



LET'S FIND

Home

YOUR HOME BUYER GUIDE

JENNY POST BURTON REALTOR®



YOUR HOME MATTERS

HELPING YOU UNDERSTAND YOUR OPTIONS IN AN EVER-CHANGING AND QUICK-MOVING REAL ESTATE MARKET.

As you embark on the exciting journey toward homeownership, I pledge to dedicate the time and effort required to truly understand your unique needs, preferences, and aspirations for your new home. Our collaboration will be grounded in open communication and mutual respect, ensuring that your vision for your dream home is clearly defined and pursued with precision. With my expertise in the local real estate market and a comprehensive understanding of the home-buying process, I am committed to offering you informed advice and strategic insights. From property searches to negotiations and closing, you can count on my professional guidance to navigate the complexities of buying a home. I want you to know that your trust in me is not taken lightly. I am honored to have the opportunity to be part of this pivotal chapter in your life and am dedicated to making your home-buying experience as seamless and rewarding as possible.



Jenny Post Burton

REALTOR®



573.586.7711 cell



573.774.2183 office



jennypostburton@icloud.com



26062 Highway 17 Waynesville Mo

CLIENT TESTIMONIALS

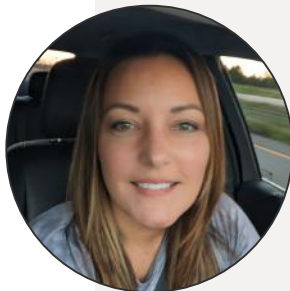
MEET SOME OF OUR HAPPY CLIENTS



"We can't thank Jenny enough..."

We can't thank Jenny enough for the incredible experience we had purchasing our new home. Her dedication, expertise, and genuine care made the entire process seamless and stress-free. She listened to our needs and guided us every step of the way. Jenny went above and beyond, not just as our realtor but as a trusted friend. We are so grateful for her support and highly recommend Jenny to anyone looking to buy or sell a home!

Javier and Nola Estrella



"Jenny made the process easy and stress free."

"Jenny did a phenomenal job with selling our home and helping us find the right new home! She made the processes easy and stress free. She didn't care how many questions or concerns I had, she always responded and put my mind at ease. When it's time to sell our current home we won't be going to anyone else! Thank you Jenny, you and your dedication are so appreciated!"

Sonya Schutte



"Jenny exceeded our expectations on selling our properties!"

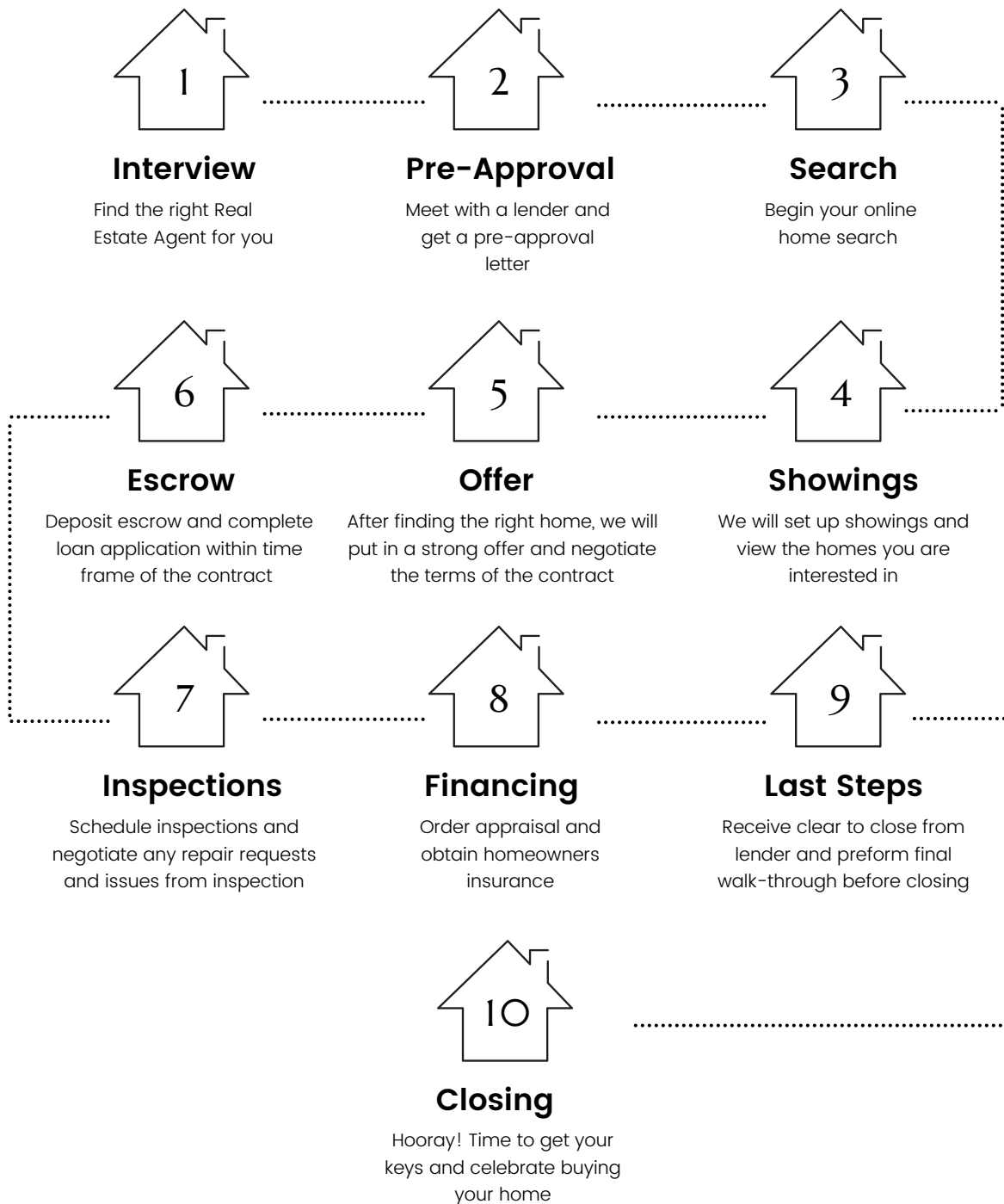
Jenny exceeded our expectations on selling our properties. She is very knowledgeable on all aspects of buying and selling. She kept us informed through the whole process. Highly recommend Jenny Post.

