

# News To Move You Forward



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Brought to you by Jill Scheppler, Bob McManus &amp; Angie Domine

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## Getting a Pest Inspection Before You List

Before your real estate agent places the “For Sale” sign in your front yard, you want to be sure that no stone has been left unturned when preparing your home for marketing. The “To Do” checklist that your agent gives you is created to help protect you from the unknown once you are under contract to sell. It is also a great checklist for taking care of everyday preventative maintenance of your home.

One of the key items on your list will be the recommendation to obtain a professional structural pest inspection prior to listing instead of waiting for an acceptable offer to see if your home is the subject of hidden pest or water damage.

For a fee of \$100–\$200, a state-licensed pest inspector will scrutinize everything from the rafters down to the foundation, looking for signs of active wood-boring invaders and/or dry rot. Termites and certain beetles can be causing behind-the-scenes damage to the structure, while water could be causing wood to rot where it is not properly protected. Once the inspection is complete, you will receive a report with suggested remedies and estimated costs for any areas of active infestation or dry rot. If and when you want to correct any problems is up to you.

Having this information before you move ahead with an offer gives you great advantages when selling your home. You will know the cost to get a clear pest report prior to agreeing on a selling price. Your buyer’s loan approval may depend on having a clear report so closing delays will be avoided. Don’t hesitate to reach out if you have any questions about the home selling or buying process. I’m here to be your resource.

## Meet Two Women Changing the World, One Life at a Time

As the season of New Year’s resolutions gives way to a rapidly unfolding new year and decade, optimism may waver in the face of the political, economic, and environmental challenges that humanity faces.

This March, Women’s History Month is a welcome and inspiring reminder that there are those who seek to make the world a better place, starting with their very own communities. The following fierce females show that no matter how small the positive action, its ripple effects change and enrich many lives.

Chicagoan Shante Elliott grew up as a ward of the state until she was adopted at age 13. Armed with firsthand experience of the challenges youngsters face in the foster care system, Elliott launched TasselTurn, a platform that uses technology to boost educational attainment for foster teens. TasselTurn pairs at-risk kids with “virtual coaches” (graduate students and young professionals) who ensure their mentees graduate and go on to attend college or find jobs.

Fellow L’Oréal Paris Women of Worth 2019 honouree Brittany Schiavone launched Brittany’s Baskets of Hope in 2014. Drawing on her own experiences as a woman with Down’s syndrome, the Huntington-based nonprofit offers support and guidance to those welcoming babies with Down’s syndrome into their lives. Since 2016, she has delivered 750 homemade baskets containing informational books, baby essentials, and gifts to families across 48 states.

Not only are these women working to change lives, they are single-handedly changing the narrative around foster kids and Down’s syndrome, shaping history as they boldly go forward into the future.

## Want to Sell Your Home Fast? Get My Free Guide



Preparing your home for sale can make the difference between getting the price you want – or ending up disappointed.

Discover some easy things you can do by requesting my free guide, “50 Tips to Prepare Your Home for a Speedy, Top-Price Sale.”

Just call me at 715-387-1122 and I’ll send it right out to you.

## It's Tempting, but Don't Do It: The Perils of Moving in Prior to Closing

It is not a given that every sale will close on the contracted closing date. With this in mind, it is important to have contingency plans to cover any delays that will hinder moving plans for both buyer and seller. The buyer who wants to move in prior to a delayed closing and the seller who accommodates such a request may find themselves in a predicament if things don't go according to plan. Keep in mind that even if there is a written agreement to allow an early move-in, a legal dispute can still evolve from the unforeseen.

Early occupancy by a buyer means that the seller will have to maintain insurance on the property until closing, but there will be a potentially costly change to that policy. The new coverage would be landlord insurance to cover the now "tenant-occupied" home. Part of the closing process is the funding of the buyer's loan and a final check of clear title. If a final verification of employment is not in order for the underwriter, funding will not occur and may cause the lender to withdraw the loan commitment. If the final title check reveals a last-minute recorded encumbrance against the property, the sale closing could be indefinitely delayed. These are all good reasons for early occupancy to be avoided.

While the buyer benefits the most from an early move-in, the seller potentially suffers great loss in the event of any buyer default. The seller will have vacated their home, thinking it was sold. This, coupled with the house possibly having been altered or damaged by the buyer during early occupancy, could create unanticipated financial hardship. The seller still owns the house and remains liable for activities on the property.

In any of these scenarios, it wouldn't be long before buyer and seller would find themselves entangled in a legal battle over monetary damages. The message is loud and clear. Both the buyer and seller need to plan their moves with a flexible timeline and avoid early buyer possession in the event unexpected delays cause a late closing.

If you're considering upsizing or downsizing, let me know what I can do to help make that transition as smooth as possible for you.



### What is earnest money when you're buying a home?

Now that you have found a house that you want to call home, it's time to sit down with your agent and write an offer that will get a positive response from the seller. The stronger your offer, the more likely your home can be purchased on your terms.

One of the first items that your agent will discuss with you will be the earnest money deposit that should accompany the purchase offer upon presentation to the seller. This is the money that shows your good faith and demonstrates that you are serious about going through with the sale. Usually the earnest money deposit is offered in the form of a cashier's or personal check. In some locales, it may be electronically transferred into a designated escrow account upon acceptance of the offer. While 2–5% of the purchase price is the customary amount of deposit, keep in mind that the higher the good faith deposit, the more likely the seller will be to accept your offer. The seller will have confidence that there would be little chance of you walking away from the sale and surrendering your considerable deposit as damages to the seller.

**News To Move You Forward is brought to you free by:**

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