



The Marquez Group

TMG

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THE BUYER GUIDE



**PRESENTED BY:
THE MARQUEZ GROUP**

BROKERED BY CO-RE GROUP LLC



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EVERYTHING
YOU NEED TO
KNOW AS WE
BEGIN THE
HOME BUYING
JOURNEY..

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WELCOME.

TO US, A HOME IS MORE THAN JUST A HOUSE.
IT'S THE HEART OF YOUR FAMILY. YOUR CHERISHED
GATHERING PLACE. YOUR OWN PERSONAL HAVEN.

Buying your home with us means you benefit not only from expert knowledge and the latest technology, but the kind of good, old-fashioned customer service and personal attention that has earned us an outstanding reputation and loyal client base.

Your home purchase is both your priority and ours, and we want to encourage and equip you along the way, every step of the way.

Use the reference pages and explanations within this guide as a go-to resource for your home-buying journey. As you move forward, know that we are here to offer our full expertise and all the resources at our disposal to achieve the results you are expecting.

Exceeding your goals through excellent service and effective solutions is our mission. Earning your business is our privilege. We are delighted to be a part of this major milestone in your life.



Vanessa & Ricky Marquez

THE MARQUEZ GROUP

WHY US?

WE SERVE WITH PASSION + EFFICIENCY

We give generously of our time, resources and energy to each client, and want our passion for homes and client services to be contagious. Our service is based on old-fashioned ideals, but fueled by new technology and fresh market perspective. When roadblocks arise, we think outside of the box, utilizing all resources, tools and information necessary to create the right solutions.



WE THINK WITH STRATEGY + EXPERTISE

We take a consultative approach to the purchase of your home that is about far more than checking boxes or merely closing the deal. The application of expert knowledge and guidance is key for transaction success, and we are proud to combine marketing savvy with real estate know-how to achieve results in the time frames that matter.

KIND

Vanessa was invaluable to my wife and I as we searched for our dream home. She showed great patience over two long years. We never felt rushed or pressured. In fact, Vanessa often guided us away from a quick commission for herself so we could get the perfect home. She listened well and guided us to a builder we trust. We moved in this week and could not be happier.

Thank you, Vanessa

WORDS





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OUR STORY

VANESSA & RICKY MARQUEZ | OWNERS OF TMG

The Marquez Group



As a real estate team, we bring a refined approach to the market in the Colorado Springs area. Our sincere, approachable, and enthusiastic attitude sets us apart from the rest and attracts clients who appreciate a high level of personal service.

For us, real estate is about building long-term connections and providing genuine, personalized service. Our goal is to not only define our market but to also create a career that brings us joy, makes a lasting impact on others, and provides generational opportunity. We stay ahead of the curve by embracing fresh growth and modern solutions, and our focus on honesty and expertise ensures our clients receive the best possible service. We love educating others on how real estate can build wealth and benefit them.

Vanessa was born and raised in a small town in Germany and moved to the United States when her father was relocated with the Army in 2004. Over the next 10 years she would move several times before finding her love for Colorado. She earned her Finance degree from the University of Central Florida and made a great impact in Corporate America before hanging up her corporate hat to become a full time REALTOR® in 2015.

Ricky was born and raised in Oxnard, CA but spent his teen years in Phoenix, AZ. After joining and serving in the Army he served ten years in the Law Enforcement field before leaving the Colorado Springs Police Department to pursue his real estate career full time with his wife Vanessa.

When Vanessa & Ricky are not helping their clients, they enjoy spending time with their three kids. They have strong ties to the first responder & veteran community and try to help in any way they can. Vanessa, Ricky and their family enjoy a simple lifestyle and find joy in things like going on a hike, having pizza night or having friends over for game night.

ADVANTAGES OF WORKING WITH A REALTOR®

It is difficult to argue with all of the quality traits experienced real estate sales representatives bring to the table: seasoned negotiating skills, a rich understanding of the local housing landscape, expert knowledge, and in-depth advice for home sellers on how to approach the process.

As licensed Realtors®, we hold ourselves to a higher level of ideals and follow a meticulous Code of Ethics and Standards of Practice. We are members of the National Association of Realtors (NAR) and our regional association.



