



**Since 1918**

The F.C. Tucker Company has built its reputation on experience, service and a “Golden Rule” commitment to the many clients, sales associates and employees it serves. Today Tucker is a multi-billion dollar company with 45 offices throughout the state of Indiana.



*The Services We  
Will Provide During  
the Buying Process*



## **Before we start looking for homes, we will...**

- Answer any questions you may have in the process of buying a home.
- Discuss and explain the MLS System.
- Discuss architectural style, location, schools and special features that you desire.
- Explain the details of the Purchase Agreement and other forms used in purchasing a home.
- Explain all the various financing options, fixed vs. adjustable and 15 year vs. 30 year mortgages.
- Offer an appointment with a mortgage representative to pre-qualify and determine your mortgage amount and closing costs.



## New Home Search

We match more buyers with builders than any other company in Indiana. Here are some of the services we will provide for you...

- We will assist you in selecting the lot, neighborhood and floor plan. These are three very important decisions that will help enhance your investment.
- We will assist you in evaluating the items that will help increase the resale value versus items that will not add value.
- We will explain the builder's warranty and the builder's obligation under Indiana law.
- We will help you to secure the most competitive financing available for new construction.



## Pre-Approval

We recommend that before you begin your house hunting, you begin the loan pre-approval process. Getting pre-approved requires that a lender verify your financial information, and it serves as their commitment to lend a specified amount based on that information. The advantages of this are...

- When you find a property, sellers will take your offer more seriously given that you have a lender that has committed to backing your offer.
- It does give the assurance that you're looking at homes you can confidently afford to finance. Your efforts will be focused on properties that match your financing abilities.
- You will have an edge over other buyers who aren't pre-approved. In situations where there are multiple offers on a property, this can be the difference between having your offer accepted or losing the property to another buyer.



## Interest Rate Factors

The chart on the following page will help you calculate your monthly principal and interest payments for both fixed and adjustable rate loans at various interest rates over 15 and 30 year terms. Start by finding the appropriate interest rate and then look across to the column indicating the desired term of the loan. The number is the interest rate factor. This is the dollar amount required each month to amortize \$1,000 over the specified term. To calculate your principal and interest payment, multiply the interest rate factor by the total loan amount in \$1,000's.



## Interest Rate Factors

### FACTORS PER \$1000

INTEREST RATE	TERM 15 YEARS	TERM 30 YEARS	INTEREST RATE	TERM 15 YEARS	TERM 30 YEARS
5	7.91	5.37	8	9.56	7.34
5 1/8	7.97	5.44	8 1/8	9.63	7.42
5 1/4	8.04	5.52	8 1/4	9.70	7.51
5 3/8	8.10	5.60	8 3/8	9.77	7.60
5 1/2	8.17	5.68	8 1/2	9.85	7.69
5 5/8	8.24	5.76	8 5/8	9.92	7.78
5 3/4	8.30	5.84	8 3/4	9.99	7.87
5 7/8	8.37	5.92	8 7/8	10.07	7.96
6	8.44	6.00	9	10.14	8.05
6 1/8	8.51	6.08	9 1/8	10.22	8.14
6 1/4	8.57	6.16	9 1/4	10.29	8.23
6 3/8	8.64	6.24	9 3/8	10.37	8.32
6 1/2	8.71	6.32	9 1/2	10.44	8.41
6 5/8	8.78	6.40	9 5/8	10.52	8.50
6 3/4	8.85	6.48	9 3/4	10.59	8.59
6 7/8	8.92	6.57	9 7/8	10.67	8.68
7	8.99	6.65	10	10.75	8.77
7 1/8	9.06	6.74	10 1/8	10.82	8.87
7 1/4	9.13	6.82	10 1/4	10.90	8.96
7 3/8	9.20	6.91	10 3/8	10.98	9.05
7 1/2	9.27	6.99	10 1/2	11.05	9.15
7 5/8	9.34	7.08	10 5/8	11.13	9.24
7 3/4	9.41	7.16	10 3/4	11.21	9.33
7 7/8	9.48	7.25	10 7/8	11.29	9.43



# Buyer's Worksheet

(Estimated Purchase Costs)

Prepared for: \_\_\_\_\_

Prepared by: \_\_\_\_\_

Sales Associate Signature \_\_\_\_\_

Office Phone: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Sale Price \$ \_\_\_\_\_

