



Rose & Womble
REALTY COMPANY

YOUR
LOCAL
REAL ESTATE
RESOURCE

in Hampton Roads, VA

BEACH, CITY
OR COUNTRY.

Our REALTORS®
Will Guide You Home



Ready to buy?



Put your home search in the hands of a
Military Relocation Professional & Accredited Buyer's Representative

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REALTOR®, MRP, ABR, SFR
757-287-7000 - mobile

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Town Center Team

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We believe that people are more important than houses.

Who are we? We are people first -- your neighbors, friends and family here in Hampton Roads, Virginia. We are REALTORS® sharing a high-level of professional ethics and a deep respect for our role in your life when you are buying and selling a home. We are your local real estate resource and are committed to providing you up-to-the-minute market data and a superior customer experience.

PEOPLE

We are a dynamic and successful team of over 600 local real estate agents and supporting personnel in resale, property management, relocation, new homes and marketing services divisions. Our affiliated partnerships include mortgage, title and settlement, market research, land planning and development.

REALTORS®

As REALTORS®, we adhere to a strict Code of Ethics that is higher than those mandated by law. Our agents receive continuous training to remain current. We have a stable foundation and have consistently been named in the top 10% of real estate firms in the United States. Our Principals are industry visionaries with over 75 years of combined experience in the local real estate market.

LOCAL

We have deep roots in this community. We know its neighborhoods, cultures and lifestyles. We care. Through our Rose & Womble Foundation, we work at a grassroots level to give back through contributions of time, funds and goods. We work everyday connecting heart and home.

A high-angle photograph of four people (three women and one man) standing on a light-colored wooden floor in a modern, bright interior space. They are all smiling and looking towards the camera. One man is holding a laptop. To the left, there is a staircase with a glass railing. Large windows are in the background, letting in natural light.

Connecting Heart and Home

Your Rose & Womble Realtor's Role

Understanding Your Options

Buying or selling a house is the largest financial investment most people make, and it's one of the most complex. You need to think about financing, appraisals, zoning regulations, short sales, repairs, and more. REALTORS® are here to help.

Realtors® and Real Estate Agents

A real estate agent's job is to help guide you through the complexities of buying or selling a property. But not everyone with a real estate license is a REALTOR®.

A REALTOR® is not just a real estate licensee, but is also a member of the National Association of REALTORS®.

What's the difference? REALTOR® must meet stricter education requirements than the law requires, and they're bound not only by that law, but by the higher standard of the REALTOR® Code of Ethics.

That's why only REALTORS® are allowed to use the famous REALTOR® "R".

Your REALTOR® is committed to protecting your interests throughout the entire transaction with the integrity, honor, professionalism, and expertise that meets the high standards set by the "REALTOR®" name.

And REALTORS® have access to more and more sophisticated tools to help sellers market their properties to the right audience, help buyers find just the right home, and make the entire process run smoothly.

You'll find your REALTOR® isn't just an expert on your local real estate market, but also a trusted advisor who can help you navigate a complex transaction.

What will a Realtor® do for me?

A REALTOR® can be invaluable to buyers and sellers in a number of ways:

If you're buying, your REALTOR® can ...

- Assist in your home search through the local Multiple Listing Service, or with houses you find through REALTOR®.com and other web sites
- Provide objective data about each property - including helping find information you might not realize is available
- Provide negotiating expertise, and help resolve any issues that arise with the seller that could delay closing or void the contract
- Help you get and understand any homeowner association documents
- Coordinate appraisals and other issues your lender may require
- Help you determine what inspections may be beneficial to help you make an informed decision
- Explain earnest money deposits, escrow accounts, and closing costs
- Go on a final walk-through to make sure everything is in order and any repairs have been made properly
- Work with you and the seller's agent to reach a smooth and problem-free closing

Connecting Heart and Home

If you're selling, your REALTOR® can ...

- go over the market conditions to help you set the right price for your home based on everything from size and condition to recent sales in your neighborhood
- find the best places to market your property - including the local Multiple Listing Service and other channels that may not be available to the general public
- help prepare or "stage" your home for sale by suggesting small improvements that can make a big difference- everything from arranging furniture to choosing the right paint color
- take professional photos and video, and make sure they're included in your home's advertising
- coordinate inspections, appraisals, and other issues to ensure a smooth closing
- provide negotiating expertise, and help resolve any issues that arise with the buyer that could delay closing or void the contract
- work with you and the buyer's agent to reach a smooth and problem-free closing

The Nuts and Bolts of Working with Your Realtor®

- Once you've found the REALTOR® you want to represent you (as either a buyer or a seller), you enter into what's called a "brokerage relationship."
- In order to work together, you and your REALTOR® need a written "brokerage agreement" that outlines at a minimum:
 - what services the REALTOR® will provide;
 - how long he or she will be providing those services; and
 - what fee (if any) and how it's paid.

This agreement might be for a single day-to see a few houses - or several months. For sellers, the fee is typically a percentage of the sale price, while a buyer might see "Fee to be paid by seller's agent."

In most cases, your REALTOR® will act as what's called a standard or "full-service" agent, providing you with a wide range of assistance and all the advantages of having a trained real estate professional working for you.

Remember that you and your REALTOR® will decide what kind of working relationship works best for you.

Whatever you and your "REALTOR®" agree to, once you've signed that brokerage agreement, your REALTOR® can start working for you and representing your interests.

Whether you're buying or selling your home - or just checking out your options - you need the expertise of someone whose job it is to know your local market inside and out. You need a REALTOR®.

Why do I have to Sign a Brokerage Agreement

The short answer is that Virginia Law requires it in order to protect you

The longer answer is that having something in writing - whether it covers a single property or a months-long relationship - ensures that both you and your REALTOR® understand exactly what's expected of each other.

Be sure to discuss your options with your REALTOR®, and make sure all your questions are answered.

How Agents Work

When buying a home, it's helpful to understand who the players are, who they work for, and how they are paid.

Seller's agent (also known as the listing agent)

One of the listing agent's roles is to let as many buyers and other agents know about the home for sale as they can. Their role is to "list" the home for sale. The agent lets all the local agents know about the home through a shared information database called a Multiple Listing Service. Since hundreds of agents see the listing, it is likely that another agent has the perfect buyer. In representing the seller, the listing agent is bound by contract to work toward the best price and terms for that seller.

