



**CHARLIE &
JAMIE SHOPP**

BUYING A HOME



RE/MAX The Group

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Charles W. Shopp, GRI, Broker Associate/Owner

Charlie has been in Real Estate Sales since 1982. Past President of Casper Board of Realtors, 1995 Casper Board of Realtors Realtor of the Year, Past and present Board Member of Casper MLS, Member of Realtors Land Institute, Member of Casper Rotary Club, Past President of Casper Optimist Club, and a Member of Highland Park Community Church.

Charlie received his Bachelor of Science Degree from the University of Wyoming in Farm and Ranch Management in 1982. Moving from Laramie to Casper he entered the Real Estate business buying and selling residential Real Estate. Charlie has been a member of the Casper Board of Realtor's Million Dollar Club Since 1985. Specializing in Commercial, Residential, Farm and Ranch, he has become a leader in the field of Real Estate in Wyoming.

His greatest asset is his wife Jamie. Charlie and Jamie were married in 1998 and work together as a team and part owners of RE/MAX The Group. With the personal touch and knowledge that the two have, we are sure that you will greatly appreciate working together with them.

Jamie Shopp, GRI, Broker Associate/Owner

Jamie has been in Real Estate since 1987, specializing in Residential and Commercial Property Management, Residential and New Construction sales.

Growing up with a father who is a prominent builder in Casper, Jamie has been around real estate for as long as she can remember and actively involved for the past 16 years in both property management and sales. Jamie is a graduate of the REALTORS Institute, which nationally signifies expertise in her field. She also has an Associate Degree in Business Administration. Jamie's vast knowledge is invaluable, but her commitment to her clients and the special rapport she develops with her buyers and sellers are the cornerstone of her business. JAMIE'S SUCCESS HAS BEEN BUILT ON HARD WORK, HONESTY AND HER GENUINE LOVE OF PEOPLE. She takes the time to listen carefully to her clients' needs, dreams and desires. Jamie's caring attitude and relentless determination enable her to obtain the best results for her clients. Her people-oriented approach and unparalleled service have resulted in lasting friendships, repeat customers and personal referrals which are the base of Jamie's business.

You will greatly enjoy talking to Charlie and Jamie about their vast knowledge of Wyoming, because when they are not working, they are fishing, boating or enjoying the great State of Wyoming on the back of their Harley.

From Tenant to Homeowner/Answers

- 1. *What are the advantages of renting rather than buying?***
Being a tenant is ideal when you intend on living in an area for only a short period of time, and/or you would prefer not to have the responsibilities associated with home ownership.
- 2. *What are the disadvantages of renting rather than buying?***
The biggest disadvantage of renting is that you end up paying the landlord's mortgage for him or her without gaining any equity of your own. You don't have any tax advantages, and since your neighbors are also renters, there is little stability among the tenants around you.
- 3. *What are the advantages of owning one's home?***
Becoming a homeowner offers many advantages, some of which include a pride of ownership, tax deductions for mortgage interest and property taxes, ability to make improvements in your property, more privacy and space, and an increased sense of security.
- 4. *What are the disadvantages of home ownership?***
If you plan on staying in an area for a relatively short period of time, or if you prefer not to tie up your money, this may not be the right time for you to consider buying a home.
- 5. *What's my first step from tenant to homeowner?***
Your first step is to find a Realtor® who has experience with first-time buyers and understands their needs and wants, their concerns, and their inexperience with real estate transactions.
- 6. *What are the steps in the home buying process?***
Included in this packet is a list of all of the simple steps involved in buying a home. It sounds complicated, but the Realtor® really does handle all of the details.
- 7. *What should I be aware of before buying my first home?***
Be certain to read all of the contract clauses very carefully. Even ask for a sample blank contract when you first begin looking at homes. Never be embarrassed to ask any questions about things you are not clear on such as costs, warranties, etc. It is important that you fully understand and are comfortable with each step of the process.
- 8. *What if I don't have the money for the cash down payment?***
There are many ways to find money for the down payment. Some of them include getting cash value for stocks, bonds, IRA's, life insurance policies, 401K's, retirement plans, and even gift letters from relatives.
- 9. *What will be different once I buy my first home?***
You will have the experience of true pride of ownership. Your property is yours to change however you wish. You may want to add landscaping, paint, redecorate, and make various improvements inside and out. You may even find yourself becoming involved in community associations or subdivisions activities.
- 10. *Do you have any final advice?***
It's never too early to start the process. The younger you are when you buy your first house, the sooner you can begin to move up into the next home as your equity position improves, and through long term possible inflation.