Down Payment \$ \_\_\_\_\_

Mortgage Amount \$ \_\_\_\_\_

Term \_\_\_\_\_

Interest Rate \_\_\_\_\_%

Semi-Annual Taxes \$ \_\_\_\_\_

Principal & Interest \$ \_\_\_\_\_

Taxes \$ \_\_\_\_\_

Insurance \$ \_\_\_\_\_

Private Mort. Insurance \$ \_\_\_\_\_

Estimated Monthly Payment \$ \_\_\_\_\_

**CLOSING EXPENSES:**

LOAN ORIGATION FEE \_\_\_\_\_  
 LOAN DISCOUNT \_\_\_\_\_  
 APPRAISAL FEE \_\_\_\_\_  
 CREDIT REPORT \_\_\_\_\_  
 LENDER'S INSPECTION \_\_\_\_\_  
 MORTGAGE INSURANCE APPLICATION FEE \_\_\_\_\_  
 ASSUMPTION FEE \_\_\_\_\_  
 HEALTH & HOSPITAL INSPECTION FEE \_\_\_\_\_  
 UNDERWRITING FEE \_\_\_\_\_  
 DELIVERY SERVICE FEE \_\_\_\_\_  
 FLOOD SEARCH \_\_\_\_\_  
 INTEREST FROM \_\_\_\_\_ TO \_\_\_\_\_ @ \$ \_\_\_\_\_/DAY \_\_\_\_\_  
 HAZARD INSURANCE PREMIUM FOR 1 YEAR \_\_\_\_\_  
 ONE-TIME FHA INSURANCE PREMIUM \_\_\_\_\_  
 VA FUNDING FEE \_\_\_\_\_  
 HAZARD INSURANCE \_\_\_\_\_ MONTHS @ \_\_\_\_\_/MO \_\_\_\_\_  
 MORTGAGE INSURANCE \_\_\_\_\_ MONTHS @ \_\_\_\_\_/MO \_\_\_\_\_  
 HOMEOWNERS ASSOCIATION / CONDO FEE \_\_\_\_\_  
 CLOSING FEE \_\_\_\_\_  
 MY SPECIAL AGENT FEE \_\_\_\_\_  
 TITLE INSURANCE \_\_\_\_\_  
 DOCUMENT PREPARATION \_\_\_\_\_  
 ATTORNEY FEES \_\_\_\_\_  
 TAX SERVICE FEE \_\_\_\_\_  
 AMORTIZATION SCHEDULE \_\_\_\_\_  
 RECORDING FEES: \_\_\_\_\_  
 DEED \$ \_\_\_\_\_ MORTGAGE \$ \_\_\_\_\_ RELEASE \$ \_\_\_\_\_  
 SURVEY \_\_\_\_\_  
 TERMITE INSPECTION \_\_\_\_\_  
 PRIVATE INSPECTIONS \_\_\_\_\_  
 \_\_\_\_\_ (OTHER) \_\_\_\_\_  
**TOTAL CLOSING EXPENSES** \_\_\_\_\_

**CREDITS AGAINST PURCHASE PRICE:**

AMOUNT OF MORTGAGE LOAN OBTAINED/ASSUMED \_\_\_\_\_  
 EARNEST MONEY DEPOSIT \_\_\_\_\_  
 REAL ESTATE TAXES PAYABLE \_\_\_\_\_  
 INTEREST FROM \_\_\_\_\_ TO \_\_\_\_\_ \_\_\_\_\_  
 MISCELLANEOUS \_\_\_\_\_  
 TOTAL CREDITS \_\_\_\_\_  
 GROSS AMOUNT DUE \_\_\_\_\_  
 TOTAL CREDITS \_\_\_\_\_  
**BALANCE DUE & PAID AT CLOSING (NET)** \_\_\_\_\_



# Financing

## **FIXED-RATE MORTGAGE**

The interest rate stays the same for the entire term of the loan - usually 15 or 30 years, so the interest and principal portions of your monthly payment remain the same. Your payments are stable and predictable, but initial interest rates tend to be higher on a fixed-rate mortgage than on adjustable-rate loans.

