-owned brokerage founded on the idea of bringing a creative, hospitality-centric approach to the real estate industry. Jefferson West Real Estate is a team of full-service experts servicing clients across the Nashville Metropolitan area. Jefferson West Real Estate provides the highest quality of service to clients by locating real estate that compliments their lifestyle & investment portfolios. As Nashville natives, we are skilled at providing an educated & tailored approach to your real estate experience. With an extensive network of industry professionals, we are a one-stop-shop for buying, selling, flipping, and managing real estate.

Grounded in family values, we are dedicated to exceeding expectations for clients. Turning clients into life-long friends +family.

OUR PROMISE

At Jefferson West, we promise to be your unwavering partner in navigating the real estate journey with grit, savvy, and commitment to family values. With determination as our foundation, we tackle every challenge head-on, ensuring no obstacle is too daunting to overcome. Our expertise & resourcefulness empower us to make informed decisions, deliver unparalleled results, and secure the best real estate opportunities for you. Yet, amidst our tenacity, we never lose sight of what truly matters: family. We understand that every transaction is not just about the property; it's about creating homes where cherished memories are made, and legacies are built. With JW, you're not just a client; you are family, and we're dedicated to guiding you every step of the way, with integrity, diligence, and unwavering commitment of a trusted family member.

JANICE FRIERSON

Co-Founder + Affiliate Broker



Janice is a native Nashvillian with over 15 years of experience and has sold more than \$14 million in residential assets. After a bad experience purchasing her first home, Janice was determined to provide a level of service and knowledge she felt was missing to future clients.

Janice's attention to detail & knowledge of Nashville and its surrounding areas makes her a valuable asset to clients. Her negotiation and interpersonal skills faithfully demonstrate how experience drives results in the real estate industry. In addition to her work at Jefferson West, Janice is a dedicated wife, mother, and family member.

JOHN FRIERSON

Field Operations



John Frierson comes to JWRE with more than 20+ years of experience as a contractor, where he owned & operated his own company. John oversees all the Vendor/Contractor Relations, in addition to overseeing all preventative maintenance for the properties under management. Currently oversees 55+ properties.

He has a professional work ethic above no other and believes in “doing more than required” to complete his tasks. John is a retired military veteran where he served in the United States Army and United States Marine Corps and we appreciate his dedicated service.

JONATHAN DOBSON

Co-founder- + Principal Broker



A native of Nashville, Tennessee, Jonathan Dobson attended Radnor Baptist Academy. He went on to attend The University of Tennessee, Knoxville, and earned a degree in Service Management. During that time, Jonathan was also a business management intern for Walgreens, which ignited an affinity for the retail industry. After undergrad, he returned to Nashville and furthered his education at Trevecca Nazarene University obtaining a Masters of Business Administration with a concentration in Project Management.

Jonathan Dobson is the Broker/Owner of Jefferson West Real Estate, where he specializes in property management, residential and commercial sales under \$10 million. Since entering the industry in fall 2013, Jonathan has taken the market by storm by selling over \$50million in residential & commercial sales. Jonathan's niche in land acquisitions and property management in the Middle Tennessee area has allowed him to be a valuable asset to his clients and the Nashville community. Jonathan's real estate career includes First Preston HT, VILLAGE, Metropolitan Development Housing Agency, and Century 21 Charlton Realty.

OUR SERVICES



RESIDENTIAL BUYERS+SELLERS

Buying & selling real estate is often viewed as an overwhelming process. With knowledge, expertise & technology solutions, we develop strategic approaches tailored to make your wants and needs a tangible reality.

PROPERTY MANAGEMENT SINGLE & MULTI-FAMILY

Jefferson West Real Estate handles it all. From screening tenants to record keeping-and-transaction coordination to maintaining maintenance on the asset. We take the stress and time commitment that come with investment properties off the hands of clients and prioritize maximizing profit.

COMMERCIAL UP TO \$15M

Our team specializes in helping businesses find their home. Whether you are searching for an established location for your business or looking to purchase commercial land to lay your roots, Jefferson West Real Estate has the experience to assist you with the detailed process.