Getting pre-qualified

Lenders look at three things when you apply for a mortgage: your debt-to-income ratio, your down payment, and your credit score. Getting pre-qualified by your lender is an important first step in starting to look for a home; a seller will look more favorably at an offer knowing you are financially able to purchase.

There are many financial programs, including down payment assistance, for first time home buyers to take advantage of. Your loan officer can find the right loan product for you.

Reasons to get pre-qualified...

- With pre-qualification, you can determine which loan program best fits your need and which programs you qualify for.
- You will know exactly how much you are qualified for. It's no fun to find your ideal home and then find out you can't afford it.
- Your monthly payment will be set. This will allow you to budget your money before making this large investment.
- It shows you what the down payment and closing costs will be.
- If you are a first-time buyer, you may be able to qualify for a special first-time buyer program which may allow you to afford more home for your money.
- If you feel you would like and can afford a higher mortgage payment but are not able to meet qualifications, co-mortgage financing may be made available to you.

LOAN DOCUMENTATION

EMPLOYMENT VERIFICATION

- Last 2 years W-2's
- 30 Days of Pay Stubs
- 1099,s as they apply

VERIFICATION OF FUNDS TO CLOSE

- Two months bank statements including checking, savings, and brokerage accounts
- Gift Letter if applicable
- Copy of closing statement or Contract on current home.

OTHER ITEMS

- Copy of Sales Contract
- Appraisal and Credit Report Fees
- VA Loan Requires DD214
- Bankruptcy Schedule (if applicable)
- Divorce Decree (if applicable)
- School Transcript may be necessary under certain conditions
- Account Number and Addresses for Current Creditors

Federal Housing Tax Credit In its efforts to stimulate the economy and revive the housing market, Congress has enacted legislation providing a tax credit of up to \$8,000 for first-time home buyers.

But time is of the essence for buyers who want to take advantage of this opportunity. Only homes purchased on or after January 1, 2009 and before December 1, 2009 are eligible. Use the links below to find out more about the tax credit.

<http://www.federalhousingtaxcredit.com/2009/home2.html>

Shopping For a Lender

A very important part of purchasing a home is finding the right lender. Listed below are some characteristics you should look for when choosing a lender. Also, things you should not do when choosing a lender.

Questions to ask while shopping for your lender...

- What is his/her reputation within the community? How many loans do they close each year?
- Is the company well known in the area? How long has the company been in business?
- Does the lender have access to a wide variety of loan packages?
- Can the interest rates be locked in and for how long?

What not to do when shopping for your lender....

Do NOT call around asking for interest rate quotes...

Quoted rates over the phone are rarely locked prices. This is one way the lender gets you to come to his office. Rates can be subject to changes unless they are predetermined for a specific period of time.

Interest rates can change daily. A quote you get today may not be available at the same price tomorrow.

The interest rate you are quoted over the phone may not be a program that will fit your needs or situation.

Stepping Through The Loan Process

Pre-qualification/interview

Application interview

Lender obtains all pertinent documentation

Order documents

Credit report, appraisal on property, verifications of employment mortgage or rent
And funds to close, landlord ratings, preliminary title reports

Loan submission

The loan package is assembled and submitted to the underwriter for approval

Documentation

Supporting document come in

Lender checks on any problems

Request for any additional items are made

Loan approval

Parties are notified of approval

Documents are drawn

Loan documents are completed & sent to title

Borrowers come in for final signatures

Funding

Lender reviews the loan package

Funds are transferred by wire

Recording of documents

Title Company records the note and deed of trust at the county recorder's office

Escrow is now officially closed

Where To Go for Information

“Mold”

<http://www.epa.gov/iaq/molds/moldguide.html>

“Lead-Based Paint”

Lead-Based Paint was banned from use in all homes and most other buildings in 1978.

www.hud.gov/offices/lead/leadhelp.cfm

“Radon”

www.epa.gov/iedweb00/radon/pubs/citguide.html

“Sex Offenders”

This falls under stigmatized properties. If a sex offender lives in the area we are not legally able to disclose this matter, but we can give you the tools to do so yourself.

