

# WELCOME HOME



Enclosed is a packet of information you will find helpful throughout the process of purchasing a home, and should answer many of your questions.

**We are happy to be your resource for this entire this process;  
please don't hesitate to contact us regarding any questions you have.**

We are dedicated to evaluating your needs, finding the right home for you and providing the guidance and answers you deserve throughout the process.



**We look forward to helping  
you through your home  
purchase process!**

Thank you!



**Kellogg Family Real Estate Team**

CA DRE # 01150953, 02023430



# TABLE OF CONTENTS

---

**The Purchasing Pathway** *(page 3-4)*

**We Go Where You Go** *(page 5)*

**Making a Successful Offer** *(page 6)*

**Your Offer Was Accepted, Now What?** *(page 7)*

**The Loan Process** *(page 8)*

**The Escrow Process** *(page 9)*

**Home Inspection FAQ** *(page 10)*

**What Is A Home Warranty?** *(page 11)*

**What is Title Insurance?** *(page 12)*

**Methods of Holding Title** *(page 13)*

**Closing Costs** *(page 14)*

**Escrow Signing Appointment** *(page 15)*

**Supplemental Tax Information** *(page 16)*

**Frequently Asked Questions** *(page 17)*

**Glossary of Terms** *(page 18-20)*

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)

**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# The PURCHASING PATHWAY

A step-by-step game plan for what to expect from initial consultation all the way through to the closing of your home.

## 1 Initial Appointment

The purpose of the initial appointment is to understand your “needs and wants” as a buyer. This may be the most critical meeting of the home buying process. During this appointment, the entire purchasing pathway will be discussed.

## 2 Determine the Purchasing Parameters

There are three criteria every buyer uses to find their home: location, price and style/condition. These criteria, along with your “needs and wants,” will determine the properties we search for and the homes we initially view.

## 3 Acquire a Pre-approval

Viewing homes without a pre-approval usually leads to disappointment. Buyers who are wise discuss their financial situation with a reputable lender and acquire a pre-approval. A pre-approval creates an opportunity for you to not just understand what you qualify for, but ultimately to decide what you can afford. Having a pre-approval greatly enhances your negotiating position – especially in a competitive market.

There are three criteria every buyer uses to find their home:

**location, price and style/condition**

© 2020 Buffini & Company. All Rights Reserved.

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)





#### 4 View Homes

The process of viewing homes provides you with information in order to make the best decision possible. Helping you find a home is a process of elimination; not a process of selection. Viewing homes you don't like is not a waste of time; it helps build a frame of reference to help you find what you do like.

#### 5 Write the Contract

The best way to prepare for the contract phase of the transaction as a buyer is to review a blank copy of the purchase contract. Reading the contract prior to making an offer will make you much more comfortable during the negotiation phase.

#### 6 Deposit Earnest Money

An earnest money deposit communicates to the seller that you're serious about purchasing their property. Earnest money is kept safe in a trust account until those funds are used to close the transaction.

#### 7 Perform the Home Inspections

After the contract is fully accepted and all terms are agreed upon, a home inspection

can be performed if the contract allows. The inspection will allow you and the inspector you hire to take a more thorough look at the property. This inspection will give you a far greater understanding of the property you are purchasing.

#### 8 Final Walk-through

After the mortgage has been approved, a final walk-through is encouraged. On the final walk-through, you will re-inspect the property to ensure it is in an acceptable condition and that any personal property conveying is present.

#### 9 Execute the Closing Documents

Once the contract is accepted, inspections performed and mortgage approved, the closing will be set and final documents will be executed. You will be directed by the appropriate party as to the time and date of this event. Either a formal closing date will be established by a closing attorney, or an escrow officer will close the transaction.

#### 10 Home Delivery

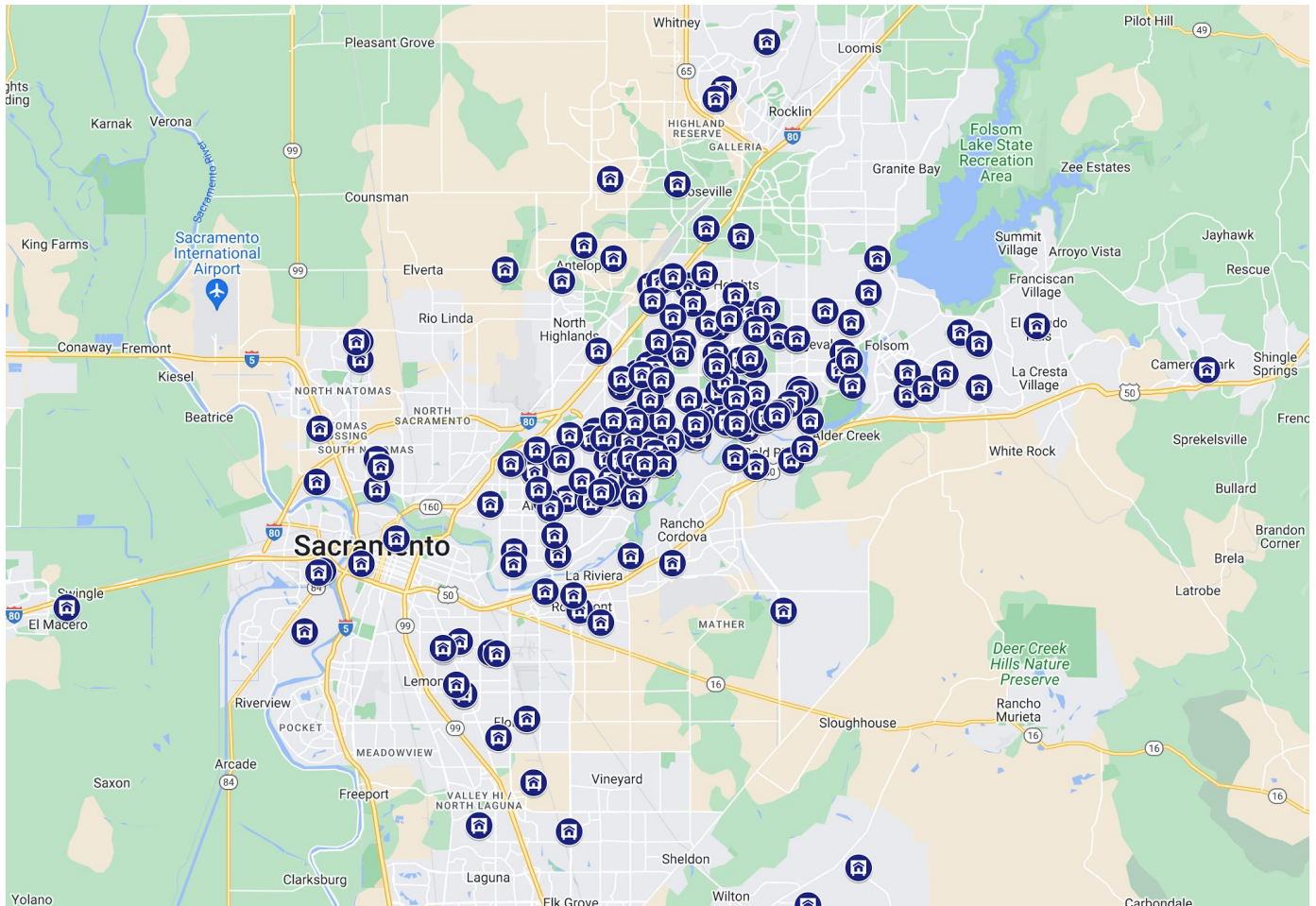
Upon the conclusion of the paperwork and transfer of ownership, you will receive the keys, garage door openers, and any documents/warranties that convey with the property. You will then become the rightful owner. It's time to move in!



