Q& CO.

# BUYER'S GUIDE

QUEEN & CO.
REAL ESTATE


Q&CO.

For Bobby and Jennifer Queen, being local is more than a phrase. It is who they are. As lifelong Maine natives who proudly call Old Orchard Beach home, they are deeply connected to the community they serve. They do not simply work here. They live here and truly understand what makes Maine special.

Clients benefit from Bobby and Jennifer's deep understanding of Maine's real estate market, shaped by years of local experience and a genuine commitment to thoughtful guidance. They know the quiet streets of southern Maine, the stories behind its neighborhoods, and the unique character of Maine real estate, from coastal seasonal retreats to comfortable year-round homes. Their approach is personal, knowledgeable, and always focused on helping clients feel confident, supported, and informed throughout the process.

BEYOND THE SALE

# OUR COMMITMENT TO GIVING BACK

At Queen & Co. Real Estate, we believe that a thriving community is built on more than just property values - it's built on the people who show up for one another. Having called Maine home our entire lives, we feel a deep responsibility to protect and pour back into the place that raised us. For us, "local" is a verb. Our commitment to giving back is woven into the fabric of our business through:

### Championing Local Animal Shelters

We are passionate advocates for our local shelters and rescue organizations. We know that a house isn't truly a home until the whole family is settled, pets included. We proudly support local rescues through donation drives and by using our platform to highlight adoptable animals looking for their forever homes in Maine.

### The "Shop Local" Initiative

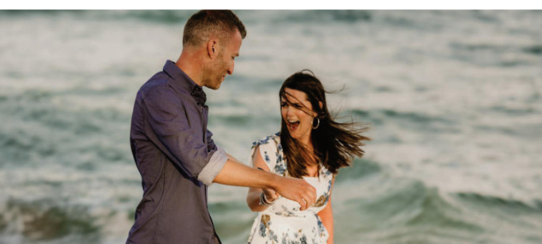
Our marketing doesn't just promote houses; it promotes our neighbors. We use our platform to highlight local small businesses and Maine's artisans, keeping our community's economy vibrant and homegrown.

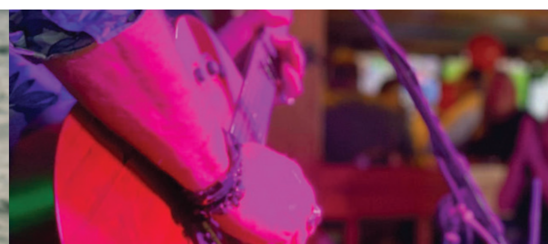
### Environmental Stewardship

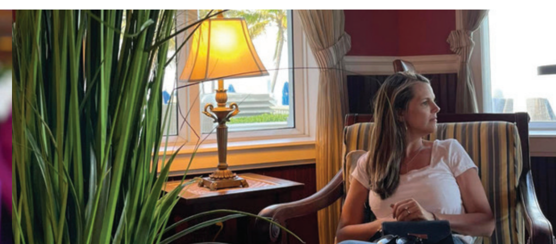
We are dedicated to the preservation of Maine's natural beauty, supporting efforts to keep our beaches clean and our coastal ecosystems healthy for years to come.

### Honoring Our Veterans

We hold a deep respect for those who served. We actively support local veteran initiatives and organizations, ensuring Maine's heroes have access to the housing, resources, and community support they deserve.







Bobby helped us buy our home in Old Orchard and was great to work with. He was always quick to get back to when we called or messaged him and his insight into then-current market conditions was invaluable. Accordingly, his guidance on offers and such was great. He just really understands the real estate game. Not to mention that he is easygoing and super-friendly. He made it a terrific experience for us and we're really happy where we ended up.

– Charlie

# REASONS TO OWN:

## TAX BREAKS

The U.S. Tax Code lets you deduct the interest you pay on your mortgage, your property taxes, as well as some of the costs involved in buying your home.