Offender must register with the county sheriff. We strongly believe that all home buyers, sellers and tenants should have access to this information and that law enforcement agencies are the only reliable and appropriate sources.

http://attorneygeneral.state.wy.us/dci/so/so_registration.html

or contact local sheriff office at 235-9282

Loyalty Pays Off

Finding the right home is not an easy task. If you are a potential buyer, there are numerous hurdles to be jumped before you finally move into the proper home for you.

Some buyers like to leave their name and needs with four or five salespeople. Although this sounds like it is to the buyer's advantage, I have found it to be very ineffective. This approach assumes that a committee can accomplish more than one person. Like most committee assignments, however, results are often postponed and somewhat discouraging. Because the buyer is not committed to one salesperson, no one is spending extra effort on the buyer's behalf.

My advice is to shop for the sales associate that you feel will get the results you want and then stick with him or her exclusively. In this way you will have a dedicated agent who will take on the personal responsibility of handling all the details of your upcoming home purchase. If you give your loyalty to one person, you will be rewarded with results.

Let's look at the tasks that must be performed on your behalf:

- You will need financing advice on the price range you can qualify for.
- Your family's specific needs must be learned so that you are shown only those homes that will suit your needs.
- Appointments must be set and an itinerary established for showings.
- Offers must be prepared, explained, and presented on your behalf.
- You must be represented in the negotiating process.
- Closing documents and final details must be attended to.
- You must be personally represented at the actual closing of the sale.

If you want all these services find on Realtor® and stay with him or her!

Opportunities in Casper

Educational Opportunities in the Cowboy State

With 21 Pre-school/Learning Centers, Casper believes that instilling educational beliefs and values starts at an early age. Casper offers a wide variety of pre-schools — some of which are affiliated with churches and some are not — but regardless, many opportunities await Casper's young children!

Casper boasts 27 elementary schools. Formats at these schools emphasize a variety of instructional strategies. We have 4 junior high schools and 2 high schools. In addition, we have a parochial school, a school for disabled children and a school for the deaf.

With over 4000 students, Casper College is the state's largest community college providing a comprehensive curriculum with over 70 academic degree programs, 30 technical career programs, plus numerous short courses, seminars and summer school classes. Casper College also strives to meet the needs of local businesses through its strong vocational education program. Wyoming has one four year University located south of us in Laramie. The University of Wyoming operates a cooperative extension service and a family practice residency program here in Casper.

We take education very seriously here in Casper. The National Education Association ranks Wyoming as Number 2 in the nation on high school graduation rates! During the 96-97 School Year our attendance rate was 94.23%, and our estimate of graduates meeting college prep requirements was 61.3%. While we work hard here, we also play hard. During the 96-97 school years, 8858 of our students were involved in extra-curricular activities! The Natrona County School District developed an advisory group to the Board of Trustees in an effort to assure continued involvement from the community, parents and staff. The goals of this group include gathering input, reviewing the issues, sharing information and strengthening school-based groups such as PTOs and parent-support groups, which are the basis for the strong school system we enjoy here in Casper.

Cultural Arts in Casper?

The opportunities are amazing! For a community the size of Casper the scope of activities available far exceed what you would expect. You can visit any of Casper's seven museums where you'll learn about Casper's geological history, its military background, the abundance of local wildlife or view fine art at the Nicolaysen Art Museum. The Nic also features a "hands-on" discovery program to invite children to participate in the arts.

The Casper Troopers Drum & Bugle Corp, the Wyoming Symphony Orchestra and the city band provide frequent performances to the delight of Casper's residents.

Casper College's Theater Department, along with community theater groups, entertains the community on stage regularly.

A modern facility featuring a 10,000 seat arena, the Casper Events Center provides excellent entertainment for the entire state...from concerts, rodeos & athletic events to conventions and exhibits.

Where to Buy your Boots & Hat: Shopping in Casper

Casper boasts Wyoming's largest shopping mall! The Eastridge Mall has just completed a major renovation to provide shoppers with a clean, modern shopping facility. With over 100 stores, it can satisfy even the most discriminating shopper's needs. The Casper downtown area also provides a pleasurable shopping experience with its many specialty stores and warm home-town attitude. In addition, Casper also has 5 strip malls with a variety of stores, restaurants, banks, etc.

Here's to Your Health...