PROJECT MANAGEMENT RESIDENTIAL

If you're sick and tired of dealing with contractors, just hire us to get your project to the finish line on budget.

HOMEBUYING 101

The journey to homeownership is not easy, but well worth it. If you stay focused and disciplined on your goal, you will definitely achieve success.

This guide is designed to help make the real estate process as seamless as possible. In this guide, you will learn about loans, credit, income requirements, how to choose a realtor/broker, and what to look for when purchasing property.



WHAT'S YOUR BUDGET

Start with Your Expenses

1. Before you seek out a realtor/lender, create an MS Excel sheet to take a look at your current bills.
2. Lenders utilize a Debt-to-Income Ratio to determine your TRUE purchase power.
3. This means take a look at how much you make relative to how much you owe,
4. 36% is a good guideline to use as a starting base.



Debt-to Income Ratio (DTI)

**Example: Income = \$75,000/yr.
Debt = \$20,000**

$$\frac{\text{Tot. Monthly Debt Payments}}{\text{Gross Monthly Income}} \times 100$$

In this case your DTI Ratio would be 27%. The lower your DTI, the greater your purchasing power.

DTI CONTINUED

It's very important to consider how much you feel you can afford in a mortgage payment. Your loan is based on your pretax income. Lenders aren't looking at what you make after taxes, so keep in mind after Pre-Approval.

I recommend not using the max amount of Pre-Approval. It will help you in the long run and you won't be surprised by a large mortgage payment every month.



CREDIT

Determines Your Interest Rate

- The higher your interest rate, the higher your monthly mortgage payment.
- You can get approved for some programs with as low as a 560-600 score.
- Though you may be able to get approved, you may want to speak with someone to improve your score in order to lower your monthly mortgage payment.



CREDIT SCORE RANGE

DOCUMENTS NEEDED

Below are a List of Documents a Lender Will Ask For

- Social Security Number
- W2's from the Previous 2 Years
- 4 to 6 Recent, Consecutive Paystubs
- Summary of Employment History
- Banks Statements (3-4 Months)
- Creditor Information: Loans, Credit Cards, etc
- Record of Assets: 401k, IRA, Gifts, etc

It's highly recommended that you gather all these pertinent documents in advance to be well prepared for your first meeting or interaction with your lender.

CHOOSING A LENDER

Traditional Lender vs. Mortgage Broker

- Traditional Lenders actually lend you the money needed for the purchase of your home. A lot of times, this is referred to as “In House” money.
- A Mortgage Broker helps to find different loan options available for your situation.
- Banks and other Financial Institutions can sometimes act as both, so make sure you ask the RIGHT questions as it pertains to your loan.

CHOOSING A LENDER

Types of Loans

There are many different types of loans available, so let's start with the basics.

- **Fixed Rate Loan:** This is a standard loan usually with repayment terms of 15,20,30 or 40 years. Payments remain the same and your interest rate is fixed for the length of the term no matter what the market does.
- **Adjustable Rate Loan (ARM):** These are also known as variable-rate loans. They tend to have better upfront terms, but you risk having a change to your payment in the future due to market conditions.
- **CONVENTIONAL:** Loans generally not secured or backed by government entities, though they may still be sponsored by Fannie Mae or Freddie Mac.
- **FHA:** Backed by the federal Housing Administration and generally offer lower entry level terms for first-time home buyers with little downpayment.
- **VA:** Similar to FHA loans, but only available to qualified veterans or their spouses.

CLOSING COSTS

All the fees listed on the last page are usually included as part of your closing costs, or all the fees wrapped into one lump sum.

TIP:

A good rule of thumb is 3% of the total purchase price.

Example: If you are purchasing a \$300,000 home, you can likely expect to pay roughly \$9,000 in closing costs.

Please keep this in mind when making offers and speak to your agent about how to potentially negotiate some of these to be paid by the seller (if possible).