## EQUITY

Money paid for rent is money that you'll never see again, but mortgage payments let you build equity ownership interest in your home.

## SAVINGS

Building equity in your home is a ready-made savings plan. And when you sell, you can generally take up to $250,000 ($500,000 for a married couple) as a gain without owing any federal income tax.

## CERTAINTY

Unlike rent, your fixed-mortgage payments don't rise over the years so your housing costs may actually decline as you own the home longer. However, keep in mind that property taxes and insurance costs will increase.

## FREEDOM

The home is yours. You can decorate any way you want and benefit from your investment for as long as you own the home.

## VALUE

Real estate has long-term, stable growth in appreciation. While year-to-year fluctuations are normal, median existing home sale prices have increased on average 6.5 percent.

## STABILITY

Remaining in one neighborhood for several years gives you a chance to participate in community activities, establish lasting friendships, and benefit from educational opportunities.

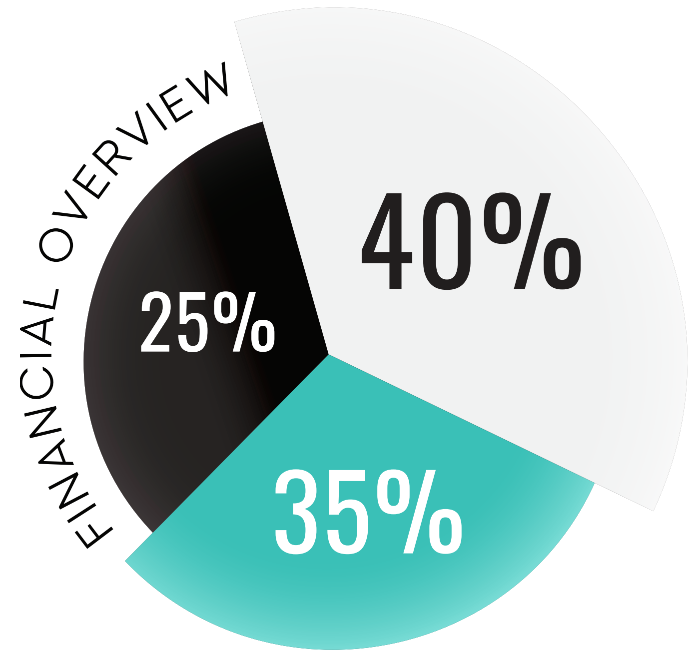
LET'S BUDGET

# SET YOURSELF UP FOR SUCCESS

The first step toward getting financially prepared to buy a home is gaining a clear understanding of your overall financial picture. Take time to evaluate exactly how much income you have coming in each month, as well as where your money is going. Understanding your spending habits, monthly expenses, and savings potential will help you build a stronger financial foundation and better prepare you for the responsibilities of homeownership.

## INCOME

- Take home pay
- Child support/alimony
- Pension/social security
- Disability/other insurance
- Interest/dividends




## EXPENSES

- Rent/mortgage (include taxes, principal, and insurance)
- Life insurance
- Health/disability insurance
- Vehicle insurance
- Homeowner's or other insurance
- Car payments
- Other loan payments
- Savings/pension contribution
- Utilities (gas, water, electric, phone)
- Credit card payments
- Car upkeep (gas, maintenance, etc.)
- Clothing
- Personal
- Groceries
- Food outside the home (restaurant meals and carryout)
- Medical / dental / prescriptions
- Household goods (hardware, lawn, and garden)
- Recreation/entertainment
- Child care
- Education (continuing education, classes, etc.)
- Charitable donations

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# OUR BUYER PROCESS

## 01 DETERMINE BUDGET

Review your income, savings, debts, and monthly expenses to understand what you can comfortably afford.

## 02 GET PRE-APPROVED

Speak with a lender to get pre-approved, which helps define your price range and shows sellers you are a serious buyer.