Buyer's agent (also known as the selling agent)

The selling agent's role is to bring the buyer to the seller. They "sell" the home.

In today's market, buyers are encouraged to work with a buyer's agent. Some buyer's agents have earned a specific designation known as Accredited Buyer Representative (ABR). A buyer's agent represents the buyer exclusively, and works toward getting the best home at the best price and terms for that buyer.

How we get paid

In most cases, a buyer's agent will be compensated by the seller at settlement. The commission is split between the listing firm and selling firm. In the event the seller's listing agreement does not offer compensation to the selling firm, the buyer may be asked to pay the difference.

Do I really need my own Agent?

Can a buyer get a better deal by working directly with the listing agent to buy the home? In a word; No. Remember, the listing agent works toward the SELLER'S best interests. If you buy a home through the listing agent, who will be representing your best interests?

A common misconception is that the seller may be willing to reduce the sales price if there is only one agent involved. However, in the absence of a prior agreement with the seller to do so, the total commission is not split between the listing and selling firm, but instead is paid entirely to the listing firm; so, in this case, the seller's expenses have not been reduced and the buyer has now entered into a legally binding contract without their own representation.

Connecting Heart and Home

What You Should Know Before You Start

What's the first step?

The first step would be to hire me as your representative... then, if you haven't already done so, you should speak to a qualified lender about being pre-approved for a mortgage. With your purchasing power now known, house hunting can be focused on the homes in your price range. When you make an offer, sellers will view yours more favorably because having a mortgage pre-approval removes any doubt about your ability to obtain financing.

How much \$\$ will I need up front?

Earnest money deposit – At the time you make an offer, you should have available approximately .5% - 1% of the sales price to be put in escrow that will be applied at closing towards your total settlement expenses.

Home Inspection – Homebuyers are encouraged to request a home inspection when purchasing a home. This inspection typically costs between \$350–\$550 at the time of the inspection, depending on the size of the home and the company hired to conduct the inspection.

Appraisal – Lenders want to be sure the property is worth at least as much as the mortgage the buyer is applying for. Professional property appraisers will compare the value of the house to that of similar properties in the neighborhood or community. This usually costs around \$500–\$600 and is paid to the lender when it is ordered.

How will I know what to do to get to closing?

Just follow my lead. That's what I am here for. Take a look at the flow chart on the next page to get an idea of what I will be coordinating along the way to make sure the transaction goes as smoothly as possible.

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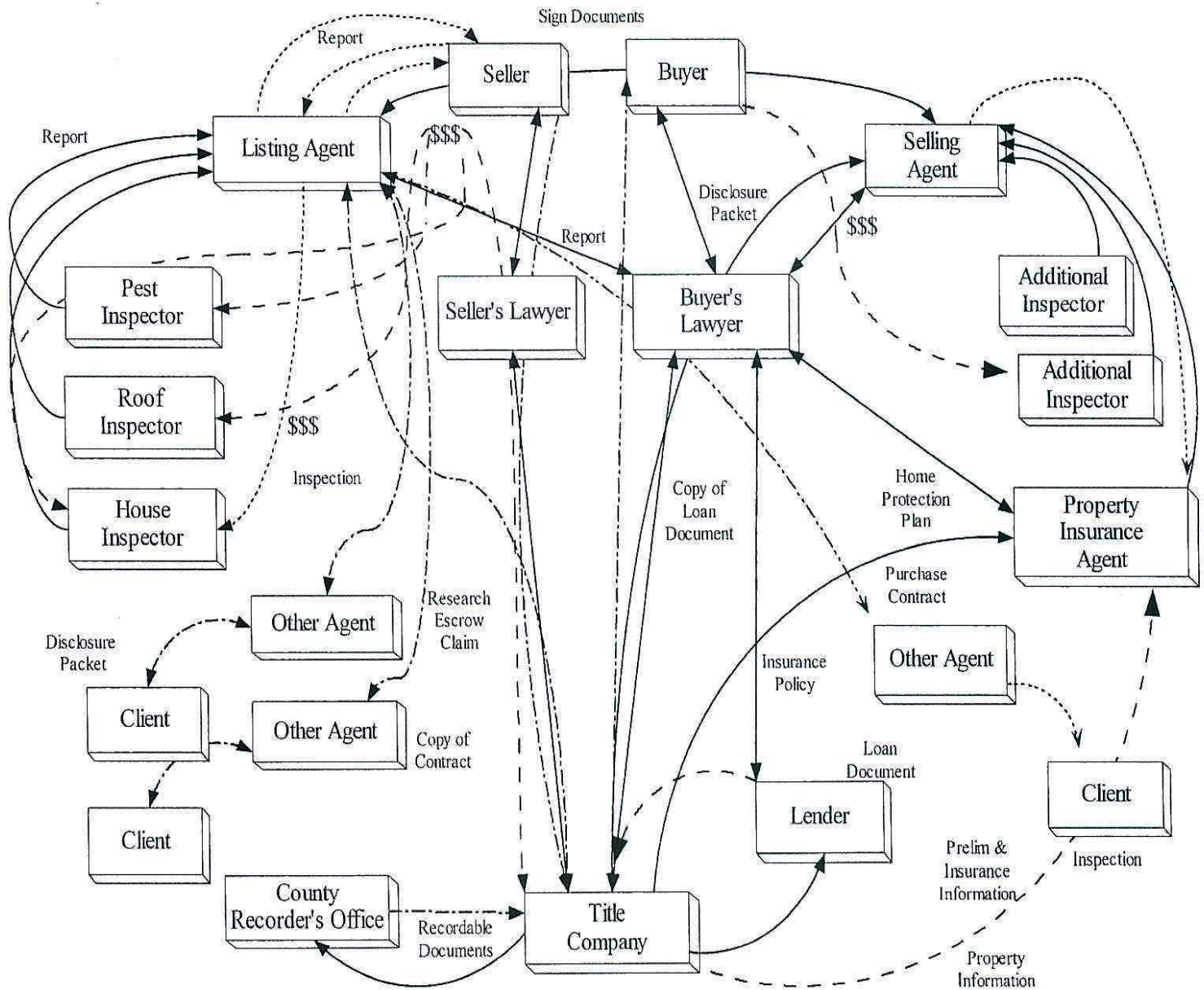
BUYING YOUR HOME



There's more to buying a home than meets the eye.
I will take you through the buying process, oversee the
details, and guide you every step of the way.