PRE APPROVAL VS. PRE-QUALIFICATION

- **Pre-Qualification:** This is just the opinion of the bank that you'll be able to obtain financing. No verifications of employment, credit, etc. have been made, so formal approval has not yet been issued.
- **Pre-Approval:** This means your loan application has been fully assessed and that you've been approved for a loan up to a specific amount. It's best to go ahead and get this before looking for homes so you don't get disappointed or lose out in a competitive market.

MAKING AN OFFER

Time for Negotiation

- As an agent, it is my fiduciary duty to negotiate for you and advise you, and represent your interests
- Many factors go into making an offer: market forces, total buyer capital, quality of the home, and much more
- Speak with me or your agent about the market you're in and discuss potential offers in advance or strategies that will provide advantage for you.
- Once the offer is made, if the seller accepts it becomes legally binding contract **EVEN IF**, Trust Money has not been received by the Seller, Real Estate Company, and/or Title Company.

MAKING AN OFFER

What Is Negotiated?

- Purchase Price
- Closing Date
- Possession Date
- Inclusions (What will stay and what will not stay)

Generally, in a hot market the seller will have more power due to competition. You'll want to be aggressive in your offers to have the best chance of getting an accepted contract.

In a neutral market, buyers and sellers negotiate on these topics back and forth. Speak with me or agent about their thoughts on your current market.

AFTER ACCEPTANCE

Moving Forward

1. **Trust Money:** This acts as a security deposit on the home that will go towards the final Purchase Price ONCE all contingencies have been lifted.
2. **Home & Termite Inspection / Property Survey:** You'll want to have your potential home inspected to ensure you know any potential hazards or issues.
3. **Property Appraisal:** Formal appraisal let your lender know they are loaning the right amount and that the property is worth the loan.
4. **Financing Contingency:** Make sure to keep saving and don't make any big purchases before you close.

CLOSING

Now that the offer has been accepted you have a few hurdles:

- You will need to obtain a Homeowner's Insurance Policy and provide that to your lender.
- Review the Closing Disclosures with your agent and lender no later than 3 days before closing so you know how much you're paying at closing.
- Conduct a final walkthrough a couple days before you close checking for any new issues and that everything negotiated is still on site.

DON'T SELL GRANDMA'S HOUSE

Often times we are burden with the task of selling our parent's or grandmother's home because we are unable to keep up the preventative maintenance to maintain it's value. I've provided a solution by providing organizations that will help with those preventative renovations. Here are a list of organizations that you help in a plethora of ways:

Organizations

Rebuilding Together Nashville | (615) 297-3955 | www.rtnashville.org

Home Repair Program - Restores, rebuilds, and performs essential repairs at homes of area residents.

Tennessee Housing Development Agency | (615) 255-1010 | www.thda.org

Emergency Repair Program - To correct, repair, or replace an essential system and/or critical structural problem for low-income homeowners who are elderly (60+) or disabled. This is not a comprehensive home renovation program; the aim is to stabilize the homeowner's residence by making essential repairs to make the home more livable.

TN Valley Authority | 1-888-986-7262 | energyright.com/residential/home-uplift/

Home Uplift Program - Provides an average of \$10,000 in free home energy upgrades to income-eligible customers. New or repaired HVAC units, attic and wall insulation, appliances, electric water heaters

The Housing Fund | (615) 780-7000

Loans to help homeowners repair and improve their homes to maintain value, add value, or make a home safer and more accessible.

Metropolitan Development Housing Agency | (615) 252-8500 | nashville-mdha.org

Weatherization Assistance Program helps low-income households create a more comfortable energy-efficient home. Some weatherization items include insulation of attics, walls or floors, caulking, and weather-stripping.

Westminster Home Connection + FiftyForward | (615) 743-3416

We provide much needed home repairs and mobility modifications to empower older adults and those with disabilities to age in place more safely and with the dignity all of us deserve.

SOCIAL MEDIA

Stay connected with us!

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Jefferson West Real Estate