## 03 FIND YOUR AGENT

Work with a trusted real estate professional who can guide you through the process and represent your best interests.

## 04 DEFINE YOUR IDEAL HOME

Identify your must-haves, preferred location, and features that fit your lifestyle and long-term goals.

## 05 START TOURING HOMES

Visit homes in your price range and desired areas to get a feel for what's available on the market.

Bobby assisted in both buying and selling a property. He was amazing, patient, professional and made both transactions seamless. I would highly recommend Bobby when thinking about buying or selling a property!

– *Jen*

We had a fantastic experience working with Bobby! He was incredibly responsive and kept us informed every step of the way. His professionalism, knowledge, and clear communication made the entire process smooth and stress-free. We truly felt supported from start to finish and would highly recommend him to anyone looking to buy or sell a home.

– *Julie*

06

## MAKE AN OFFER

Once you find the right home, your agent will help you submit a competitive offer and negotiate terms with the seller.

07

## SCHEDULE A HOME INSPECTION

Hire a licensed inspector to evaluate the condition of the property and identify any potential issues.

08

## FINALIZE YOUR FINANCING

Work with your lender to complete the loan process, including appraisal, underwriting, and final approval.

09

## PREPARE FOR CLOSING

Review documents, secure homeowner's insurance, and ensure funds are ready for closing costs and your down payment.

10

## CLOSE ON YOUR HOME

Sign the final paperwork, receive the keys, and officially become a homeowner!

Made my first time home buying experience so much faster and less stressful than I expected. Bobby does excellent work and will absolutely be my go to realtor in the future. Thanks for all the help thought this process Bobby!

*– Tyler*

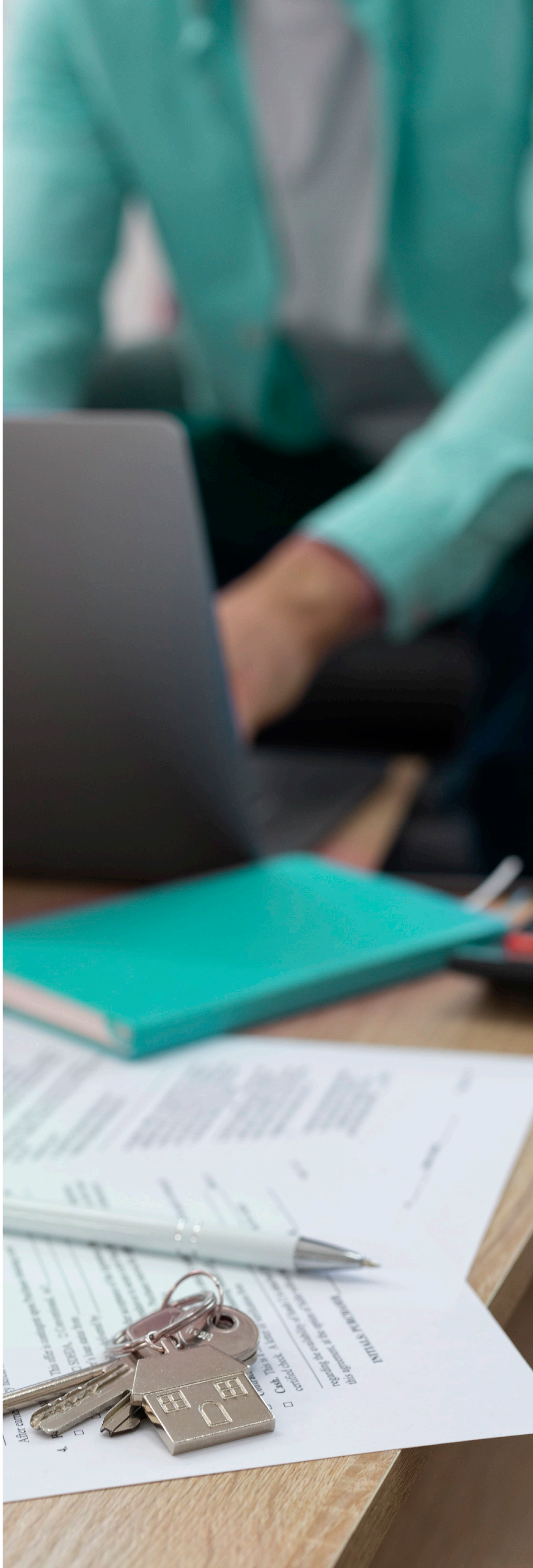
Can't recommend Bobby enough; he's a great guy. Kind, patient, extremely knowledgeable, and a consistent ally throughout the entire process. We love our new home and couldn't be more grateful. Thank you Bobby!!