**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# WE GO WHERE YOU GO



**We've sold homes all over the four county Sacramento region.**  
Along with our international network of Realtors, wherever you call home...

**Kellogg Family Real Estate Team has got you covered.**

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)





# MAKING A SUCCESSFUL OFFER



We will help you realize your dreams of homeownership by providing you with a combination of market statistics, expert negotiation and professional guidance throughout the process.

## Market Statistics

We utilize Trendgraphix™ to track supply and demand, appreciation and depreciation, price negotiation factors and average list and sold prices – guiding you in making a fair offer to increase your chances of acceptance.

## Working with Your Mortgage Lender

We will work with your lender to make sure we construct an offer that works with your financial needs. Pre-approval demonstrates to sellers that you are a credit-worthy buyer who is ready, willing and financially able to purchase their home.

## Negotiation Power

Once you are ready to make an offer, our negotiating skills and knowledge of property values will secure a strong value for the purchase price. Coldwell Banker agents are among the most experienced in the industry and receive ongoing training in proven negotiating techniques.

## Professional Guidance

With experience managing all phases of the sale, We will handle the escrow timeline: anticipating problems, preparing solutions, interpreting information and guiding you to a successful closing. By working with you and representing your interests effectively, we will be your trusted advisors.

*These factors—combined with our communication, tools, and neighborhood knowledge—will help you buy a home that meets your criteria at the best value.*

**Brian Kellogg**, Realtor®

Call/Text: (916) 587-1823 | Email: [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# YOUR OFFER WAS ACCEPTED...

---

## NOW WHAT?

### HERE'S WHAT YOU DO...

#### **Get Your Deposit to the Title Company**

You will have 3 days from offer acceptance to deliver your earnest money deposit to the Title Company for holding during escrow.

#### **Review All of the Disclosures & Reports**

We will deliver all of the seller disclosures and inspection reports to you and review each one to ensure you are fully informed of every aspect of the property you are purchasing.

#### **Request for Repairs or Seller Credit**

Once we have reviewed the inspection reports, we will negotiate repairs or a credit through escrow from the seller.

#### **Homeowners Insurance**

You will need to have a homeowners insurance policy in place before the close of escrow.

#### **Final Verification of Property Condition**

3-5 days before the close of escrow, we will do one final walkthrough at the property to confirm all requested repairs have been completed.

#### **Escrow Signing Appointment**

We will accompany you to the Title Company for your signing appointment. Once all of the signed documents are delivered to the lender, the funds will be sent to the Title Company and the file will be sent to the county for recording.

#### **You Get Your Keys!**

Once escrow is closed and the file is recorded, you get the keys to your new home!

### HERE'S WHAT WE DO...

#### **Home Inspections Scheduled**

It is very important to have the home inspector & pest inspector out asap to learn what issues may need to be addressed. We may also advise you to schedule additional inspections at this time.

#### **Additional Inspection Options**

Depending on what turns up during our inspection contingency period, you may choose to have some additional inspections scheduled. (Electrical, Sewer, Roof, Plumbing, etc)

#### **Keep in Touch with the Lender & Title Co.**

We'll make sure that the lender is receiving everything they need to produce the loan documents for signing on time.

#### **Appraisal Scheduled**

Once we receive the Purchase Agreement that has been signed by all parties, we will make sure the lender receives all of the documents they require to order the appraisal.

#### **Home Warranty Ordered**

You have the option of adding a year of home warranty coverage to your new home.  
*See page 11 in this packet for more information.*

#### **We Are Here To Help!**

If you have any questions or concerns throughout the escrow process, please don't hesitate to contact us.

**We are here to help every step of the way.**

**Carol Kellogg** | (916) 390-2437 | Carol@CarolKellogg.com

**Brian Kellogg** | (916) 587-1823 | Brian.Kellogg@CBRealty.com



# THE LOAN PROCESS

---

Unless you are paying cash, you will need to obtain a mortgage loan. There are many different types of loans and programs available & your lender can help you determine the right type of loan for you.

The following details the steps in obtaining a loan:

## Pre-Qualification

Pre-qualification occurs before the loan process actually begins, and is usually the first step after initial contact is made. The lender gathers information about the income and debts of the borrower and makes a financial determination about how much the borrower may be able to afford.

## Application

The application is actually the beginning of the loan process and usually occurs between days one and five of the loan. The buyer, now referred to as a “borrower”, completes a mortgage application with the loan officer and supplies all of the required documentation for processing. Various fees and down payments are discussed at this time and the borrower will receive a Good Faith Estimate (GFE) and a Truth-In-Lending statement (TIL) within three days that itemizes the rates and associated costs for obtaining the loan.

## Processing

Processing occurs between days five and twenty of the loan. The “processor” reviews the credit reports and verifies the borrower’s debts and payment histories. A written explanation is required from the borrower if there are any items in question on the credit report. The processor also reviews the appraisal and survey, and checks for property issues that may require further discernment. The processor’s job is to put together an entire package that may be underwritten by the lender.