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HOW DO YOU FIND THE RIGHT HOME?

Most people feel that searching the Internet on their own or going through various real estate publications or even the classified section in the newspaper is a good way to find a house. However, there is a better way! Sit down with a Realtor® and discuss your desires, neighborhood, style of property, amenities and everything you really want and need in a home. Make sure to have your own representation through a buyer's agent to ensure your rights are protected throughout the process.

A buyer's agent has access to the entire Multiple Listing Service database which lists properties for sale by every real estate company within a specific area. **Please use caution when using third party sites such as Trulia and Zillow as they often do not offer the most accurate or current information. They also do not publish condo/POA fees on their sites or whether or not the property is already under contract or even sold!**

Your agent may also already know about properties fitting your criteria. Together you can select the properties you would like to see. By having your Buyer's Agent set up appointments, you can see these homes in a short period of time and have a clear idea of what is right for your needs.

When looking at homes:

- Jot down notes as you go from one home to the next, and discuss with your agent all of your likes and dislikes of each home.
- Always ask questions as you are touring the homes, and bring up any objections you may have to a particular property.
- Make sure you research the community associations, shopping, schools and transportation around the area.
- If you see any homes while out driving around, make sure to contact your agent to follow up for you, not the seller's agent on the sign. This ensures your protection with your buyer's agent.

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DO'S & DONT'S During The Loan Process

DO join a credit watch program

Your bank, credit union or credit card company may be able to provide you with a free credit watch program that can alert you to any changes in your credit report. This can be a safeguard to help you intervene before the underwriter sees a problem.

DO stay current on existing accounts

Late payments on your existing mortgage, car payment, or anything else that can be reported to a CRA can cost you dearly. One 30-day late payment can cost anywhere from 30 to 75 points on your credit score.

DO continue to use your credit the way you normally would

Red flags are easily raised within the scoring system. If it appears you are diverting from your normal spending patterns, it could cause your score to go down. For example, if you've had a monthly service for Internet access billed to the same credit card for the past three years, there's really no reason to drop it now. Again, make your changes after the loan funds.

DON'T quit or change jobs without consulting your loan officer

DON'T make any large purchases prior to settlement

Consult your loan officer as this could negatively affect your debt-to-income ratios.

DON'T apply for new credit of any kind

If you receive invitations to apply for new lines of credit, don't respond. Also, don't take cash advances on your existing credit cards or lines of credit. If you do, that company can pull your credit report and this can have an adverse effect on your credit score. Likewise, don't establish new lines of credit for furniture, appliances, computers, automobiles, etc.

DON'T pay off collections or charge-offs

Once your loan application has been submitted, don't pay off collections unless the lender specifically asks you to in order to secure the loan. Generally, paying off old collections causes a drop in the credit score. The lender is only looking at the last two years of activity.

DON'T max out or over charge existing credit cards

Running up your credit cards is the fastest way to bring your score down, and it could drop up to 100 points overnight. Once you are engaged in the loan process, try to keep your credit cards below 30% of the available credit limit.

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The 5 Key Factors Of CREDIT SCORING

**Credit scores are comprised of five factors.
Points are awarded for each component,
and a high score is most favorable.**

1. PAYMENT HISTORY – 35% IMPACT

Paying debt on time and in full has the greatest positive impact on your credit score. Late payments, judgments and charge-offs all have a negative impact. Missing a high payment will have a more severe impact than missing a low payment, and delinquencies that have occurred in the last two years carry more weight than older items.

2. CREDIT BALANCES – 30% IMPACT

This factor marks the ratio between the outstanding balance and available credit. Ideally, the consumer should make an effort to keep balances as close to zero as possible, and definitely below 30% of the available credit limit when trying to purchase a home.

3. CREDIT HISTORY – 15% IMPACT

This portion of the credit score indicates the length of time since a particular credit line was established. A seasoned borrower will always be stronger in this area.

4. TYPE OF CREDIT – 10% IMPACT

A mix of auto loans, credit cards and mortgages is more positive than a concentration of debt from credit cards only.

5. INQUIRIES – 10% IMPACT

This percentage of the credit score quantifies the number of inquiries made on a consumer's credit within a six-month period. Each hard inquiry can cost from two to 25 points on a credit score, but the maximum number of inquiries that will reduce the score is ten. In other words, 11 or more inquiries within a six month period will have no further impact on the borrower's credit score. Note that if you run a credit report on yourself, it will have no effect on your score.

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The Loan Application Checklist

Standard items needed for approval process...

- ☐ 30 Days most recent paystub for each borrower
- ☐ Current LES for military borrowers
- ☐ For VA Loans: DD214 or copy of Statement of Service
- ☐ W2's for each borrower for the last two years (1099 if not a W2'd employee)
- ☐ 2 Months of most current bank statements - all pages for checking, savings, retirement, stocks, bonds, etc.
- ☐ Copy of Drivers License, U.S. Residency card or Government Issued ID
- ☐ 2 Years tax returns for investors or self-employed borrowers
- ☐ Ratified Contract

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MOVING CHECKLIST



- ☑ When hiring a moving company make sure they provide a binding estimate in writing for the cost of the move.
- ☑ Take inventory of your belongings before they are packed. Digital cameras are helpful in documenting large items for insurance purposes. It is also important to record serial and identification numbers for electronic items.
- ☑ Clean rugs and clothing items before they are packed, especially if they are going to be put in storage.
- ☑ Label each box to indicate if it is fragile, what room it should go in at your new home, and if it should be loaded last so it can be removed first at your destination.
- ☑ Give change of address forms to the post office two weeks before moving.
- ☑ Notify your credit card company and other charge accounts of your new address.
- ☑ Give notice to all your magazine subscriptions 4 to 6 weeks in advance.
- ☑ Obtain copies of your medical and dental records.
- ☑ Ask your existing doctor and dentist for referrals if you are moving out of the area. Check with your insurance agent to ensure you are covered during the move and arrange for new policies if needed.
- ☑ At your old address, make sure utilities have been transferred out of your name.
- ☑ Check that utilities are hooked up at your new address



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HOW SHOULD WE HOLD TITLE TO OUR NEW HOME?