01

MARKET EXPERTISE

Whether it's detailed sales data, new neighborhoods, or quirks you don't see in listing photos, we are your market experts.

TRANSACTION MANAGEMENT

From mutual acceptance also known as "going under contract" to closing day, you can rest assured we are managing each milestone and ensuring deadlines are met.

02

03

REFERRAL NETWORKS

We know the best lenders, inspectors, and other professionals in our area who have a hand in the transaction.

TRUSTED REPRESENTATION

We advocate for your best interests, from the home search to closing, with relentless loyalty and confidentiality.

04

YOUR QUICK GUIDE TO AGENCY TERMS

LISTING AGENT

A listing agent's role is to work on the behalf of the seller to promote the interests of the seller with the highest good faith, statutory duty, and loyalty. The listing, or sellers, agent must disclose all adverse material facts about a property. A separate written listing agreement is required, which sets forth the duties and of the brokerage, agents and sellers.

BUYER'S AGENT

A buyer's agent works solely on behalf of the buyer to promote the interests of the buyer with the highest good faith, statutory duty, and loyalty. The agent negotiates on behalf of, and acts as an advocate for, the buyer. A separate written buyer agency agreement is required which sets forth the duties and obligations of the sales representative and the buyer.

BENEFITS OF HOME OWNERSHIP



A HOME IS LIKELY THE MOST SIGNIFICANT
PURCHASE YOU WILL EVER MAKE.

While no scientific formula can tell you when you're
ready to buy, you should take stock of your financial
situation as well as your personal lifestyle.

There are a number of advantages to home ownership in
general, both tangible and intangible, for your
consideration as the buyer.



INVESTMENT

Every payment you make on your mortgage puts you one step closer to acquiring a major possession. Every improvement you make to your property not only enhances your way of life, but also adds value to your home.

PROTECTION FROM INFLATION

Once you purchase a home, the bulk of your housing costs are not exposed to inflation. That means your only housing expenses that will rise over time with inflation are property taxes, homeowners insurance and maintenance costs.

EQUITY & SATISFACTION

Because a home increases in value even as you are paying down your loan, most buyers effortlessly build equity. Equity creates wealth and helps you accomplish many financial goals, such as paying for retirement and funding a child's education. For many people, home ownership simply makes life more enjoyable, whether it's the pride that comes from maintaining your home or the knowledge that your children will grow up in the neighborhood of your choice.

KIND WORDS

We were so fortunate to have Vanessa & Ricky Marquez as our real estate agents. From the very beginning until the day we closed on our home, they provided exceptional and outstanding service. In addition to their competence and professionalism, they are such wonderful people, who are fun to be around and have as friends. I highly recommend to anyone in the market for a new home, to have Vanessa & Ricky on their team.

LINDA WALZEM, CLIENT

MORTGAGE QUALIFICATION

YOU MAY BE TAKING OUT ALL CASH FOR YOUR NEW HOME. BUT IF NOT, THEN YOU WILL BE TAKING OUT A MORTGAGE AND SHOULD BE ADVISED OF THE QUALIFICATION REQUIREMENTS AND PROCESS. HERE ARE SOME ASPECTS TO CONSIDER.



INVESTMENT

History of employment, stability of income, potential for future earning, education, vocational training and background, and any secondary income, such as bonuses, commissions, child support, etc.

CREDIT REPORT

History of debt repayment, total outstanding debt, and available credit.

ASSETS

Cash on hand, other liquid assets such as savings, checking, CDs, stocks, and so forth.

MORTGAGE PAYMENT

PROPERTY TAXES

Taxes paid to a local government, usually a percentage of your property value. Your lender generally collects the taxes through your monthly payments and pays them directly to the local government. The amount of tax will vary depending on where you live and the type of property you own.

PRIVATE MORTGAGE INSURANCE

An insurance policy of down payments of less than 20% of the home price, which helps mortgage lenders recover some losses if a borrower fails to fully repay.

PRINCIPAL

The amount of money borrowed. Each month a portion of the principal is paid back. Over time, interest becomes a smaller portion of the monthly mortgage payment, and more of the payment goes toward reducing the principal owed.