## Underwriting

Lender underwriting occurs between days twenty-one and thirty, or sooner. The underwriter is responsible for determining whether the combined package passed over by the processor is deemed as an acceptable loan.

## Mortgage Insurance

Mortgage insurance underwriting occurs when the borrower has less than 20% of the loan amount to put towards a down payment. At this time, the loan is submitted to a private mortgage guaranty insurer, who provides extra insurance to the lender in case of default.

## Pre-Closing

Pre-Closing occurs between days twenty-five and thirty. During this time the title insurance is ordered, all approval contingencies, if any, are met, and a closing time is scheduled for the loan.

## Closing

Closing usually occurs between days twenty-five and forty-five of the loan (depending upon the designated length of your escrow). At the closing, the lender “funds” the loan with a cashier’s check, draft or wire to the selling party in exchange for the title to the property. This is the point at which the borrower finishes the loan process and actually buys the house.

If you have questions about how this process applies to you, contact us.  
We can recommend a reputable mortgage lender.

Source: <http://www.americanloansearch.com/info-loanprocess.htm>

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)





# THE ESCROW PROCESS



According to the California Escrow Association, escrow is a service which provides the public with a means of protection in the handling of funds and/or documents. Escrow enables the buyer and the seller to transact business with each other through a neutral party, thereby minimizing their risk.

In the escrow, all parties involved give their instructions to this neutral intermediary, the “escrow holder,” whose duty it is to assure that no funds or property change hands until all instructions have been carried out to completion.

## Escrow Holder Duties Include:

- ❖ Serves as the neutral third party between all parties involved
- ❖ Orders the Preliminary Title Report which documents the title status of the property
- ❖ Drafts escrow instructions
- ❖ Prepares required lender documentation and ensures specific conditions are met
- ❖ Orders payoff demands for all items to be paid through escrow
- ❖ Receives closing instructions, documents and borrower’s funds and ensures that all requirements have been met prior to closing
- ❖ Schedules and processes the escrow signing approximately 4-6 days prior to close
- ❖ Closes escrow, disburses funds & issues the Title Insurance Policy to the borrower & lender
- ❖ Records the Deed and other related documents

Keep in mind that you may be asked to provide information such as legal identification, date of birth and social security number to the escrow officer as proof of identity. This information is considered highly confidential and is treated accordingly.

Source: [www.dre.ca.gov](http://www.dre.ca.gov)

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# HOME INSPECTION FAQ

---

## What is a home inspection?

A home inspection is an objective visual examination of the physical structure and systems of a house, from the roof to the foundation.

## What does a home inspection include?

The standard home inspector's report will cover the condition of the home's heating system; central air conditioning system (temperature permitting); interior plumbing and electrical systems; the roof, attic and visible insulation; walls, ceilings, floors, windows and doors; the foundation, basement and structural components.

## Why do I need a home inspection?

Buying a home could be the largest single investment you will ever make. To minimize unpleasant surprises and unexpected difficulties, you'll want to learn as much as you can about the newly constructed or existing house before you buy it. A home inspection may identify the need for major repairs or builder oversights, as well as the need for maintenance to keep it in good shape. After the inspection, you will know more about the house, which will allow you to make decisions with confidence.

## What if the report reveals problems?

No house is perfect. If the inspector identifies problems, it doesn't mean you should or shouldn't buy the house, only that you will know in advance what to expect. If your budget is tight, or if you don't want to become involved in future repair work, this information will be important to you. If major problems are found, a seller may agree to make repairs.

## What will it cost?

The inspection fee for a typical one-family house varies geographically, as does the cost of housing. Similarly, within a given area, the inspection fee may vary depending on a number of factors such as the size of the house, its age and possible optional services such as septic, well or radon testing. Do not let cost be a factor in deciding whether or not to have a home inspection or in the selection of your home inspector. The sense of security and knowledge gained from an inspection is well worth the cost, and the lowest-priced inspection is not necessarily a bargain. Use the inspector's qualifications, including experience, training, compliance with your state's regulations, if any, and professional affiliations as a guide.

## When do I call a home inspector?

Typically, a home inspector is contacted immediately after the contract or purchase agreement has been signed. Before you sign, be sure there is an inspection clause in the sales contract, making your final purchase obligation contingent on the findings of a professional home inspection. This clause should specify the terms and conditions to which both the buyer and seller are obligated.

## Do I have to be there?

While it's not required that you be present for the inspection, it is highly recommended. You will be able to observe the inspector and ask questions as you learn about the condition of the home and how to maintain it.

\* Information provided by American Society of Home Inspectors \*  
Visit [www.homeinspector.org](http://www.homeinspector.org) to find out more

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# WHAT IS A HOME WARRANTY?

---

## What is a home warranty?

A home warranty is typically a one-year renewable service contract designed to protect your household budget from unexpected, costly repairs on home systems and appliances.

## What does a home warranty cover?

There are several plans and options to choose from to best suit your home's specific requirements. Basic plans typically include coverage for: kitchen appliances, water heaters, plumbing, electrical, heating systems, and more. Optional coverage can range from pool/spa equipment, washer/dryer, kitchen refrigerator, air conditioning, well pump, and more. Coverage varies by region and whether the home is involved in a real estate transaction.

## What is usually NOT covered?

Your home warranty contract covers only items listed as covered and excludes all others. Therefore, when you have a breakdown you may have additional expenses associated with the repair or replacement. For instance, costs to bring out-of-code systems into compliance, structural modifications, modifications to existing equipment, secondary damage, and cosmetic fixes are examples of items that may not be covered. Read your contract for full details.

## Is there a fee for requesting service?

Yes. When a service provider visits your home, your Service Call Fee is due, typically ranging from \$50 to \$100 depending on your plan. Details of your exact fee are included in your contract.

## What is the difference between a home warranty and home owners insurance?

Home insurance is usually required by your mortgage lender and protects the structure of your home against risks such as damage from severe weather and theft, secondary damages resulting from some system and appliance failures, as well as protecting you personally from liability in the event that someone is accidentally injured on your property. Each time you make a claim on your home insurance you pay a deductible cost, which is commonly \$500 or \$1,000.

Home warranties protect many of the home systems and appliances that you rely on daily. When these systems and appliances inevitably fail over time due to normal wear and tear, a home warranty will pay to repair or replace them. You will pay a service fee each time you request service, which ranges from \$50 - \$100.

## How often can I request service?

There is no limit to the number of times you can request service during your contract. Many of our customers request service multiple times each year and save hundreds to thousands of dollars in repair and replacement bills.