## **ADJUSTABLE-RATE MORTGAGE (ARM)**

The interest on an adjustable-rate mortgage is linked to a financial index, such as a Treasury security, so your monthly payments can vary, up or down, over the life of the loan - usually 30 years. Some adjustable-rate mortgages have a cap on the interest rate increase to protect the borrower. The lower initial payments on ARMs make it easier for buyers to qualify.



# Financing

## ADJUSTABLE-RATE MORTGAGE TERMS

**ADJUSTMENT PERIOD:** The length of time between interest rate changes on an ARM. For example, a loan with an adjustment period of one year is called a one-year ARM, which means that the interest rate can change once a year.

**ANNUAL PERCENTAGE RATE (APR):** The total finance charge (interest, loan fees, points) expressed as a percentage of the loan amount.

**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.

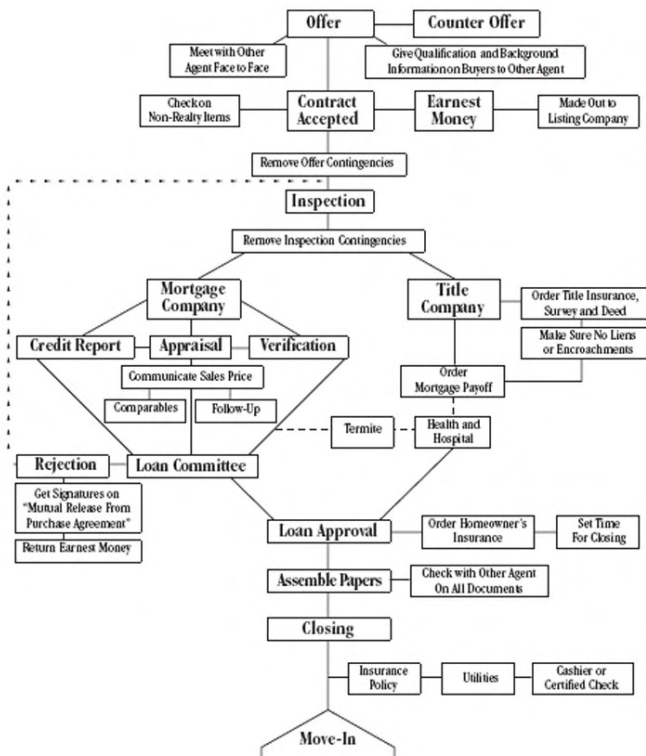
**CONVERSION CLAUSE:** A provision in some ARMs that enables you to change an ARM to a fixed-rate loan, usually after the first adjustment period. The new fixed rate is generally set at the prevailing interest rate for fixed-rate mortgages. This conversion feature may cost extra.

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

**MARGIN:** The number of percentage points a lender adds to the index rate to calculate the ARM interest rate at each adjustment.



# Loan Procedures Chart



## **After the sale and prior to the closing, we will...**

- Refer you to Home-Link (an exclusive service for Tucker customers, which will offer you the services of a personal service coordinator).
- Assist in obtaining a homeowner's insurance policy.
- Coordinate possession details and final utility readings.
- Help you arrange for any necessary inspections of the property in order to evaluate the major elements of the home and review thereport with you.
- Assist you in determining the appropriate financing and help you select the best financial institutions to obtain your mortgage.
- Inform you of the amount that your cashier's check will need to be at the time of closing. Most banks require ten days for any deposit to clear before they will issue a cashier's check. Reminder - banks may close early, and they will not issue a cashier's check at a drive-up window.



## Sales Associates Depend on You

Sales Associates spend many hours holding houses open, researching financing alternatives, keeping abreast of the current market and market trends, and pursuing continuing education studies. All of this activity (and much more) is done with a desire and dedication to earn the loyalty of clients and build a personal reputation for efficient, friendly and professional service. Each Associate's success depends on referrals, recommendations and repeat business.

The Tucker Sales Associate you choose can give you information about any property on the market, even when the sign in the front yard belongs to another company or a builder. You only need one Sales Associate to help you find the home of your dreams.



## **Sales Associates are Self-Employed**

Self-employed means that a Sales Associate does not receive a salary, a company car, an expense account, vacation pay, insurance and retirement benefits, etc. In addition to these expenses, the Associate also pays license fees, monthly Multiple Listings Service fees and annual membership dues to local, state and national REALTOR associations.