INTEREST

The cost of borrowing money, usually expressed as an annual percentage of the loan amount. Principal and interest are amortized over a period of years, typically for 15 or 30 years.

COSTS TO CONSIDER

AS A BUYER, YOU ARE REQUIRED TO PAY A FEW CASH/OUT OF POCKET EXPENSES UP FRONT. WE CAN READILY PROVIDE YOU WITH DETAILS ON THE EXACT AMOUNTS OF EACH EXPENSE, WHICH WILL VARY DEPENDING ON THE TRANSACTION. WHEN YOU ARE READY TO MAKE AN OFFER ON A HOME, THESE ARE THE INITIAL EXPENSES TO BE PREPARED FOR.



01

INITIAL OUT-OF-POCKET EXPENSES

EARNEST MONEY

This is your cash up front to show good faith that you plan on proceeding with the contract and abide by deadlines. In our market, earnest money deposits are commonly around 1%.

HOME INSPECTION

You should always exercise your option to have the physical condition of the property inspected. A general home inspection will cost you between \$400 and \$800 depending on how many add on services you request.

APPRAISAL

The exact amount is dependent on your loan type. Ask your lender if this fee is paid at closing.



DOWN PAYMENT

02

Depending on the type and terms of your loan, your down payment may be anywhere between 0% for a VA Loan and 3% and 20% of the home's sale price for other loan types. Many buyers believe that "bigger is better" when it comes to down payments. In many cases, this may be true.

However, the financial breakdown will differ from case to case. A bigger down payment means smaller monthly payments and lowers interest expense for as long as you remain with a mortgage. A smaller down payment, on the other hand, may allow you to keep extra cash liquid and available for an emergency.

03

CLOSING COSTS

In addition to the down payment on your home, you will be required to pay fees for loan processing and other closing costs. These fees must be paid in full in cash at the time of the final settlement, unless you can include these in your financing.

Typically home buyers will pay between about 1.5-3% percent of the purchase price of their home in closing fees. In some instances, buyers can negotiate that the seller pay all, or a portion of, closing costs; this is part of the offer and negotiation period. That said, here are some of the fees that make up closing costs.



PROPERTY TAXES

This amount must be calculated to determine how much the buyer and seller must pay for the prorated portions of the tax year.



POINTS

This amount is charged to reduce the interest rate through the life of the loan.

INTEREST

The lender's title insurance policy is paid for by buyer at closing.

LOAN ORIGINATION FEES

The lender charges this fee to process the loan. It may be paid prior to or at closing by the buyer.

APPRAISAL FEES

Charged by the appraiser to determine the value of the home, these fees are paid by the buyer, usually at closing (but sometimes outside of closing, depending on the lender).

TITLE, ESCROW & RECORDING FEES

These are paid by the buyer and seller and at the closing table.

PROPERTY INSURANCE

Paid by the buyer to insure the property, this may be paid to the insurance company prior to closing or included in the closing transaction.

HOME SEARCH FACTORS

WHERE ARE THE NEAREST PUBLIC TRANSPORTATION HUBS?
WHAT KIND OF BUSINESSES ARE NEARBY? WHAT IS THE
QUALITY OF SCHOOL SYSTEMS IN THE AREA? QUESTIONS LIKE
THESE, AND OTHERS, ARE NECESSARY AS YOU BEGIN YOUR
HOME SEARCH WITH THE “BIG PICTURE” OF YOUR PREFERRED
ENVIRONMENT. IT’S IMPORTANT TO ENSURE YOU ARE NEAR
USEFUL AMENITIES, UTILITIES, ETC.

location



WORK COMMUTE

Consider whether it is easy for you to get to and from
work on a regular basis. What are traffic patterns like?
Is public transport nearby?

SCHOOLS

You may not have children now, but regardless, the quality
of a school system has an enormous impact on the value of
a home and the development of its community.

PUBLIC SERVICES

Learn all you can about general municipal services and
nearby hospitals, local police, and fire departments.

PROPERTY TYPE

The kind of residence you desire may not exist in every community. Whatever style you prefer, realize that each property type comes with its own set of advantages. A condo in the city will likely have easier access to stores, gyms, and other amenities. On the other hand, if you plan to purchase a detached, single-family home outside of town, you may find that the arrangement affords more privacy and space. Also consider the age of the property.