## Are there any age limitations?

No. We will cover your system or appliance regardless of age, provided it is in safe, working order before the start of your contract.

\* Information provided by First American Home Warranty Company \*

**Carol Kellogg** | (916) 390-2437 | Carol@CarolKellogg.com  
**Brian Kellogg** | (916) 587-1823 | Brian.Kellogg@CBRealty.com





# WHAT IS TITLE INSURANCE?



## Why You Need Title Insurance

When you purchase your home, how can you be sure that there are no problems with the home's title and that the seller really owns the property? Problems with the title can limit your use and enjoyment of the property, as well as bring financial loss. That is what a title search and title insurance are for.

## The Title Search and Owner's Title Policy

After your sales contract has been accepted, a title professional will search the public records to look for any problems with the home's title. This search typically involves a review of land records going back many years. More than 1/3 of all title searches reveal a title problem that title professionals fix before you go to closing. For instance, a previous owner may have had minor construction done on the property, but never fully paid the contractor. Or, the previous owner may have failed to pay local or state taxes. Title professionals seek to resolve problems like these before you go to closing.

Sometimes title problems occur that could not be found in the public records or are inadvertently missed in the title search process. To help protect you in these events, it is recommended that you obtain an Owner's Policy of Title Insurance to insure you against the most unforeseen problems.

## What is ALTA?

The American Land Title Association (ALTA), founded in 1907, is the national trade association and voice of the abstract\* and title insurance industry. ALTA members search, review and insure land titles to protect home buyers and mortgage lenders who invest in real estate.

ALTA members advocate safe and efficient transfer of real estate and insist on high standards when searching land title records and preparing insurance documents. The industry seeks to eliminate risk before insuring, which provides the insured with the best possible chance of avoiding land title problems. But, title difficulties can and do occur, and members offer both Owner's and Lender's title insurance policies as effective safeguards.

\*NOTE: An abstractor is the person who prepares a summary (or abstract) of public records relating to title to a specific parcel of land.

Source: <http://www.homeclosing101.org/alta.cfm>

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# METHODS OF HOLDING TITLE

There are many methods of holding title to your property. The information provided below is intended for informational purposes only. It is important to seek professional counsel from an attorney and/or CPA to determine the legal and tax consequences of how you hold title to real property.

	Community Property	Community Property w/Right of Survivorship	Joint Tenancy	Tenancy in Common	Partnerships	Trust Arrangements
<b>Parties</b>	Husband and wife or domestic partners.	Husband and wife or domestic partners.	Any number of persons, but cannot be artificial entity such as corporation, LLC or trustee of trust.	Any number of persons or entities may hold title as tenants in common.	Only partners/shareholders/members of the artificial entity.	Trustee and beneficiaries of trust may be individuals, trusts or any legally created entity.
<b>Division</b>	Ownership and management are equal except control of business is solely with managing partner.	Ownership and management are equal except control of business is solely with managing partner.	Ownership interests must be equal (can have equal interests in undivided interest).	Ownership can be divided into any number of interests, equal or unequal.	Single legal entity, partners/shareholders/members own interest in entity, not property held.	Interests in trust are personal property and are in accordance with terms of trust.
<b>Title</b>	Title is in the "community." Each interest is separate but management is unified.	Title is in the "community." Each interest is separate but management is unified.	Each joint tenant has separate legal title to undivided interest, subject to right of survivorship.	Each owner has a separate legal title to undivided interest.	Title is in the artificial entity.	Held in name by the trustee(s).
<b>Possession</b>	Each spouse or partner has equal rights of management and control.	Each spouse or partner has equal rights of management and control.	Equal right of possession.	Equal right of possession.	Entity has sole right of possession. Entity's organizational documents determine individual partner's/shareholder's/member's rights, if any.	In accordance with terms of trust.
<b>Conveyance</b>	Both spouses or partners must convey or encumber in writing, or conveyance is void.	Both spouses or partners must convey or encumber in writing, or conveyance is void. Right of survivorship may be terminated by same joint tenancy.	Each owner's interest may be conveyed or encumbered individually, but conveyance or encumbrance without joinder of other joint tenants severs joint tenancy.	Each owner's interest may be conveyed separately.	Conveyance authority determined by organizational documents and applicable statutes.	Trustee has authority to convey in accordance with terms and limitations of trust agreement.
<b>Death</b>	On spouse's or partner's death, 1/2 belongs to surviving spouse/partner; 1/2 passes by will or, if no will, then passes to surviving spouse or partner	Upon death of spouse/partner, interest passes to surviving spouse/partner without administration.	On co-owner's death, interest passes to surviving joint tenants. Interest may not be disposed of by will.	Interest passes by will or intestate, if no will. Interest must be probated.	Entity not capable of dying. Impact, if any, of death of partner/shareholder/member on affairs of entity determined by organizational documents and applicable statutes.	Creditor with lien/ judgement against beneficiary may execute on beneficiary's interest in trust, not property held by trust. Lien against individual trustee may not attach to trust. However, if trustee is settler or revocable trust, lien may attach.
<b>Successor Status</b>	If passing by will, tenancy in common with surviving spouse; if passes to spouse, then owned in entirety by surviving spouse.	If passing by will, tenancy in common with surviving spouse; if passes to spouse, then owned in entirety by surviving spouse.	Last survivor owns property.	Devisee or heir becomes tenant in common with other owners.	Interest, but not management authority, of partner/shareholder/member in the entity passes by will or, if no will, by intestate succession.	Defined by terms of trust agreement.
<b>Creditor's Rights</b>	Property is liable for the debts of either spouse made before or after marriage, subject to homestead rights, if principal residence.	Property is liable for the debts of either spouse made before or after marriage, subject to homestead rights, if principal residence.	Involuntary lien of creditor or deed of trust terminates on death of joint tenant. If creditor executes on lien prior to death and acquires title, becomes tenant in common with remaining joint tenants.	Owner's interest may be sold on execution sale to satisfy creditor. Creditor becomes tenant in common with remaining owners.	Creditor of partner/shareholder/member may obtain order attaching interest in entity, but not property held by entity.	Creditor with lien/ judgement against beneficiary may execute on beneficiary's interest in trust, not property held by trust. Lien against individual trustee may not attach to trust. However, if trustee is settler or revocable trust, lien may attach.
<b>Presumptions</b>	Strong presumption that property taken as "husband and wife" or as "domestic partners" is community property.	Strong presumption that property taken as "husband and wife" or as "domestic partners" is community property.	Creation of joint tenancy must be in writing.	Joint ownership presumed to be as tenants in common, unless title acquired by "husband and wife."	Property must be expressly vested in partnership.	Property must be expressly vested in trustee of trust. Trust is created by executed trust agreement.