*– Nick*

# PRE-APPROVAL

Before applying for mortgage pre-approval, it's important to gather all necessary financial and personal documents ahead of time. Having everything organized and readily available can help streamline the process, prevent delays, and ensure you're fully prepared when it's time to take the next step toward purchasing your home.

- ☐ W-2 forms — or business tax return forms if you're self-employed — for the last two to three years for every person signing the loan.
- ☐ Copies of at least one pay stub for each person signing the loan.
- ☐ Account numbers of all your credit cards and the amounts for any outstanding balances.
- ☐ Copies of two to four months of bank or credit union statements for both checking and savings accounts.
- ☐ Lender, loan number, and amount owed on other installment loans, such as student loans and car loans.
- ☐ Addresses where you've lived for the last five to seven years, with names of landlords if appropriate.
- ☐ Copies of brokerage account statements for two to four months, as well as a list of any other major assets of value, such as a boat, RV, or stocks or bonds not held in a brokerage account.
- ☐ Copies of your most recent 401(k) or other retirement account statement.
- ☐ Documentation to verify additional income, such as child support or a pension.
- ☐ Copies of personal tax forms for the last two to three years.



# PRO-TIPS FOR A SUCCESSFUL BUY

## 01

### GET THE DETAILS

Our goal is always to present your offer as clearly and strategically as possible. While many buyers assume that price is the seller's primary consideration, the terms and conditions of an offer can often be just as important in determining whether it gets accepted. Factors such as settlement timelines, deposit amounts, financing terms, and overall flexibility can all play a significant role in creating a competitive and appealing offer.

## 02

### CHOOSE THE RIGHT LENDER

The lender you choose can play an important role in the strength of your offer. Working with a trusted lender with a proven reputation can provide added confidence throughout the transaction. A strong pre-approval letter that clearly demonstrates your financial qualifications helps reassure sellers and can make your offer stand out in a competitive market.

## 03

### GAIN A COMPETITIVE EDGE

In a competitive market, every advantage matters. When multiple offers are on the table, strategies like an escalation clause can strengthen your offer by automatically increasing your bid only when needed. This helps keep you competitive while preventing you from overpaying from the start.

## 04

### CONNECT WITH THE SELLER

Every seller has different priorities, whether it's a quick closing, strong financial terms, or finding a buyer who will truly value their home. Taking the time to understand what matters most can make all the difference.

## 05

### MAKE YOUR STRONGEST OFFER

In a multiple-offer situation, you may only have one opportunity to make an impression. Sellers may choose the strongest offer immediately, especially when one clearly stands out. That's why it's important to submit the strongest possible offer from the start, as there may not always be a chance to revise or negotiate later.

OUR EXPERT GUIDANCE AND INSIDER KNOWLEDGE CAN HELP YOU MAKE SMARTER DECISIONS, AVOID COSTLY MISTAKES, AND NAVIGATE THE HOME BUYING PROCESS WITH CONFIDENCE.

# THE INSPECTION

Home inspections can vary depending on the type and condition of the property you're purchasing. For example, a large historic home may require more specialized inspections than a smaller condominium. Regardless of the property, there are several key areas every inspector will evaluate, and understanding these basics can also help you better assess homes as you search for the right fit.