Individual

If you're a single person buying a home, your options for the way you hold title are limited. You may hold title to your property as an individual. In some states, very few, you may hold title in a land trust. A land trust is a legal invention where the sole asset in the trust is the property you are buying, and the beneficiary of the trust is you. At one time, you could use a land trust to completely obscure the identity of the beneficiary. Today, the veil of the land trust has been lifted.



Two or More Buyers or a Married Couple

If you're married, you can hold property in one of four ways: as joint tenants, tenants in common, tenancy by the entirety, or a land trust.

Joint tenancy with rights of survivorship is the most common way married couples hold property. You each own the property as a whole, if you or your spouse dies, that person's share in the property is immediately transferred to the spouse. You share and share alike in the entire property.

If you hold the property as **tenants in common**, your share in the property can be broken down into percentages; for example, you might own 30% of a house, your spouse may own 30%, and your parents may own 40%.

While you may use and enjoy the whole property-you cannot be restricted to "your" 30%-you can sell your share, just as you might sell stock in a company. You may sell your share to whomever you choose.

Tenancy by the entirety is an option that is only available to married couples. It has the same benefits as joint tenancy, with rights of survivorship, but as long as the couple is married, it protects the interest of each spouse. With tenancy by the entirety, both spouses in the marriage must agree before the property is subject to one spouse's creditors. So, no spouse may do anything that would create a claim or lien on the marital property. If, for example, Scott was sued, the creditors could not attach the residence because he and Janet each own the whole property. Creditors would have to wait until the marriage is severed, or the spouse consented to the claim, or the property is sold. Once the property is sold, a claim can be attached to the proceeds.

Holding property in a **land trust** is also an option. It works exactly the same way.

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THE IMPORTANCE OF TITLE INSURANCE

Other types of insurance coverage focus on possible future events and charge an annual premium – such as flood insurance or hazard insurance that safeguard against loss from wind damage. Title insurance protects against loss from hazards and defects already existing in the title and is purchased with a one-time premium.



Title search and examination is the first step.

Insuring a home's title begins with a search of public land records affecting the property. The title agent or attorney working on behalf of the underwriter examines pertinent documents to determine whether the property is insurable. Those documents include deeds, wills, trusts, outstanding mortgages and judgments, property liens, highway or utility line easements, pending legal actions and notary acknowledgements.

When title problems are disclosed during the search process, they are corrected whenever possible to avoid future claims. According to surveys done by the American Land Title Association® (ALTA), title problems consistently arise in one out of three real estate transactions (36%).

A corrective process is vital to curing title problems.

The process of performing title searches and curing title problems does not come cheap. Industry studies find that title insurers spend an average of 92 cents out of every premium dollar as their cost of doing business.

The most common actions to cure title defects include:

- Releases/pay-offs for liens – 33%
- Releases/pay-offs for deeds/mortgages – 19%
- Typographical corrections (names, addresses, legal descriptions) – 17%
- Clearing estate/family issue – 11%
- Clearing physical property issues – 7%

What if a problem is hidden or missed?

After all this searching and examination, a title problem may still be hidden or missed, such as:

- A forged signature on a deed
- An unknown heir who steps forward to claim ownership of the property
- An expired or forged power of attorney used during a property transfer
- An incorrect public record

In each of these cases and many more, when there is appropriate title insurance coverage, a policy will offer financial protection. The title insurer defends the title and either perfects the title or pays valid claims.

stewart

Proudly issuing policies of Stewart Title Guaranty Company

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RESUME

Dave Reisch, Realtor®, MRP, ABR, SFR

As a Realtor®, I have discovered the best rewards of this profession come from being in a position to truly help others achieve their goals and dreams. I'm constantly amazed by the experience of watching and assisting people live their dream. I love what I do and look forward to sharing my expertise and passion for real estate with you!

I left the bleak, cold winters of Buffalo, New York, to attend college in Tulsa, Oklahoma at Oral Roberts University where I graduated in 1989 with an undergraduate degree in Business Administration and a minor in Computer Science. My graduate degree led me to Virginia Beach where I attended Regent University and graduated in 1991 with an MBA in Entrepreneurial Studies. Soon after graduating, I successfully founded a marketing and desktop publishing business. I later developed a small public utility based in the payphone industry. As I began to see that the end of payphones was inevitable I sold the business in 2005 (just in the nick of time!) and acquired my real estate license that same year.

My fascination with real estate started on Sunday afternoons in the mid 80's when I often browsed through open houses dreaming about someday owning one of those brand new \$120,000 custom homes with 3,500+ square feet. (Don't we wish the prices were the same...)

Through successful investments, I have become both a property owner and manager and acquired a wealth of experience as a buyer, seller, investor, and real estate consultant. I have also had great success assisting many out of town buyers and sellers with the unique challenges of purchasing and selling homes while living outside of the area.

In addition to my previous accomplishments, I offer the following real estate related credentials:

- Military Relocation Professional (MRP)
- Accredited Buyers Representative (ABR)
- Short Sales & Foreclosure Resource (SFR)
- Member of National Association of Realtors® (NAR)
- Member of Virginia Realtors® (VR)
- Member of Hampton Roads Realtors® Association (HRRA)
- 2015-2016 Grievance Committee Member (HRRA)
- 2016 City of Norfolk Representative to Government Affairs Committee (HRRA)
- Multi-year Circle of Excellence Team Winner (HRRA)
- Multi-year FIVE STAR Real Estate Agent Winner

In my spare time I enjoy boating, auto-crossing my car, mountain biking, wine festivals, theater, music and travel. One of my favorite past-times is discovering hidden treasures at garage sales on weekends and then finding new homes for them on eBay or craigslist.

My service region includes Virginia Beach, Norfolk, Chesapeake, Portsmouth, Suffolk, Hampton, Newport News, Poquoson, Williamsburg and other outlying communities of the Tidewater area. I have extensive knowledge of the Ocean View area of Norfolk and the Town Center area of Virginia Beach where I have resided most recently. What an exciting opportunity to be a part of the incredibly diverse market we are currently in! I look forward to the opportunity to meet with you and investigate your specific real estate needs. Serving as your Realtor® would be my great privilege and pleasure. Let me invest in your success!