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# CLOSING COSTS

Closing costs refer to and include a variety of costs incurred by either a buyer or seller in excess of the selling price of a property. They are largely determined by the terms and conditions of the contract, the type of transaction, and where the property is located. There are, however certain fees and charges that are expected regardless of the above factors. For example, in a real estate transaction, it is customary that there would be fees in connection with the following:

- Obtaining a new loan
- Paying off an old loan
- Fees for escrow and title
- Recording documents
- Documentary transfer taxes
- Real estate commissions
- Prepaid property taxes
- Home warranties
- Insurance premiums

If applicable, there may also be several recurring costs or fees, or prepaid items that are prorated through escrow. Again, all of these fees and charges will be reflected on the escrow's closing statement.

Refer to the chart below to better determine what costs may apply to you.

## Who Typically Pays What in Your County?

Closing Costs are allocated between buyer and seller on the basis of tradition, but are subject to negotiation in the sale of the real property.

Who Pays What in Your County	Escrow Fees	Title Fees (Owner's Policy)	County Transfer Tax (per thousand)	City Transfer Tax (per thousand)
El Dorado	Buyer-Seller 50/50	Buyer-Seller 50/50	Seller pay \$1.10	None
Nevada	Buyer-Seller 50/50	Buyer-Seller 50/50	Seller pay \$1.10	None
Placer	Buyer-Seller 50/50	Seller pay Auburn 50/50	Seller pay \$1.10	None
Sacramento	Seller pay	Seller pay	Seller pay \$1.10	Buyer-Seller 50/50 Sacramento \$2.75
San Joaquin	Buyer-Seller 50/50	Buyer-Seller 50/50	Seller pay \$1.10	None
Solano	Buyer pay	Buyer pay	Seller pay \$1.10	Seller pay Vallejo \$3.30
Yolo	Buyer-Seller 50/50	Buyer-Seller 50/50	Seller pay \$1.10	Seller pay Woodland \$1.10

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)





# ESCROW SIGNING APPOINTMENT



The more conscientious and knowledgeable the parties are about the escrow process, the smoother the escrow transaction will be. There are several pieces of information that you will be required to supply to your escrow officer. Please contact the escrow officer with any questions.

**The following is a brief list of items that you will be expected to provide to your escrow officer:**

- ❖ **Identification:** Acceptable forms include; a current California driver's license or identification card, valid passport or other approved California identification that includes a photo, physical description and signature. Check with your Escrow officer for acceptable forms of ID.
- ❖ **Cashier's Check:** Obtain a cashier's check or certified check made payable to the title company in the amount indicated by your Escrow Officer.
- ❖ **How You Wish to Hold Title to Your Home:** There are several different title vesting options (joint tenancy, community property, community property with right of survivorship) in California, and each one has different tax, legal, and/or estate consequences. It is wise not to rush through this part of the escrow paperwork. Rather, you should do your homework and consult a licensed attorney or tax professional if you have questions.

**Prior to your signing appointment, the following items, if needed, should be taken care of:**

- ❖ **Final Walk-Through of Home:** Before close of escrow, it is very important to perform a final walk-through of the home with your agent. This is your last opportunity to make any changes.
- ❖ **Satisfy All Lender Requirements:** You must satisfy all lender requirements prior to closing.
- ❖ **Home Owner's Insurance Information:** Provide your Escrow Officer the insurance agent's name and phone number prior to your signing so a copy of the policy can be sent to the lender and the first year's premium can be paid through escrow.
- ❖ **Power of Attorney:** If a Power of Attorney is desired, arrangements must be made with your Escrow Officer up to two weeks in advance.
- ❖ **Transferring of Escrow Funds:** If you wish to wire or transfer funds for closing, arrangements must be made in advance with your Escrow Officer.

Source: <http://www.dre.ca.gov>

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# SUPPLEMENTAL TAX INFORMATION

---

## **What are supplemental taxes?**

On July 1, 1983, California State law was enacted to require the assessor to appraise property on the date a change in ownership occurs or new construction is completed. Taxes are computed from the 1st of the month following the change to the end of the fiscal year. In most cases, this assessment results in one or possibly two supplemental tax bills being sent to the property owner in addition to the regular secured property tax bill that is mailed annually.

## **How are the supplemental taxes calculated?**

The Assessor appraises the property to determine the new base year value as of the date of the change of ownership or completion of new construction. The Assessor then calculates the difference between the new base year value and the existing roll value. The result is the new Supplemental Assessment. The Assessor will send you a "NOTICE OF SUPPLEMENTAL ASSESSMENT AND IMPENDING TAX BILL".

This reassessment usually results in an increase in property value, in which case your supplemental taxes will be calculated by the Auditor-Controller based on the change in value, and one or possibly two supplemental tax bills will be created and mailed to you by the Tax Collector. However, in some instances the reassessment results in a reduction in value, in which case a refund will be prepared by the Auditor-Controller and mailed to you. A reduction in value WILL NOT reduce the amount due on the annual tax bill. The annual tax bill must be paid in the amount originally billed.

## **Will I receive an annual tax bill each November?**

Yes. The supplemental tax is sent in addition to the annual tax bill and both amounts must be paid as specified on each tax bill.

## **Will my mortgage company pay the supplemental bill?**

No. Unlike the annual tax bill, lending agencies do not request a copy of the supplemental tax bill. When you receive a supplemental tax bill, YOU MUST CONTACT YOUR LENDER to determine who is to pay the bill.

## **Is my supplemental tax bill prorated?**

Yes. You are taxed only on that portion of the year for which you have ownership or completed construction.

## **Is it possible to receive two supplemental bills?**

Yes. This depends on when the ownership change or completion of new construction occurred. You will receive ONE supplemental bill if the date of the change in ownership or completion of new construction is between June 1 and December 31 inclusive. You will receive TWO supplemental bills if the date of the change in ownership or completion of new construction is between January 1 and May 31 inclusive.