Jerry and Brenda Mathis

FINDING YOUR HOME

Our Proven Home Buying Roadmap

THE BUYER ROADMAP OVERVIEW



THE POST REALTY EXPERIENCE

The Home Buying Timeline

Our Signature Process

Step One

Pre-Approval

Before you even begin the home buying process, I suggest that you sit down with a lender and get pre-approved. Together, you will determine the best mortgage type for your situation, as well as how much house you will be able to afford. Be sure to get a pre-approval letter before leaving.

Step Two

Pre-Buying Consultation

After you have met with your lender, we can sit down and discuss the type of home you're looking for. We will discuss style, price, location, and any other features that you find important for your home.

Step Three

Search and Showings

Now the fun part! I will set you up on a custom client search that will send you every available home that meets your criteria for your home. From there, I will schedule showings and we will go view the homes that you are interested in.

Step Four

Make an Offer

After finding the right home, we will discuss important factors and criteria needed to submit in a strong offer. We will discuss offer price, inspection time period, financial contingencies, etc.

Step Five

Negotiation and Contract

The seller will have the opportunity to accept, reject or counter your offer. I will help you understand all the terms of the contract to decide the best course of action for securing your home on terms that work for you.

Step Six

Escrow, Inspections & Repairs

We will deposit any agreed upon earnest money. We will schedule any inspections during the time period negotiated in the contract and we will negotiate any repairs requests you would like to make with the seller.

Step Seven

Appraisal

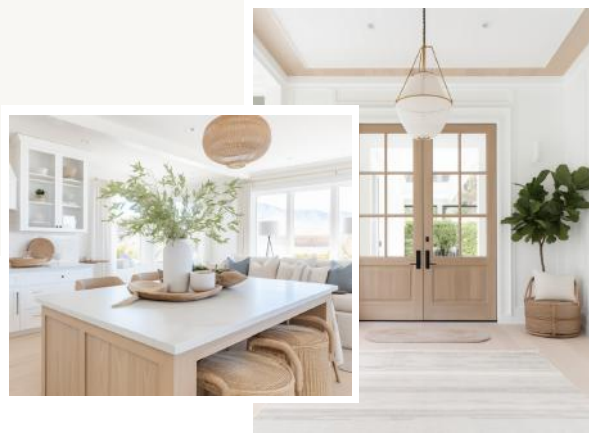
The mortgage lender will typically order an appraisal to determine the value of the home. I will guide you as a buyer through the process and assist with solutions if the appraisal should come back low in value or if there are any appraisal required repairs.