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Testimonials...

Dave Reisch is the real deal. No matter what time of the day/night, if I had questions, Dave was always there. His open communication style was much appreciated. I never felt pressured throughout the process. Dave's negotiations skills helped me secure the exact home I wanted at a fair price. He also accomplished this within the desired timeframe. I can't speak highly enough about his skills and character. The next time I need an agent, Dave is first on my list. – Josh (buyer)

Oh my goodness! Dave Reisch is a perfect example of someone worthy of a five star rating. It is just too bad there is not a sixth star! The property Dave sold for us is in Norfolk Virginia, and it was the home of our recently deceased sister. This extremely emotional and difficult situation was heightened by the fact that we all live in Ohio. To say that Dave went over and above is a gigantic understatement. Seriously, Dave Reisch was our family's personal Angel throughout this experience, and we told him so more than once! – Debra (seller)

Congrats on the team, they've got a great guy to look up to. I was just telling [a fellow agent] about you and was saying that you're like an airline pilot – calm and collected no matter what's going on. There are seriously less than 10 agents in HR that have my cell, and you're one of them because of how professional and composed you always are. – A Top Producing Agent

Dave Reisch is an excellent Realtor. He is patient and calm, and is focused on the customer's concerns, while at the same time is able to explain the market realities. Bottom line is, I am glad I put my trust in Dave to help me through the purchase. – Rich (first time buyer)

Dave was great throughout our first time home owner process. He was always calling with updates and available 7 days a week for us. If we asked questions he would give us prompt answers and sum it up if we didn't understand. Dave also made sure we were getting the best deals all around. He made excellent recommendations and provided the best supporters in the home buying process where all we had to do was show up and sign the paperwork. I highly recommend Dave to any and everyone! – Todd & Maria (first time buyers)

Dave Reisch rocks! Up to the minute information. Would definitely recommend his services. Dave made this process as painless as possible. – Robert & Shannon (first time buyers)

Dave Reisch is a stellar person of singular character. He performs his duties in exemplary fashion and has become a good friend as well. – Rick & Sara (buyers)

Dave Reisch was always professional and true to his word. My husband and I cherish the job and time he put in with us. He was the best and is definitely a friend to keep. – Veron & Manuela (buyers)

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Testimonials (continued)...

Dave is awesome and I would use him again. – Chris (first time buyer)

We were very pleased with Dave's services. He's an excellent guy, flexible, customer oriented, professional and pleasant to be with. We will heartily recommend him to others. – Thom & Nancy (buyers)

We closed! Sorry it got so tense. You were a pleasure to work with and kept a cool head under tough circumstances. – Michelle (buyers agent)

Thanks again for everything, it was a pleasure working with you. – Kathy (listing agent)

It was my pleasure to work with you. – Sherri (listing agent)

Thank you for persevering through the process, and for keeping things (i.e., me) on an even keel. You are an excellent real estate agent, and Rose & Womble is an excellent realty company. – Rich (first time buyer)

Dave was outstanding! Very professional, courteous, easy to work with, patient, helpful and prompt. We are grateful for his excellent work. – Bruce & Ellie (sellers & buyers)

David has been a treasure in helping me sell my home! As a first time home seller, he shared a vast amount of knowledge with me. Whenever I had any questions pertaining to what I should do as far as the presentation of my home or paperwork, he was there to answer my questions or help me through the process. I appreciate everything, and was able to sell my home sooner than I thought! – Rhonda (seller)

Dave's negotiating skills helped me to short sale my condo headache free. – Gulnaz & Dima (short sale sellers)

Dave properly listed our condo at the right price and we sold it in less than two weeks at the listing price!!!
– Vince & Kim (sellers)

Dave was an amazing agent in the process of selling our home. He went above and beyond to advertise our home in print and online media, and he and his team held a number of open houses. He kept us well informed throughout the process, and was able to handle affairs (to include home repair and inspection issues) even after we had moved literally to the other side of the world! We completely trusted him and he was a pleasure to work with. We would work with him again in a heartbeat should we ever move back to the area!! – Lindsay & Clayton (buyers)

Dave's calm and knowledgeable professionalism was much appreciated during the sometimes stressful process of selling my house. He explained everything clearly each step of the way and moved things along very quickly. I highly recommend working with him! – Dawn (seller)

Connecting Heart and Home

The circumstances amid which you live determine
Your **reputation**;
The truth you believe determines your **character**.

Reputation is what you are supposed to be;
Character is what you are.

Reputation is the photograph;
Character is the face.

Reputation is what you have when you come to a new community;
Character is what you have when you go away.

Your **reputation** is learned in an hour;
Your **character** does not come to light for a year.

A single newspaper report gives you your **reputation**;
A life of toil gives you your **character**.

Reputation makes you rich or makes you poor;
Character makes you happy or makes you miserable.

Reputation is what men say about you on your tombstone;
Character is what angels say about you before the throne of God.

**Trust My Reputation.
Count on My Character.**

by Jenny Pruitt

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Choose the home warranty that's best for you

Rose and Womble does not recommend a particular warranty company and the chart below was provided by RWS for comparison purposes only.

	RWS SIMPLE	HSA	AMERICAN HOME SHIELD	FIDELITY	OLD REPUBLIC BASE	2-10 BASE
1500 SF House	\$395	\$445	\$680	\$420	\$350	\$475
Washer/Dryer	Included	\$70	Included	\$80	Included	Included
Well Pump	Included	\$75	\$210	\$85	\$100	\$75
Sewage Pump (ejector)	Included	N/A	FOR BOTH	\$35	\$75	N/A
Septic Pumping	\$35	N/A	Included	\$60	FOR BOTH	\$45
Garage Door Springs	Included	N/A	N/A	N/A	N/A	N/A
Roof Leak Repair	Included	\$45	N/A	\$160	\$100	\$100
Water Softener	Included	\$40	Included	N/A	\$75	\$80
Drain Line Stoppage	Included	N/A	Included	Included	Included	Included
Add'l Kitchen Appliances	Included	N/A	N/A	Additional	\$50	\$40
Add'l Water Heaters	Included	N/A	Included	N/A	N/A	N/A
Add'l HVAC	Included	N/A	\$50	Included	Included	Included
Underground Sewer Pipes	Included	N/A	N/A	N/A	\$100	N/A
Termite Treatment	Included	N/A	N/A	N/A	N/A	N/A
Outside Hose Spigot	Included	N/A	\$60	N/A	N/A	N/A
Refrigerator Icemakers	Included	N/A	N/A	Included	Included	N/A
Extendable to 18 Months with Qualified Home Inspection	No Charge	N/A	N/A	N/A	N/A	N/A

Price Comparison Disclaimer:

Listed prices and product descriptions above were published by the named providers on their website and/or printed materials and are valid as of 11 June 2018. Price comparisons assume all products offered are of the same specification on the applicable date. Prices and coverage are subject to change and may vary at any time without notice.