The Wyoming Medical Center offers a broad range of specialized care including outstanding cardiac and cancer treatment programs, the Wyoming Imaging Center and the Life Flight program. Some of the other areas of specialization include allergy & immunology, anesthesiology, cardiology, endocrinology, gastroenterology, gynecology, infectious diseases, nephrology, obstetrics & gynecology, ophthalmology, pathology, podiatry, psychiatry, pulmonology, radiation oncology, rheumatology and urology. TherapyWorks, a division of Wyoming Medical Center, offers an outpatient therapy program. The hospital also offers childbirth education courses, home health, speech therapy, counseling/psychiatric services, drug testing and emergency room & ambulance services.

Casper also offers four assisted living care centers and two nursing homes making it an attractive option for retirement.

There's Never a Dull Moment in the Wild, Wild West: Recreation & Things to Do

Casper is just minutes from a sportsman's paradise where you'll find unbelievable fishing and hunting, two lakes with marinas, and dozens of lakes and streams brimming with trout, walleye and a variety of game birds.

Hogadon Ski Area is right out your back door in addition to snowmobile trails winding in and out all over Casper Mountain. Cross-country skiing and summer hiking in the mountains allow you the opportunity to view the area wildlife while having an enjoyable exercise experience, too.

Other recreation facilities available in Casper include 3 bowling alleys, YMCA, Wyoming Recreation Center, an ice arena, roller skating rink, BMX track, 11.5 mile bike/jogging path, an indoor/outdoor shooting complex, 5 swimming pools, 40 parks, 3 golf courses, 7 baseball & 8 softball fields, 14 soccer fields, 12 tennis courts, a hockey rink, and world-class rock climbing. We also have a brand new state-of-the-art health & fitness.

Casper College also offers a variety of classes from arts and crafts to martial arts. Numerous organized sports are also available in different age divisions.

Winter or summer, the residents of Casper can sit back and watch their favorite teams. Casper has its own Legion baseball team...the Casper Oilers, an Indoor Football League...Casper Calvary and this summer there will be a minor league baseball team. Year 'round — indoors or out — there is always something happening in Casper!

Casper...The land of wide open spaces

Take a deep breath! Enjoy the clean air! Imagine having the best of both worlds. Casper is just hours from a major metropolitan area, yet, it is nestled in a tranquil setting at the base of Casper Mountain. Casper's central location provides an opportunity to visit Devil's Tower, Yellowstone National Park, Grand Teton National Park or Mount Rushmore in less than a day's drive!

Discover life in the foothills of the Rockies...where it will seem as though you can reach out and touch the stars at night...where the quiet of the evening is disturbed only by the sound of the rainbow trout jumping in the nearby stream...where friends still gather 'round a campfire.

And for those people who miss all that big city offers, within hours you can be sitting at a Colorado Rockies game in Denver, dining at a luxurious restaurant in Salt Lake City or shopping till you drop in Billings, Montana.

The Cost of Living in Wyoming

How much does one pay for this peaceful setting with its incredible centrally located convenience? Boasting one of the most favorable business climates, Wyoming has no personal OR corporate income tax, no inventory tax, favorable worker's compensation rates, low-cost energy and low property taxes. Plus, Wyoming has one of the lowest crime rates in the nation! Natrona County's sales tax is 5%. According to a Wyoming Taxpayers' Association Tax Burden Comparison, Wyoming ranked in the top 3 states nationally as having the least amount of burden on its citizens. Taxes as a percent of income ranged between 3.8% and 4.6%. The US average ranged from 8.6% to 9.9% depending on income level.

Home, Home on the Range...

Wyoming's average temperature is 45.2 F, with an average winter high of 22.2 F in January and an average summer high of 70.9 in July. The average rainfall in Wyoming is 11.2 inches annually, while snowfall is 24.1 inches annually. The average wind speed in Wyoming is 12.9 miles per hour. For more details on Wyoming's weather see the Casper Chamber page and go to the weather report.

A Cowboy's Prayer: Casper's Churches

Casper offers a variety of places to worship at its 46 churches representing most denominations including 3 LDS and a Jewish Synagogue.

Casper's Boarding Houses

If sleeping out under the stars is not what you had in mind, consider one of Casper's 27 hotels or motels, with a total of 1826 rooms. Accommodations represent most of the major chains along with several locally owned hotels/motels, 2 bed & breakfasts and 3 RV campgrounds.