## **What happens if I fail to pay the supplemental tax bill?**

The same rules apply as for unpaid annual tax bills. If your supplemental tax bill is not paid by June 30th after the second installment is delinquent, the property becomes tax-defaulted (even if you have paid your annual tax bill). After five years of delinquency the property will be subject to the Tax Collector's Power of Sale and may be sold at a tax sale.

## **Can delinquent supplemental taxes be paid on an installment plan?**

Yes. Delinquent supplemental taxes may be paid on an installment plan in the same manner as your annual property taxes if they become delinquent.

Source: <http://www.placer.ca.gov/Departments/Tax/Taxes/SuppTaxes.aspx>

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# FREQUENTLY ASKED QUESTIONS

---

## What happens to my initial deposit?

Your initial deposit is required to be deposited with the escrow company within 3 days of an accepted offer. The escrow company will deposit the funds into an escrow account until closing. At closing, the amount of the deposit is credited towards the total amount of money you will need to bring in to close the escrow. If you decide to cancel the contract per the terms of the agreement, then you will be entitled to the return of your deposit, less any costs that you incurred during the escrow.

## Can I lose my deposit if I cancel?

Real estate contracts are complicated legal transactions. This is an area where having a knowledgeable and professional agent is a necessity. Rarely does the buyer lose their deposit. Most often, if a transaction falls apart, it is due to circumstances beyond the buyer's control. These can include property condition, low appraisal or inability to obtain financing. However if the buyer operates in bad faith or willfully decides that they no longer want to buy the house and cancels the contract with no legal reason for doing so, then the seller may have the right to retain the buyers deposit.

## What is a contingency?

A contingency is a clause in the purchase agreement that allows the parties to back out of the contract under certain circumstances. For a buyer, there are 3 main contingencies: Inspection, Appraisal and Loan. The timeframes for each contingency are negotiated in the contract. Once a buyer actively removes the contingency, they put their deposit at risk if they subsequently cancel the contract for a reason related to that contingency. This is another reason why it is important to work with a knowledgeable agent that can guide you through the process.

What if I need to sell my home before I can buy a new one?

Having a home to sell adds another layer of complexity to your transaction. In this case, it is important that we meet early in order to discuss a plan based on your timeframe and goals. It is possible to make an offer on a replacement home "contingent" on the sale of your current home. However, a buyer in this position may not have the same negotiating power as a buyer that does not have a home to sell.

## What's in the purchase offer?

A real estate purchase offer is a legally binding contract that a homebuyer uses to make an offer on a property. The primary elements of the purchase offer include the offer price, down payment, earnest money deposit, and contractual dates that stipulate when the transaction will close and how many days the buyer has to meet certain conditions including the property inspection, appraisal and loan periods. Within the purchase offer, the buyer will also commit to various additional details including how escrow costs, real estate transfer taxes and any local point of sale ordinances will be paid.

## What are Closing Costs?

Closing costs can include lender fees, title & escrow fees, transfer taxes, property tax adjustments, prepaid property taxes, pre-paid homeowner's insurance costs and more. Some of these costs are negotiated as part of the contract, while others are not. Your lender will be able to give you an up-front "Loan Estimate" that will give you a good idea of what your overall closing costs will be.

## What Inspections should I get?

Because your home is likely your biggest investment, it's essential that you have a thorough understanding of its condition before you buy it. There are three basic inspections all home buyers should be prepared to pay for once under contract to purchase a home: a home inspection, pest inspection and roof inspection. Aside from these, there may be other inspections recommended depending on the condition, location and age of the home. Virtually all homes will have issues. The inspection period is your opportunity to learn whether you can manage the costs associated with any needed repairs. The inspection process is also an opportunity to learn about the property's positive attributes. I regularly attend inspections and can help you pick the right inspectors and contractors for your needs.

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)  
**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)





# GLOSSARY OF TERMS

These definitions are to acquaint the homebuyer with terms commonly used in real estate transactions. The terms are intended to be general and brief and are not complete and wholly accurate when applied to all possible uses of the term. Please consult with your REALTOR® for more information or questions regarding specific terms.

**Adjustable Rate Mortgage (ARM)** – A mortgage instrument with an interest rate that is periodically adjusted to follow a pre-selected published index. The interest rate is adjusted at certain intervals during the loan period.

**Adjustment Period** – The length of time between interest rate changes on an ARM. For example, in the case of an ARM loan with a one-year adjustment period, the interest rate may change once each year.

**Agency** – Any relationship in which one party (agent) acts for or represents another (principal) under the authority of the principal. Agency involving real property should be in writing, such as listing, trust, powers of attorney, etc.

**American Land Title Association (ALTA)** – A national association of title insurance companies, abstractors, and agents. The association adopts standard policy forms.

**Amortization** – Repayment of a mortgage debt with periodic payments of both principal and interest, calculated to retire the obligation at the end of a fixed period of time.

**Annual Percentage Rate (APR)** – A term defined in section 106 of the Federal Truth in Lending Act (15 USC 1606), which expresses on an annualized basis the charges imposed on the borrower to obtain a loan (defined in the Act as “finance charges”), including interest, discounts and other costs.

**Appraisal** – An opinion or estimate of value. Also refers to the process by which a value estimate is obtained.

**Assignment** – The transfer of ownership, rights, or interests in property, as in a mortgage, lease, or deed of trust. Mortgages and other security instruments are regularly assigned from one investor to another and commitments by HUD/FHA to insure mortgages may be assigned by one originating lender to another before insurance.

**Beneficiary** – The person who is entitled to receive funds or property under the terms and provisions of a will, trust, insurance policy or security instrument. In the case of a mortgage loan, the beneficiary is the lender.

**Broker, Real Estate** – One who is licensed by the state to carry on the business of dealing in real estate. A broker is employed on a fee or commission basis to bring together buyers and sellers, landlord and tenant, or parties to an exchange, and assist in negotiating contracts between them.

**California Land Title Association (CLTA)** – A California statewide association of title insurers and underwritten title companies. The association adopts standard title policy forms.

**Cap** – The limit on how much an interest rate or monthly payment can change, either at each adjustment or over the life of the mortgage.

**Certificate of Reasonable Value (CRV)** – A document that establishes the maximum value and loan amount for a VA guaranteed loan.

**Closing Costs** – The costs incurred to purchase real estate. These may include loan fees, title fees, appraisal fees, etc.

**Closing Statement** – The financial disclosure statement that accounts for all of the funds received and expected at the closing, including deposits for taxes, hazard insurance, and mortgage insurance.