PROPERTY PRICE

Before touring homes, break down your budget and assess what the ceiling is for your maximum monthly payment. Meet with a reputable lender to determine which loan programs are available to you, how much you'll need to budget for closing costs, etc.

YOU MAY BE A COUPLE LOOKING FOR A SMALL RETIREMENT HOME, OR A GROWING FAMILY IN NEED OF AN UPGRADE.

WHATEVER YOUR SITUATION, KNOW THAT EVERY LISTING YOU PREVIEW WILL REFLECT ITS OWN UNIQUE STYLE, SIZE, AND SHAPE, SO IT'S IMPORTANT TO DECIDE WHAT YOUR EXPECTATIONS AND REQUIREMENTS ACTUALLY ARE. MEANWHILE, DON'T FORGET THE OVERARCHING FINANCIAL CONSIDERATIONS TO CONSIDER AS YOU MOVE FORWARD.



Type & price



KIND

Vanessa and Ricky were incredibly patient, thorough, and definitely went to bat for us at every step of the process (from finding homes, touring, and closing). Home buying was not stressful with them as our agents, and we managed to snag our dream home in just a few months. Would highly recommend contacting them if you're shopping for homes in Colorado! A++!

WORDS



a quick overview

START HOME HUNTING

We are available at any time to help you find your ideal home, utilizing powerful and efficient tools.

SUBMIT YOUR OFFER

When you find the right home, you should present a competitive offer right away.

GO UNDER CONTRACT

When the seller accepts your offer, you “go under contract.” We will get to work on all the particulars.

CONDUCT INSPECTIONS

Within the deadlines established in the contract, inspections are performed to ensure the property is right for you. Usually within 10-14 days.

SIGN & CLOSE

Bring your driver's license to the Closing Appointment with the Titel Company. Your next steps will be into your new home!

MOVE IN & ENJOY

The home is yours to love. Make sure to notify important contacts, utilities, etc., of your move.



THE OFFER

Once you have found the home you wish to purchase, you will determine the specifics of your offer. Remember, be realistic. We are here to advise you regarding exactly how to proceed in this stage of the transaction process, based on your specific needs, market analysis, etc.

To communicate your interest in purchasing a home, we will present the listing agent with a written offer. The offer will either be accepted, rejected, or the seller will make a counter offer. This is when we will negotiate terms of the contract, if necessary.



There are five primary areas of negotiation: price, closing cost assistance fees, terms, inclusions, possession, and contingencies. We will walk through these as the offer moves forward. Once an offer has been successfully negotiated and executed by both parties, it is “mutually accepted,” becomes a legal contract, and we move into the property inspection period.



THE HOME INSPECTION

After your offer is accepted, inspection will be scheduled ASAP. The general inspection will include but may not be limited to the following: Appliances, plumbing, electrical, air conditioning and heating, ventilation, roof and attic, foundation, and general structure.

The inspection is not designed to criticize every minor problem or defect in the home. It is intended to report on major damage or serious problems that require repair. A property cannot “pass or fail” an inspection, and your inspector should not tell you whether he/she thinks the home is worth the money you are offering. The inspector’s job is to make you aware of the current condition of the home and recommended maintenance or repairs.

THE CLOSING

In Colorado, closing consists of the following: A buyer's lender sends final loan documents to the escrow officer and the final closing date is confirmed. The escrow officer prepares all closing documents and the seller will typically sign first. The buyer then signs all closing documents, including their loan documents. They will also deliver the remaining funds for their down payment and closing costs.

On the day of closing, the title company will release the file to record with the appropriate municipality, the deed is transferred from the seller to the buyer, and the transaction is complete. Usually that day, the buyer will meet their agent to receive their keys and take possession of their new home.



COMMON BUYER MISTAKES TO AVOID



NOT GETTING PRE-APPROVED

Convinced a home purchase is in the near future? Your initial step should be to speak with a qualified lender about how much you can afford to spend. This one step will save you considerable time by allowing you to preview homes you can confidently afford, rather than pursuing properties outside of your determined price range. Also, pre-approval status puts you in a better position over another bidder who is not pre-approved. If you don't already have a lender you trust, don't worry — we can help you out there.