## STRUCTURE

A home's structural integrity plays a critical role in how well it withstands weather, shifting ground, and everyday wear over time. Key structural components, including the foundation and framing, should be carefully inspected to ensure the home is safe, stable, and built to last.

## EXTERIOR

During an exterior inspection, the home inspector will evaluate key components such as sidewalks, driveways, steps, windows, and doors. The inspection also includes checking the home's siding, trim, and drainage systems to identify any issues that could affect the property's condition or long-term maintenance.

## ROOFING

A well-maintained roof is essential for protecting a home from rain, snow, and other environmental elements. During an inspection, it's important to evaluate the roof's age and overall condition, including flashing, drainage systems, signs of pooling water, damaged or buckled shingles, loose gutters and downspouts, as well as the condition of skylights and chimneys.

## PLUMBING

The home's plumbing system should be carefully inspected to ensure everything is functioning properly. This includes evaluating water supply and drainage lines, water heaters, fuel storage systems, and drainage or sump pumps. Warning signs such as low water pressure, noisy pipes, rust, or visible corrosion can often point to underlying issues that may require attention.

## ELECTRICAL

A safe and properly functioning electrical system is a critical part of any home inspection. Key areas to evaluate include service entrance wiring, electrical panels, breakers, fuses, and disconnects. It's also important to check the number and condition of outlets throughout the home to ensure the system is both safe and sufficient for everyday use.

## HEATING

The home's heating and ventilation systems should be carefully inspected to ensure they are operating safely and efficiently. Important areas to evaluate include the heating system, vents, flues, and chimneys, along with the water heater's age, capacity, recovery rate, and overall energy efficiency.

## AIR CONDITIONING

The home's cooling system should be inspected to ensure it is operating efficiently and properly sized for the property. This includes evaluating the system type, energy source, and both central or wall-mounted cooling units. It's also important to consider the age of the system and its overall energy efficiency when assessing long-term performance.

### INTERIORS

A thorough interior inspection can uncover potential issues such as plumbing leaks, insect damage, rot, or construction defects. Key areas that should be carefully evaluated include walls, ceilings, floors, stairways, railings, countertops, cabinetry, and garage doors and their operating systems to ensure the home is safe and well maintained.

### VENTILATION/INSULATION

To help prevent energy loss and improve overall efficiency, it's important to evaluate insulation and ventilation throughout the home, including attics and unfinished areas such as crawl spaces. Walls should also have properly installed and secured insulation that is appropriate for the local climate. In addition, monitoring for excess moisture is essential, as it can lead to mold growth and water damage over time.

## CLOSING COSTS

You are responsible for a variety of fees and expenses that you and the seller will have to pay at the time of closing. Your lender must provide a good-faith estimate of all settlement costs. Typical closing costs equal between 2-5% of the purchase price. With some loan programs, you may ask the seller to provide concessions to help defer a portion of these costs.

1. Points, or loan discount fees, which you pay to receive a lower interest rate
2. Transfer tax is charged at $2.20 per $500 of the property value, split equally between the buyer and seller. For transfers on or after November 1, 2025, properties valued over $1 million are subject to an additional $3.80 per $500 on the amount exceeding $1 million.
3. Insurance escrow for homeowner's insurance, if being paid as part of the mortgage
4. Property taxes escrow, if being paid as part of the mortgage. Lenders keep funds for taxes and insurance in escrow accounts as they are paid with the mortgage, then pay the insurance and taxes for you.
5. Private mortgage insurance premium
6. Loan origination
7. Appraisal
8. Credit report
9. Deed recording
10. Title insurance policy premiums
11. Notary fees

## A NOTE ABOUT PRORATIONS:

Because many home expenses are billed monthly or annually, certain costs are divided between the buyer and seller at closing. Proration ensures each party pays only for the time they owned the property, with bills adjusted fairly based on the date ownership changes.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