BUYER



GUIDE

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EMILY SOULIER,
EMILYSOULIERHOMES.COM

About Me

Hi, I'm Emily Soulier, founder of Elevated Living Realty. I'm passionate about helping individuals and families navigate one of life's biggest decisions with confidence, clarity, and personalized support. As a wife and mother, I understand that a home is more than just a place to live-it's where memories are made, families grow, and life happens. My goal is to help my clients find not just a house, but a home and community that fit their lifestyle and future goals. When I'm not working with clients, I enjoy staying active at the gym, spending time outdoors, and traveling with my family. Whether it's exploring Utah's mountains and trails or planning our next adventure, I value the experiences and connections that make life meaningful. These passions have given me a deep appreciation for the unique lifestyles and opportunities that different communities offer. I am committed to providing honest guidance, strong communication, and exceptional service throughout every step of the buying or selling process. Whether you're a first-time homebuyer, looking to upgrade, downsizing, or investing in real estate, I strive to make your experience smooth, informed, and enjoyable. I look forward to helping you elevate your next move and achieve your real estate goals.



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ELEVATED LIVING REALTY

What to Expect

ONE

INSIDER KNOWLEDGE

I stay informed about the latest market trends, legal regulations, and industry best practices. By continuously expanding my knowledge and staying ahead of changes in the real estate landscape, I can provide informed advice and strategic insights to my clients.

TWO

COMMUNICATION

Effective communication is key to a successful real estate transaction. I keep my clients informed at every step of the process, promptly responding to inquiries and providing regular updates.

THREE

HELP WITH SEARCH & SHOWINGS

I'm here to help you identify properties that meet your criteria, provide guidance on neighborhoods, amenities, and potential resale value. I will set up showings and view properties with you.

FOUR

NEGOTIATION SKILLS

As a skilled negotiator, I advocate for my clients' interests with confidence and expertise. Whether representing a buyer or a seller, I work diligently to achieve favorable outcomes and secure the best possible terms.

FIVE

TRANSACTION MANAGEMENT

Throughout the process, I will manage the various aspects of the transaction, including paperwork, deadlines, and communication between parties.

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OUR GUIDING BELIEFS

WIN WIN
OR NO DEAL

INTEGRITY
DO THE RIGHT THING

CUSTOMERS
ALWAYS COME FIRST

COMMITMENT
IN ALL THINGS

COMMUNICATION
SEEK FIRST TO UNDERSTAND

CREATIVITY
IDEAS BEFORE RESULTS

TEAMWORK
TOGETHER EVERYONE
ACHIEVES MORE

TRUST
STARTS WITH HONESTY

EQUITY
OPPORTUNITIES FOR ALL

SUCCESS
RESULTS THROUGH PEOPLE

Why Choose Us?

We specialize in serving you. By connecting you with an agent who solely handles one side of the transaction, whether you are buying or selling, you are in the hands of an expert. This team has more experience or success than most in our industry. Thank you for trusting us!

KW HOME HUB

Who you work with matters.

Best of State Utah | Real Estate
2018 | 2019 | 2020 | 2022 | 2023 | 2024

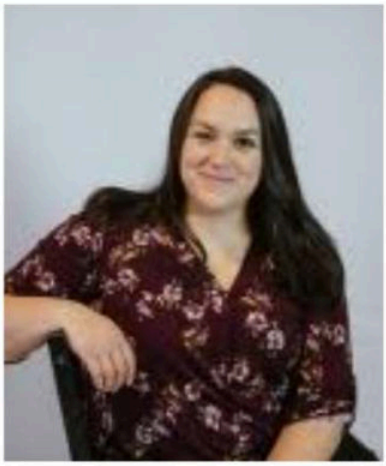
#3 in Utah for sides sold
Top 100 of RealTrends 500 Brokerages
Over $2.5 Billion in real estate sold in 2023

More Top 500 REALTORS® than any other brand (9.2%)

#1 Market Share in the State of Utah
#1 Market Share in Salt Lake County



The TEAM



Cassandra Weatherford

Transaction Coordinator



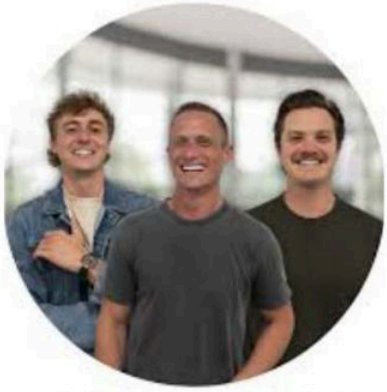
Lory Erickson

Real Estate Agent and Mentor



Marcel Giles

Advantage Title Company



The Lassig Team at Cross Country Mortgage

Preferred lender experience

The Buying Process

01

Get Pre-Approved

Meet with a lender to find the right mortgage.
Share pre-approval letter with an Agent.

02

Find An Agent

We are local market experts and will work within your budget and wish list.

03

Find your home

We will find you some suitable options and set up showings for you to view.

04

Offer

When you find your dream home, we will submit an offer and negotiate the terms of the contract.