The prices shown is the base price of the products alone and excludes all special offers, promotions, etc. which may alter the price payable by the customer. Price comparison information is for personal use and guidance only and does not constitute any contractual representation, warranty or obligation on our part.

All trademarks and tradenames used in price comparisons are acknowledged to be the copyright of their respective owners. RWS is not affiliated with any of the above companies. Liability for errors, omissions or consequential loss is expressly disclaimed.

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Hampton Roads Utilities

Cable

Cox Communications	757-222-1111
Charter Communications (Suffolk)	757-539-2312
Verizon	757-954-6222
Dish Network	800-333-DISH
Direct TV	800-371-9803

Automobiles

Department of Motor Vehicles (DMV)	800-435-5137
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Electric (All Cities)

Dominion Virginia Power	888-667-3000
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Gas

Virginia Natural Gas	866-229-3578
Colombia Gas (Portsmouth)	800-543-8911

Telephone

Cox	866-222-0125
Verizon	757-954-6222
Charter	888-438-2427
Cavalier	757-248-4000

Many times you can state, "Please transfer these accounts into my name without interruption." This will save both parties from disconnect and connect fees. *Information subject to change.*

Trash Collection—including Bulk Trash Pick Up

Chesapeake	757-382-2489
Hampton	757-727-8311
Newport News	757-933-2311
Norfolk	757-441-5813
Portsmouth	757-393-8663
Suffolk	757-514-7630
Williamsburg	757-220-6188
Virginia Beach	757-385-4650

Sanitation Services

Hampton Roads (HRSD)	757-874-3979
Chesapeake	757-382-3550
Norfolk	757-441-5813
Portsmouth	757-393-8663
Suffolk	757-514-7000
Virginia Beach	757-385-3111

Water and Sewer

Chesapeake	757-382-6352
Hampton	757-727-8311
Newport News	757-933-2311
Norfolk	757-823-1000
Portsmouth	757-393-8561
Suffolk	757-514-7000
Williamsburg	757-220-6188
Virginia Beach	757-385-4631

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City Information...

Chesapeake

757-382-2489

www.cityofchesapeake.net

Hampton

757-727-8311

www.hampton.gov

Newport News

757-933-2311

www.nngov.com

Norfolk

757-664-4000

757-664-6510

www.norfolk.gov

Portsmouth

757-393-8000

www.portsmouthva.gov

www.movetoPortsmouthVA.com

Suffolk

757-514-4000

www.suffolk.va.us

www.yesSuffolk.com

Virginia Beach

757-385-3111

www.vbgov.com

www.yesVirginiaBeach.com

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SCHOOLS

CHESAPEAKE PUBLIC SCHOOLS

www.cpschools.com

HAMPTON PUBLIC SCHOOLS

www.hampton.va.us/schoolinfo.html

NEWPORT NEWS PUBLIC SCHOOLS

www.sbo.nn.k12.va.us

NORFOLK PUBLIC SCHOOLS

www.nps.k12.va.us

PORTSMOUTH PUBLIC SCHOOLS

www.pps.k12.va.us

SUFFOLK PUBLIC SCHOOLS

www.suffolk.va.us/cmtty/edu.html

VIRGINIA BEACH PUBLIC SCHOOLS

www.vbcps.k12.va.us

WILLIAMSBURG / JAMES CITY COUNTY PUBLIC SCHOOLS

www.wjcc.k12.va.us

This information is just a brief list of some of the School web-sites, we encourage you to visit www.roseandwomble.com for additional information regarding these cities and others. The web-site has several header tabs, if you go to the "RELOCATION" tab you can choose the Community Information which will bring up the list of cities in the Hampton Roads area.