Each Tucker Associate has a contractual agreement with the F.C. Tucker Company, Inc. This agreement states that the individual may list and sell real estate as an Independent Contractor representing the F.C. Tucker Company.



## Sales Associates Earn Commissions

At the time of closing, after all of the work has been completed to the satisfaction of everyone concerned, the real estate commission is subtracted from the seller's proceeds. This commission is then divided between the company and the Sales Associate representing the seller, and the company and Sales Associate assisting the buyer.

Each member of the Tucker Team is dedicated to giving each client (past, present and future) the very best service. They exemplify the professionalism you've come to expect when you Talk to Tucker... Indiana's #1 Real Estate Company.

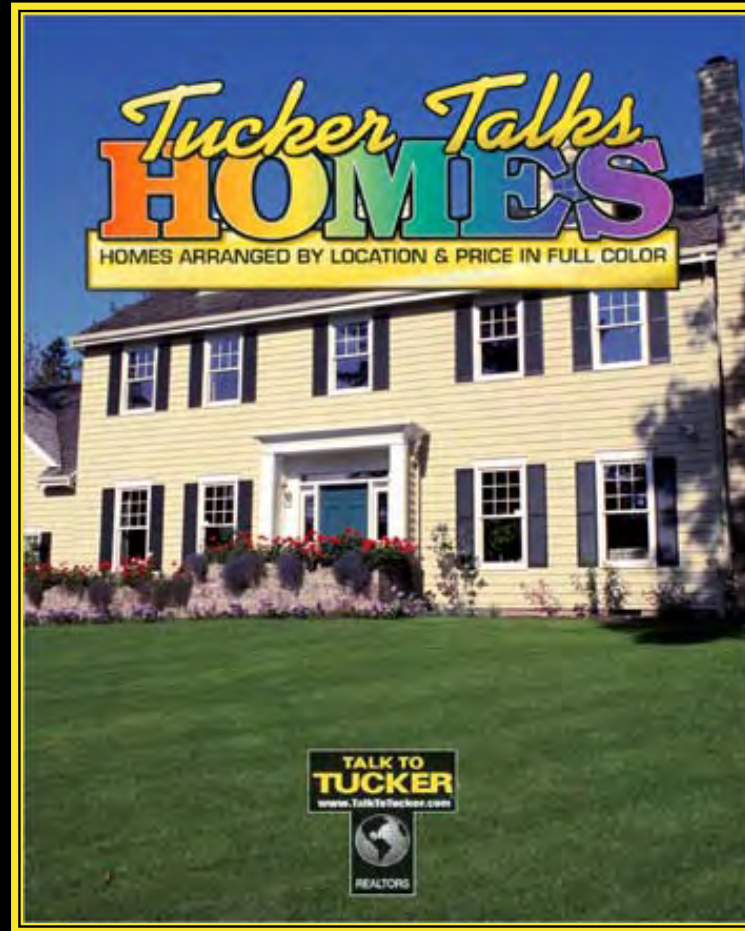


**B**uy With Tucker  
and You'll  
Get More.



# Indy's Premiere Homes Magazine

Every month Tucker publishes a magazine of its current listing inventory (over 1,000 homes) with a color picture of every home. Homes are arranged by location and price, which makes the magazine user-friendly and sets us apart from our competitors. Available in over 350 retail outlets.



# Information

At [www.TalkToTucker.com](http://www.TalkToTucker.com) you can review everything you ever wanted to know about buying and financing your new home.

Consumers can search for and view homes for sale throughout Indiana and over 2 million homes for sale throughout America.

In addition, the Tucker website provides links to web sites of art and cultural centers, universities, sporting venues, and other major, local attractions.

Tucker is a real estate leader on the web and averages over 30,000 listing searches a month.



## Tucker Mortgage

Every Tucker office has a mortgage loan officer to assist clients in buying a new or existing home. Pre-approval of mortgage within 2 hours gives you the power of a cash buyer. Tucker Mortgage represents over 40 lenders throughout the country.



## Has Real Estate Been A Good Investment? You Be The Analyst.



**SOLD  
FOR  
\$31,000  
IN 1964**



**SOLD  
FOR  
\$35,000  
IN 1963**



**SOLD  
FOR  
\$75,000  
IN 1963**



**SOLD  
FOR  
\$77,500  
IN 1963**



# THANKS

for the opportunity to represent you.