05

Inspections

Complete inspections on the home with a professional.
Negotiate any repairs before closing.

06

Appraisal

A professional will determine if the home is worth the price you agreed. A lender cannot lend out more than a home is worth.

07

Pre-Closing

Confirm repairs are completed, do a final walkthrough and transfer funds.

08

Closing

Sign and review all closing documents and receive your key!

YOU'RE HOME

About You

PERSONAL INFORMATION

Name: _____

Contact Number: _____

Email Address: _____

Address: _____

FINANCIAL INFORMATION

Estimated Budget: _____ Are you a first-time buyer? Yes ☐ No ☐

Have you been pre-approved for a mortgage? If yes, provide details: _____

Please provide your lender name and contact: _____

Are you considering any financing options other than a traditional mortgage? _____

What down payment amount is comfortable? _____

BUYING TIMELINE

When are you planning to make a purchase? _____

Is there any flexibility in your buying timeline? _____

Are you currently selling your home? _____

ADDITIONAL INFORMATION

What is motivating your purchase? _____

Are you a first-time homebuyer? _____

Do you have any specific requirements or considerations? _____

Are you open to considering properties that require renovation? _____

SHOWING AVAILABILITY

What days are you available? Mon ☐ Tue ☐ Wed ☐ Thur ☐ Fri ☐ Sat ☐ Sun ☐

Your Ideal Home

BUYING PREFERENCES

Preferred Location(s): _____

Type of Property (e.g., house, apartment, commercial space): _____

Desired Property Size (in square footage): _____

Number of Bedrooms: 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 ☐ 8 ☐

Number of Bathrooms: 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 ☐ 8 ☐

Preferred Property Condition (e.g., move-in ready, fixer-upper): _____

Is there any specific architectural style you prefer? _____

List any specific features or amenities that are essential for you:

Are there any deal-breakers or features you do not want in a property?

Additional Comments or Notes:

Please provide us with as much information as possible to assist us in finding properties that match your requirements. Your feedback will help us streamline the search process and find your ideal property. Thank you!

Must Have Checklist

ROOM FEATURES

- [ ] Formal living room
- [ ] Eat-in kitchen
- [ ] Walk-in closets
- [ ] Attic
- [ ] Home Office
- [ ] Finished Basement
- [ ] Open plan
- [ ] Formal dining room
- [ ] Laundry room
- [ ] Screened Porch
- [ ] Master suite with bath

FLOORING

- [ ] Tile
- [ ] Hardwood
- [ ] Bamboo or cork
- [ ] Manufactured wood
- [ ] Wall-to-wall carpet
- [ ] Laminate
- [ ] Stone

KITCHEN

- [ ] Island
- [ ] New or remodeled cabinetry
- [ ] Pantry
- [ ] Breakfast bar
- [ ] Stone countertops

PARKING

- [ ] Garage
- [ ] Off-street or Driveway
- [ ] Carport

OUTDOOR SPACE

- [ ] Fenced yard
- [ ] Yard
- [ ] Deck
- [ ] Automatic sprinklers
- [ ] Covered porch
- [ ] Pool
- [ ] Outbuildings
- [ ] Courtyard
- [ ] Patio
- [ ] Gardens, landscaping or trees

ENERGY EFFICIENCY

- [ ] Programmable thermostats
- [ ] Dual or triple pane windows
- [ ] Solar panels
- [ ] Solar ready
- [ ] Air sealing and insulation
- [ ] Energy star appliances
- [ ] Heat-pump water heater
- [ ] Low-flow toilets
- [ ] Tankless water heater

HEATING & COOLING

- [ ] Radiant heat
- [ ] Central air
- [ ] Propane or natural gas
- [ ] Electric
- [ ] Fireplace
- [ ] Pellet stove or wood
- [ ] Fireplace with insert



Q&A

Q. HOW DO YOU FIND SUITABLE PROPERTIES FOR ME?

A. Buyer's agents use various resources, including multiple listing services (MLS), online databases, our network, to identify properties that match your criteria. We also preview homes, attend open houses, and leverage our industry connections

Q. CAN YOU RECOMMEND LENDERS FOR MY MORTGAGE?

A. Yes, I have a network of trusted mortgage professionals. I can recommend lenders who have a reputation for providing competitive rates and excellent service. Please ask me for my recommended vendors list if not already received.

Q. HOW DOES THE NEGOTIATION PROCESS WORK?

A. I will negotiate on your behalf to secure the best possible terms, including price, closing costs, and other contingencies. I will present offers, counteroffers, and provide strategic advice throughout the negotiation.

Q. WHAT IS EARNEST MONEY, AND WHEN IS IT DUE?

A. Earnest money is a deposit made by the buyer to show their commitment to the purchase. It is typically due shortly after an offer is accepted and is held in escrow until the closing.