OTHER HELPFUL SCHOOL RESOURCES

www.DOE.virginia.gov

www.schoolquality.virginia.gov

www.greatschools.org

Connecting Heart and Home

MORTGAGE CALCULATOR

Loan Amt.	3.75%	4.00%	4.25%	4.50%	4.75%	5.00%	5.25%	5.50%	5.75%
\$100,000	\$463	\$477	\$492	\$507	\$522	\$537	\$552	\$568	\$584
\$120,000	\$556	\$573	\$590	\$608	\$626	\$644	\$663	\$681	\$700
\$140,000	\$648	\$668	\$689	\$709	\$730	\$752	\$773	\$795	\$817
\$160,000	\$741	\$764	\$787	\$811	\$835	\$859	\$884	\$908	\$934
\$180,000	\$834	\$859	\$885	\$912	\$939	\$966	\$994	\$1,022	\$1,050
\$200,000	\$926	\$955	\$984	\$1,013	\$1,043	\$1,074	\$1,104	\$1,136	\$1,167
\$220,000	\$1,019	\$1,050	\$1,082	\$1,115	\$1,148	\$1,181	\$1,215	\$1,249	\$1,284
\$240,000	\$1,111	\$1,146	\$1,181	\$1,216	\$1,252	\$1,288	\$1,325	\$1,363	\$1,401
\$260,000	\$1,204	\$1,241	\$1,279	\$1,317	\$1,356	\$1,396	\$1,436	\$1,476	\$1,517
\$280,000	\$1,297	\$1,337	\$1,377	\$1,419	\$1,461	\$1,503	\$1,546	\$1,590	\$1,634
\$300,000	\$1,389	\$1,432	\$1,476	\$1,520	\$1,565	\$1,610	\$1,657	\$1,703	\$1,751
\$320,000	\$1,482	\$1,528	\$1,574	\$1,621	\$1,669	\$1,718	\$1,767	\$1,817	\$1,867
\$340,000	\$1,575	\$1,623	\$1,673	\$1,723	\$1,774	\$1,825	\$1,877	\$1,930	\$1,984
\$360,000	\$1,667	\$1,719	\$1,771	\$1,824	\$1,878	\$1,933	\$1,988	\$2,044	\$2,101
\$380,000	\$1,760	\$1,814	\$1,869	\$1,925	\$1,982	\$2,040	\$2,098	\$2,158	\$2,218
\$400,000	\$1,852	\$1,910	\$1,968	\$2,027	\$2,087	\$2,147	\$2,209	\$2,271	\$2,334
\$420,000	\$1,945	\$2,005	\$2,066	\$2,128	\$2,191	\$2,255	\$2,319	\$2,385	\$2,451
\$440,000	\$2,038	\$2,101	\$2,165	\$2,229	\$2,295	\$2,362	\$2,430	\$2,498	\$2,568
\$460,000	\$2,130	\$2,196	\$2,263	\$2,331	\$2,400	\$2,469	\$2,540	\$2,612	\$2,684
\$480,000	\$2,223	\$2,292	\$2,361	\$2,432	\$2,504	\$2,577	\$2,651	\$2,725	\$2,801
\$500,000	\$2,316	\$2,387	\$2,460	\$2,533	\$2,608	\$2,684	\$2,761	\$2,839	\$2,918
\$520,000	\$2,408	\$2,483	\$2,558	\$2,635	\$2,713	\$2,791	\$2,871	\$2,953	\$3,035
\$540,000	\$2,501	\$2,578	\$2,656	\$2,736	\$2,817	\$2,899	\$2,982	\$3,066	\$3,151
\$560,000	\$2,593	\$2,674	\$2,755	\$2,837	\$2,921	\$3,006	\$3,092	\$3,180	\$3,268
\$580,000	\$2,686	\$2,769	\$2,853	\$2,939	\$3,026	\$3,114	\$3,203	\$3,293	\$3,385
\$600,000	\$2,779	\$2,864	\$2,952	\$3,040	\$3,130	\$3,221	\$3,313	\$3,407	\$3,501
\$620,000	\$2,871	\$2,960	\$3,050	\$3,141	\$3,234	\$3,328	\$3,424	\$3,520	\$3,618
\$640,000	\$2,964	\$3,055	\$3,148	\$3,243	\$3,339	\$3,436	\$3,534	\$3,634	\$3,735
\$660,000	\$3,057	\$3,151	\$3,247	\$3,344	\$3,443	\$3,543	\$3,645	\$3,747	\$3,852
\$680,000	\$3,149	\$3,246	\$3,345	\$3,445	\$3,547	\$3,650	\$3,755	\$3,861	\$3,968
\$700,000	\$3,242	\$3,342	\$3,444	\$3,547	\$3,652	\$3,758	\$3,865	\$3,975	\$4,085
\$720,000	\$3,334	\$3,437	\$3,542	\$3,648	\$3,756	\$3,865	\$3,976	\$4,088	\$4,202
\$740,000	\$3,427	\$3,533	\$3,640	\$3,749	\$3,860	\$3,972	\$4,086	\$4,202	\$4,318
\$760,000	\$3,520	\$3,628	\$3,739	\$3,851	\$3,965	\$4,080	\$4,197	\$4,315	\$4,435
\$780,000	\$3,612	\$3,724	\$3,837	\$3,952	\$4,069	\$4,187	\$4,307	\$4,429	\$4,552
\$800,000	\$3,705	\$3,819	\$3,936	\$4,053	\$4,173	\$4,295	\$4,418	\$4,542	\$4,669
\$820,000	\$3,798	\$3,915	\$4,034	\$4,155	\$4,278	\$4,402	\$4,528	\$4,656	\$4,785
\$840,000	\$3,890	\$4,010	\$4,132	\$4,256	\$4,382	\$4,509	\$4,639	\$4,769	\$4,902
\$860,000	\$3,983	\$4,106	\$4,231	\$4,357	\$4,486	\$4,617	\$4,749	\$4,883	\$5,019
\$880,000	\$4,075	\$4,201	\$4,329	\$4,459	\$4,590	\$4,724	\$4,859	\$4,997	\$5,135
\$900,000	\$4,168	\$4,297	\$4,427	\$4,560	\$4,695	\$4,831	\$4,970	\$5,110	\$5,252
\$920,000	\$4,261	\$4,392	\$4,526	\$4,662	\$4,799	\$4,939	\$5,080	\$5,224	\$5,369
\$940,000	\$4,353	\$4,488	\$4,624	\$4,763	\$4,903	\$5,046	\$5,191	\$5,337	\$5,486
\$960,000	\$4,446	\$4,583	\$4,723	\$4,864	\$5,008	\$5,153	\$5,301	\$5,451	\$5,602
\$980,000	\$4,539	\$4,679	\$4,821	\$4,966	\$5,112	\$5,261	\$5,412	\$5,564	\$5,719
\$1,000,000	\$4,631	\$4,774	\$4,919	\$5,067	\$5,216	\$5,368	\$5,522	\$5,678	\$5,836

Connecting Heart and Home

A Home Buyer's Glossary

When buying a home, it's important to understand some of the key concepts and terms. Throughout the purchase process, your REALTOR® will be available to explain any unfamiliar terms you encounter. That said, here is a short list of terms you'll want to know:

Abstract of Title – A complete historical summary of the public records relating to the legal ownership of a particular property from the time of the first transfer to the present.

Adjustable Rate Mortgage (ARM) – Also known as a variable-rate loan, an ARM is one in which the interest rate changes over time, relative to an index like the Treasury index.

Purchase Agreement – A contract in which a seller and buyer agree to transact under certain terms spelled out in writing and signed by both parties.

Amortization – The process of reducing the principal debt through a schedule of fixed payments at regular intervals of time, with an interest rate specified in a loan document.

Appraisal – A professional appraiser's opinion of the estimated market value of a property based on local market data and the recent sale prices of similar properties.

Assessed Value – The value placed on a home by municipal assessors for the purposes of determining property taxes.

Closing – The final steps in the transfer of property ownership. On the Closing Date, as specified by the sales agreement, the buyer inspects and signs all the documents relating to the transaction and the final disbursements are paid. Also referred to as the Settlement.