**Commission** – An agent’s compensation for negotiating a real estate or loan transaction, often expressed as a percentage of the selling price.

**Community Property** – A form of ownership under which property acquired during a marriage is presumed to be owned jointly unless acquired as separate property of either spouse.

**Contingency Clause** – A provision in some ARM’s to a fixed rate loan, usually after the first adjustment period. The new fixed rate is generally set at the prevailing interest rate for fixed rate mortgages. This conversion feature may cost extra.

**Deed** – The document by which title to real property is transferred or conveyed from one party to another.

**Deed of Trust** – Type of security instrument in which the borrower conveys title to real property to a third party (trustee) to be held in trust as security for the lender, with the provision that the trustee shall reconvey the title upon the payment of the debt, and, conversely, will sell the land and pay the debt in the event of a default by the borrower.

**Deposit** – A sum of money given to (1) bind a sale of real estate, or (2) assure payment or an advance of funds in the processing of a loan. Also called Earnest Money.

**Discount Points** – A negotiable fee paid to the lender to secure financing for the buyer. Discount points are up front interest charges to reduce the interest rate on the loan over the life, or a portion, of the loan’s term. One discount point equals one percent of the loan amount.

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)

**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# GLOSSARY OF TERMS

---

**Due on Sale Clause** – An acceleration clause that requires full payment of a mortgage or deed of trust when the secured property changes ownership.

**Earnest Money** – A deposit made to bind the conditions of a sale of real estate.

**Escrow** – The process in which a neutral third party holds money and documents for delivery to the respective parties in a transaction on performance or established conditions.

**Federal National Mortgage Association** – Commonly known as Fannie Mae. A privately owned corporation created by Congress to support the secondary mortgage market. It purchases and sells residential mortgages insured by FHA or guaranteed by VA, as well as conventional home mortgages.

**Finance Charge** – The total cost a borrower must pay, directly or indirectly, to obtain credit according to Regulation Z.

**Foreclosure** – The legal process by which property is sold to satisfy an unpaid debt in the event of default on terms or payments of a mortgage.

**Good Faith Estimate (GFE)** – A document that tells borrowers the approximate costs they will pay at or before settlement, based on common practice in the locality. Under requirements of the Real Estate Settlement Procedures Act (RESPA), the mortgage banker or mortgage broker, if any, must deliver or mail the GFE to the applicant within three business days after the application is received.

**Graduated Payment Mortgage** – A residential mortgage with monthly payments that start at a low level and increase at a predetermined rate.

**Grant Deed** – One of many types of deeds used to transfer real property.

**Hazard Insurance** – Real estate insurance protecting against loss caused by fire, some natural causes, vandalism, etc., depending upon the terms of the policy.

**Homeowner's Association (HOA)** – (1) An association of people who own homes in a given area, formed for the purpose of improving or maintaining the quality of the area. (2) An association formed by the builder of condominiums or planned developments and required by statute in some states.

**Impound Account** – An account held by a lender for the payment of taxes, insurance or other periodic debts against real property.

**Index** – A measure of interest rate changes used to determine changes in an ARM's interest rate over the term of the loan.

**Joint Tenancy** – A means of ownership in which two or more persons own equal shares in real property. Upon the death of one tenant, his/her share passes to the remaining tenant(s) until title is vested in the last survivor.

**Legal Description** – A description by which real property can be definitely located by reference to surveys or recorded maps. Sometimes referred to simply as "the legal."

**Lien** – A legal hold or claim on property as security for a debt or charge.

**Loan Commitment** – A written promise to make a loan for a specified amount on specific terms.

**Loan to Value Ratio** – The relationship between the amount of the appraised value of the property and the loan, expressed as a percentage of the appraised value.

**Lock-in** – A guarantee by the lender of a particular loan rate. The loan must fund before the lock expiration in order to receive the guaranteed or "locked" rate.

**Margin** – The number of percentage points the lender adds to the index rate to calculate the ARM's interest rate at each adjustment.

**Market Value** – An appraisal term denoting the highest price that a buyer, willing but not compelled to buy, would pay, and the lowest a seller, willing but not compelled to sell, would accept.

**Mortgage Payment** – A payment that is owed to the bank/lender each month toward repayment of the loan. The amount is determined by the terms of the loan: principal, interest rate, length of the loan, and periodic adjustments, if applicable.

**Multiple Listing Service** – An exclusive listing, submitted to all members of an association, so that each may have the opportunity to sell the property.

**Negative Amortization** – Occurs when monthly payments fail to cover the interest cost. The interest that isn't covered is added to the unpaid principal balance, which means that even after several payments you may owe more than you did at the beginning of the loan. Negative amortization can occur when an ARM has a payment cap that results in monthly payments that aren't high enough to cover the interest.

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)

**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)



# GLOSSARY OF TERMS

**Note** – A unilateral agreement containing an express and absolute promise of the signer to pay to a named person, order, or bearer a definite sum of money at a specified date or on demand. Usually provides for interest and, concerning real property, is secured by a mortgage or trust deed.

**Origination Fee** – A fee made by a lender for making a real estate loan. Usually a percentage of the amount loaned, such as one percent.

**PITI (Principal, Interest, Taxes and Insurance)** – The four major components of a usual monthly mortgage payment.

**Point** – An amount equal to 1% of the principal amount of the investment or note. The lender assesses loan discount points at closing to increase the yield on the mortgage to a position competitive with other types of investments.

**Power of Attorney** – An authority by which one person (principal) enables another (attorney-in-fact) to act for him.

(1) General power – authorizes sale, mortgaging, etc., of all property of the principal. Invalid in some jurisdictions.

(2) Special power specifies property, buyers, price and terms.

**Preliminary Report** – A report prepared prior to issuing a policy of title insurance that shows the ownership of a specific parcel of land, together with the liens and encumbrances thereon which will not be covered under a subsequent Title Insurance Policy.

**Prepayment Penalty** – A penalty under a note, mortgage, or deed of trust imposed when the loan is paid before it is due.

**Pre-Qualification Letter** – A letter that states a potential borrower's financial status to determine the size and type of mortgage available to him/her.

**Principal** – (1) The amount of debt, not including interest. (2) The person who is served by an agent or attorney.

**Private Mortgage Insurance (PMI)** – Insurance written by a private mortgage insurance company protecting the mortgage lender against loss occasioned by a mortgage default and foreclosure. The premium is paid by the borrower and is included in the mortgage payment. Typically required if down payment is less than 20% of purchase price.