CHECKLIST

MORTGAGE DOCUMENT CHECKLIST

INCOME

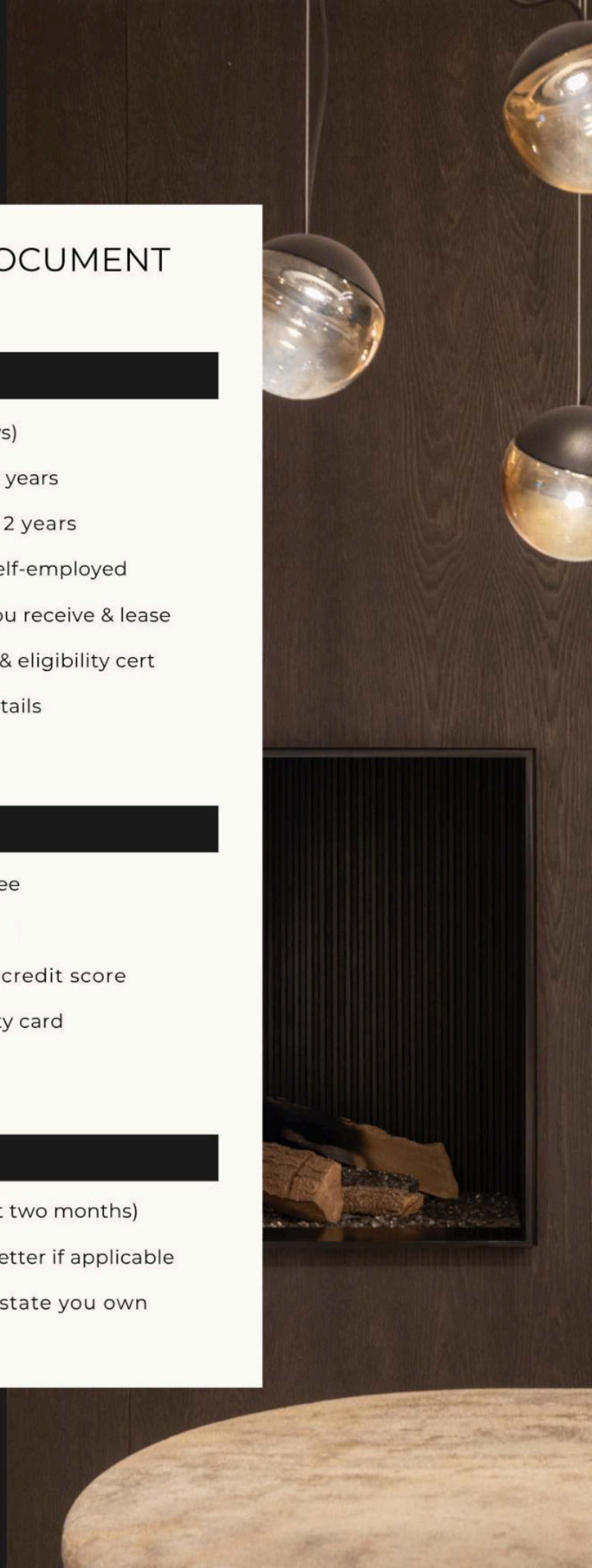
- [ ] Paystubs (last 30 days)
- [ ] Tax Returns for last 2 years
- [ ] W-2 / 1099s for past 2 years
- [ ] Business records if self-employed
- [ ] Any rental income you receive & lease
- [ ] If VA, provide DD214 & eligibility cert
- [ ] Employer contact details

CREDIT

- [ ] Copy of divorce decree
- [ ] Copy of driver's license
- [ ] Lender will retrieve credit score
- [ ] Copy of social security card

ASSETS

- [ ] ALL statements (past two months)
- [ ] Down payment gift letter if applicable
- [ ] Details of any real estate you own



real estate terms

PRE-APPROVAL

A pre-approval is a preliminary evaluation conducted by the lender to show that the buyer has the funds to purchase up to a certain amount. This is extremely helpful when you find a home you're ready to put an offer on.

OFFER

An agreement between a buyer and a seller to purchase a piece of real estate. This is sometimes referred to as a sales contract.

CONTINGENCY

When an offer is accepted by the seller, but there are certain conditions that must be met before the sale is final.

CLOSING COSTS

The fees that are paid at the end of the purchase by either the buyer, seller or both. These include taxes, insurance and lender expenses.

EARNEST MONEY

Also known as "good faith" money, this is money put up by the buyer into a trust or escrow account. This action shows the buyer is serious about purchasing the home.

TITLE SEARCH

A title search proves that the property is, in fact, owned by the seller. You can also purchase title insurance to make that no issues that arise later.

APPRAISAL

The appraisal is the value given to a property based on comparable properties that have recently sold. This is typically required by the lender in order to decide if the requested loan amount is in alignment with the value of the property.

HOME INSPECTION

An inspection is a professional examination of the property's condition. Your agent can recommend a qualified home inspector for you.

DISCLOSURES

All sellers are required to fill out a property disclosure stating what they know about the property - good or bad.

CLOSING

This is the final step of your real estate transaction. At closing the funds from the buyer are provided to the seller and the buyer receives the keys. This process typically takes an hour.

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CONTACT ME



REAL ESTATE AGENT

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