Closing Costs – The costs to complete a real estate transaction in addition to the price of the home, may include: points, taxes, title insurance, property insurance, warranty, prepaids, credit report, appraisal fees, legal fees, etc.

Contingency – A clause in the Purchase Agreement that describes certain conditions that must be met and agreed upon by both buyer and seller before the contract is binding.

Counter-offer – An offer, made in response to a previous offer, that rejects all or part of it while enabling negotiations to continue towards a mutually-acceptable sales contract.

Conventional Mortgage – One that is not insured or guaranteed by the federal government.

Debt-to-Income Ratio – A ratio that measures total debt burden. It is calculated by dividing gross monthly debt repayments, including mortgages, by gross monthly income.

Down Payment – The money paid by the buyer to the lender at the time of the closing. The amount is the difference between the sales price and the mortgage loan. Requirements vary by loan type. Smaller down payments, less than 20%, usually requires mortgage insurance.

Earnest Money – A deposit given by the buyer to bind a purchase offer and which is held in escrow. If the property sale is closed, the deposit is applied to the purchase price or settlement expenses. If the buyer does not fulfill all contract obligations, the deposit may be forfeited.

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Equity – The value of the property, less the loan balance and any outstanding liens or other debts against the property.

Easements – Legal right of access to use of a property by individuals or groups for specific purposes. Easements may affect property values and are sometimes part of the deed. Typical easements may include: Verizon, Cox Cable, Dominion Energy.

Escrow – Funds held by a neutral third party (the escrow agent) until certain conditions of a contract are met and the funds can be paid out: Escrow accounts are also used by loan servicers to pay property taxes and homeowner's insurance.

Fixed-Rate Mortgage – A type of mortgage loan in which the interest rate does not change during the entire term of the loan.

Home Inspection – Professional inspection of a home, paid for by the buyer, to evaluate the quality and safety of its plumbing, heating, wiring, appliances, roof, foundation, etc.

Homeowner's Insurance – A policy that protects you and the lender from fire or flood, a liability such as visitor injury, or damage to your personal property.

Lien – A claim or charge on property for payment of a debt. With a mortgage, the lender has the right to take the title to your property if you don't make the mortgage payments.

Loan Origination – A lender's fee for the origination and processing of a loan.

Market Value – The amount a willing buyer would pay a willing seller for a home. An appraised value is an estimate of the current fair market value.

Mortgage Commitment – A document or certificate which indicates you have begun the process of applying for a mortgage and which shows you are able to qualify for a loan in the amount that you are offering for the purchase of a property.

Mortgage Insurance – (MIP, PMI or FUNDING FEE) Purchased by the buyer to protect the lender in the event of default (typically for loans with less than 20% down). Available through a government agency like the Federal Housing Administration (FHA) or through private mortgage insurers (PMI).

PITI – Principal, interest, taxes and insurance. The components of a monthly mortgage payment.

Points – Charges by the lender to adjust the effective rate of interest on a loan. Each discount point equals one percent of the loan amount.

Possession – Occupancy of a home by the Buyer. Possession usually occurs after the closing on the home.

Possession Date – The date, as specified by the sales agreement, that the buyer can move into the property.

Pre-Approval Letter – A letter from a mortgage lender indicating that a buyer qualifies for a mortgage of a specific amount. It also shows a home seller that you're a serious buyer.

Prepays – Money collected at closing to start the escrow account to pay interest, taxes and insurance.

Pre-Qualifying – Pre-qualification for a mortgage is obtained by meeting with a loan officer and discussing your financial situation to determine the price range and loan type which will be comfortable for your needs.

Principal – The amount of money borrowed from a lender to buy a home, or the amount of the loan that has not yet been repaid. Does not include the interest paid to borrow.

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Purchase Agreement – A detailed, written document which makes an offer to purchase a property, and which may be amended several times in the process of negotiations. When signed by all parties involved in the sale, the purchase offer becomes a legally-binding contract.

Title – The right to, and the ownership of, property. A Title or Deed is sometimes used as proof of ownership of land. Clear title refers to a title that has no legal defects.

Title Insurance – Insurance policy that guarantees the accuracy of the title search and protects lenders and homeowners against legal problems with the title.

Truth-In-Lending Act (TILA) – Federal law that requires disclosure of a truth-in-lending statement for consumer loans. The statement includes a summary of the total cost of credit.

Title Search – A historical review of all legal documents relating to ownership of a property to determine if there have been any flaws in prior transfers of ownership or if there are any claims or encumbrances on the title to the property.

REALTOR® – A Real Estate practitioner, licensed in the state, who is required by their membership in the National, Virginia and Tidewater Associations of REALTORS® to abide by a higher standard of ethics than state laws require. A Real Estate agent or salesperson is not necessarily a REALTOR®.

Real Estate Information Network (REIN) – The local computerized system of all homes listed for sale and/or sold through REALTORS®. In our market, less than 5% of all homes sold are not listed in the REIN system.

Title – The right to, and the ownership of, property. A Title or Deed is sometimes used as proof of ownership of land. Clear title refers to a title that has no legal defects.

Title Insurance – Insurance policy that guarantees the accuracy of the title search and protects lenders and homeowners against legal problems with the title which were undiscovered in a title search.

Total Market Overview – A specialized report which shows market trends based on city, property type and price range.

Truth-In-Lending Act (TILA) – Federal law that requires disclosure of a truth-in-lending statement for consumer loans. The statement includes a summary of the total cost of credit.

Title Search – A historical review of all legal documents relating to ownership of a property to determine if there have been any flaws in prior transfers of ownership or if there are any claims or encumbrances on the title to the property.

Underwriting – Process of evaluating a loan application to determine the risks involved for the lender.

Unlisted Properties – Homes which are not listed through the REIN system; usually offered for sale by the owner(s) of the home or foreclosure properties.

VA/FHA/Conventional Exhibit – A part of the Purchase Agreement which requires that a property appraise at or above the sales price. This offers you, the Buyer, protection against paying more for a property than it is worth.

Walk Through Inspection – An inspection by the Buyer completed within a day or two before closing. This inspection allows the Buyer to check all appliances, outlets, heating, air conditioning, plumbing, etc. to insure the property is in substantially the same condition as the day you wrote the offer and that any agreed upon repairs have been completed.