NOT CREATING A LONG-TERM BUDGET



Before you begin a home search, you should consider creating a practical working budget. A good rule of thumb is to allocate no more than a third of your monthly household income to housing costs, including mortgage principal, interest, insurance, and taxes.

Work sheets are available online to assist you in determining how your income, debts, and expenses influence what you can and cannot afford each month for the next 15 or 30 years. Plan wisely!

BELIEVING YOU WILL GET ALL ITEMS ON YOUR "WISH LIST"

Many home buyers make the mistake of being too specific when searching for the ideal property. Prior to previewing homes, you might create a needs/wants list to guide you. Possible "must haves:" the area you wish to live in, amount of square footage, or accessibility to transportation.

Possible "wants:" new kitchen appliances, big trees in the backyard, or an extra room for a study. Understand that a certain amount of flexibility along the way is essential as you aim to satisfy your needs and stay within your pre-determined budget.



IGNORING RESALE VALUE CONCERNS

Even now, as you are just beginning the home buying process, it is wise to consider the prospect of selling the home you hope to purchase. Life is full of surprises, whether you are having another child, transferring jobs, or taking care of a relative. Remember, as a buyer yourself, to account for the preferences of future buyers of your new home. The plans you make now will have a significant impact on your ability to move forward with ease and confidence.

KIND WORDS

I highly recommend Vanessa for buying and selling a home in Colorado Springs. She helped us find our home when we first relocated to Colorado Springs several years ago. She did an amazing job helping us find the perfect fit for our complicated needs and picky family, so there was no doubt about who we would use to help us sell our home when we decided to move out of state. Vanessa is incredibly patient, honest, friendly and professional! She is always quick to respond to any inquiries and thoroughly explains everything, answering our many questions. Absolutely the best realtor we have ever worked with – and there have been many! We have even relied upon her expertise and advise in our search for a new home out of state. I am so impressed with all the work she has put into helping us both buy and sell our home. I know that if you work with her you will not be disappointed!

LESLIE DURAN, CLIENT

STAYING CONNECTED

always available

OUR REAL ESTATE BUSINESS
IS BUILT ON THE CONCEPT OF
PUTTING YOUR NEEDS FIRST.
THAT MEANS WHENEVER YOU
HAVE A QUESTION OR NEED
SUPPORT, WE ARE HERE.

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A HEARTFELT THANK YOU

We are so thrilled by the opportunity to work together. Our hope is that this guide has provided you with a deeper understanding of our vision, values, process, and how our collaboration together will unfold.

If you have any further questions as we move forward, please feel free to give us a call or shoot us an email anytime.

As you begin the process of buying a home, know that we understand the importance of the journey ahead. We are here to alleviate stress from the experience and provide results that truly exceed your expectations.

Vanessa & Ricky Marquez



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BUYING PROCESS OVERVIEW

Meet with an agent

- Discuss your needs & budget
- Set wants & needs
- Research areas & neighborhoods

Get pre approved

- Meet with a lender
- Discuss funds needed, down payment, closing costs, etc.
- Discuss desired payments and set a budget

Find your home

- Tour homes
- Provide us with feedback
- Adjust search as needed

Make an offer

- Research comps in area
- Work with us to draft an offer
- Negotiations may occur

Offer signed

- Negotiations are done. You're under contract!
- You will receive guidance from us with next steps
- Drop off/mail or wire the earnest money deposit

BUYING PROCESS OVERVIEW

Inspections

- Schedule a professional to inspect the home
- Discuss issues found and negotiate repairs with sellers

Appraisal

- Loan officer will order this
- An appraiser is an independent party that ensures the property is worth the price you are purchasing it for

Title commitment

- The title company will send you a title commitment
- After closing you will receive a title insurance policy from the same title company

Documents to lender

- All documents needed to process your loan should be sent to your loan officer in a timely manner to ensure there are no delays

Get ready for closing & move

- Change address
- Coordinate setup of utilities & other services
- Conduct a final walk through of the home
- Wire funds or bring cashier's check to closing
- Sign documents & RECEIVE KEYS!



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MORE THAN JUST REAL ESTATE

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