**Processing (or Origination) Fees** – Fees that cover the administrative cost of processing the loan. These charges vary from lender to lender.

**Proration** – The method used in dividing charges into that portion which applies only to a party's ownership up to a particular date.

**Quitclaim Deed** – A deed operating as a release; intended to pass any title, interest, or claim which the grantor may have in the property, but not containing any warranty of a valid interest or title in the grantor.

**Reconveyance** – The conveyance to the landowner of the title, held by a trustee under deed of trust, when the performance of the debt is satisfied.

**Recordation** – Involves filing for record in the office of the County Recorder for the purpose of giving constructive notice of title, claim or interest in real property.

**Right of Survivorship** – The right of a survivor of a deceased person to the property of said deceased. A distinguishing characteristic of a joint tenancy relationship.

**REO Sale** – An REO sale is a property sales transaction by a lender of a property to which that lender acquired title as a result of a foreclosure. The lender/seller then takes to property into its "Real Estate-Owned" (REO) department for marketing and selling.

**Short Sale** – A short sale is a property sales transaction where there are not sufficient funds from the sale proceeds to pay off all secured lenders and other creditors, the lenders and creditors agree to accept less money than what is actually owed on the mortgage loan or other secured debt.

**Statement of Information (SI)** – A confidential form filled out by buyer and seller to help a title company determine if any liens are recorded against either party. It is necessary to differentiate between parties with similar names. Also called a Statement of Identity.

**Tenancy in Common** – An undivided ownership in real estate by two or more persons. The interests need not be equal. In the event of the death of one of the owners, no right of survivorship in the other owner exists.

**Title Insurance Policy** – A policy that protects the purchasers, mortgagee or other parties against losses.

**Uniform Settlement Statement** – The Standard HUD Form 1 required to be given to the borrower, lender and seller at, or prior to, settlement.

**VA Loan** – A loan that is guaranteed by the Veteran's Administration and made by a private lender.

**Vesting** – Denotes the manner in which title is held. Examples of common vesting's are: Community Property, Joint Tenancy, Tenancy in Common, and Community Property with Right of Survivorship.

**Carol Kellogg** | (916) 390-2437 | [Carol@CarolKellogg.com](mailto:Carol@CarolKellogg.com)

**Brian Kellogg** | (916) 587-1823 | [Brian.Kellogg@CBRealty.com](mailto:Brian.Kellogg@CBRealty.com)





# KELLOGG FAMILY REAL ESTATE TEAM

---

A trusted name in the Sacramento real estate market for over 30 years, **Kellogg Family Real Estate Team** of Coldwell Banker Realty provides you with the knowledge and experience to help you navigate through every stage of the home buying and selling process

[www.KelloggFamilyRealEstate.com](http://www.KelloggFamilyRealEstate.com)



*Carol*



*Brian*



**COLDWELL BANKER | REALTY**

# PEOPLE ARE TALKING

---

"Brian Kellogg did a wonderful job with my sale transaction. He kept me informed and updated with daily status reports. It was a pleasure working with Brian. I would definitely recommend him for any of your real estate needs."

**Linda McClure, Carmichael**

"Our experience selling my mother's house with Brian Kellogg was excellent. He told us exactly what to do to prepare the property for sale and achieve top dollar for it. Brian was always available for us and would respond immediately to our calls. The video he made for online advertising was amazing! The house received multiple offers the day after it went on the market all for over the asking price. The transaction was smooth and effortless on our part with many details handled by email. We cannot say enough about how pleased we were with the entire process. Bryan made it all happen. He was professional, courteous and efficient. We would recommend him highly."

**C. Boroski, Roseville**

"Brian was everything I wanted my agent to be: prompt, attentive, hard working, creative, and fully understanding of what I was looking for in a property."

**Andrew Gleeson, Sacramento**

"Carol and the extended Kellogg team are ON IT! We truly couldn't have selected a better, more knowledgeable and patient (we viewed over 60 homes) realtor than Carol! Throughout the entire process, Carol's energy, expertise and knowledge made my wife and I feel like we had an edge up on other buyers, and leant to a very positive and successful buying experience. Most important... Carol helped us land our DREAM home! A++"

**Ray Otsuka**

"Carol was so patient as we looked at Countless houses before we found Exactly what we were looking for in our home. We loved how up front and honest she was about her thoughts on each one. She always responded to any questions we had right away and we always felt she had our best interest in mind when making an offer on a home. Excellent service!!"

**Kyle & Jenifer Sterry, Roseville**

"Carol has handled about 20 transactions for our family - her reliably outstanding service, time and time again, has made it a pleasure to have her work with us on our most recent purchase. She always goes above and beyond for her clients."

**Diane & Bill Donnoe, Fair Oaks**

**Carol Kellogg** | (916) 390-2437 | Carol@CarolKellogg.com  
**Brian Kellogg** | (916) 587-1823 | Brian.Kellogg@CBRealty.com





## RESPONSIBLE BUSINESS

### Ethical Commitment

Realogy Holdings Corp. has once again been named one of the world's most ethical companies by the Ethisphere Institute, which recognizes organizations that continuously raise the bar on ethical leadership and corporate behavior. Coldwell Banker Residential Brokerage and its parent company, Realogy Brokerage Group LLC, are subsidiaries of Realogy.

### Going Green

We embrace environmentally responsible practices that help our neighborhoods, cities and planet, with sustainability initiatives that include:

- Digital technologies to reduce paper use
- Telecommuting, teleconferencing and teletraining
- Eco-friendly office products and practices
- Environmentally friendly building materials, like LEED-certified paint and carpeting



# GIVING BACK

## Community Outreach

We're passionate about giving back to the communities where we live, work and play. With financial contributions through our charitable foundation, by volunteering our time and donating essentials, we support an array of local non-profit organizations dedicated to improving the quality of life for all who call our region home. Collectively, we've raised \$27.4 million nationwide for worthy causes.

## Homes for Dogs

Because we believe everyone deserves a home of their own, the **Coldwell Banker®** brand founded the Homes for Dogs Project. The project uses national advertising, social media and local adoption events to generate awareness and bring pets and people together. Since the initiative began in 2015, we've helped tens of thousands of adoptable pets find loving homes. To learn more, visit [coldwellbanker.com/dogs](http://coldwellbanker.com/dogs).