Step Eight

The Closing

After your loan has been processed you will receive the clear to close from your lender. We will perform the final walk-through before closing. After you sign the documents, it's time to celebrate because your home purchase is now complete!





FINANCES

Finding Your Perfect Home

Before you officially begin your home search, I always recommend to begin with talking to a lender and getting pre-approved. A lender will be able to answer all of your questions regarding finances and give you a clear understanding of the exact price range you will be pre-approved for and an estimate of the expenses to expect.

QUESTIONS TO ASK WHEN INTERVIEWING POTENTIAL LENDERS...

✓ What is the best type of loan for me?

✓ Do I qualify for any special discounts or loan programs?

✓ What interest rate can you offer?

✓ When can you lock in my rate?

✓ What fees can I expect from you?

✓ What are my estimated closing costs?

PART 2: FINANCES

Finding Your Perfect Home



There are many different factors that the lender will use to calculate your pre-approval. It's always best to be prepared, so here are a few of the documents you can begin to gather together and can expect to be requested:

- Tax Returns
- W-2 Forms
- Pay Stubs
- Bank Statements
- List of Monthly Debt

FINDING YOUR HOME

MY RECOMMENDED LENDERS

LOCAL MORTGAGE LENDERS

Please feel free to reach out and interview some of the lenders that I know and trust.

Shawn Cordry, Flatbranch Home Loans



573.433.1919 Cell
573.232.1120 Office

scordry@fbhl.com
320 Ichord Avenue, Suite Z | Waynesville, MO 65583

Brad Shelton, Maries County Bank



573.336.4411 Office
bshelton@mariescountybank.com

926 Old Route 66
St. Robert, MO 65584

Rebecca Sutton, Guaranteed Rate



785.317.8597 Cell
rebecca.sutton@rate.com

535 Court Street, SE Office #1
Clay Center, KS 67432

types of financing

CONVENTIONAL LOAN

This loan typically requires 5-20% down payment. With at least a 20% down payment, you'll qualify for the best rates without required mortgage insurance. Conventional mortgages are any loans not guaranteed or issued by the federal government.

FHA LOAN

This is a government backed loan, sponsored by the Federal Housing Administration. With fixed rates and a lower credit score requirement than a conventional loan, an FHA Loan with a minimum down payment of 3.5% and required mortgage insurance may be a great option.

USDA LOAN

These loan are backed by the USDA allowing lenders to offer more affordable home loans to borrowers and sometimes offer lower interest rates than they would with conventional loans. While you still pay closing costs with a USDA loan, you can buy a home with no down payment.

VETERAN'S LOAN

This type of loan is for active duty military or veterans. The U.S. Department of Veterans Affairs backs this loan instead of a traditional bank. Most VA loans do not require a down payment and offer several other advantages.



costs

TO CONSIDER WHEN BUYING



EARNEST MONEY

Typically 1-2% of the purchase price, this is a deposit paid by the buyer. This is held by the escrow company as a good faith from the buyer to the seller. At closing, the earnest money will be applied to the buyers balance at closing.

DOWN PAYMENT

This is the portion of the purchase price that you'll be paying in cash. The rest of the payment to the seller comes from your mortgage.

Down payments are generally between 3.5- 20% of the purchase price. A down payment of at least 20% allows you to avoid private mortgage insurance.

CLOSING COSTS

Closing costs are associated with your mortgage, the transaction, or any payment required by the lender (such as taxes, insurance and title fees.) These costs are not part of the purchase amount, and are collected separately by the escrow company at closing. As a buyer, you can expect to pay 1-5% of the purchase price in closing costs.

TERMS TO KNOW

- 01** **Fixed rate mortgage -**
The interest rate remains the same, allowing you to lock in the rate for the life of the loan. This type of mortgage provides a stable and predictable monthly payment.
- 02** **Adjustable-rate mortgage -**
The interest rate is flexible and subject to adjustments, usually offering a lower rate that will rise as the market rates increase. These types of mortgages may be a good choice when fixed interest rates are high. Rates adjust on pre-determined dates (i.e. annual, 3, 5 or 7 year terms.)



- 03** **APR (Annual Percentage Rate) -**
This is your interest rate stated as a yearly rate. Your Annual Percentage Rate is typically higher than your interest rate because it includes fees, such as lender and mortgage broker fees.
- 04** **Mortgage Points -**
Also known as discount points, these are fees paid to the lender at closing in exchange for a reduced interest rate. One point costs 1 percent of your mortgage amount (or \$1,000 for every \$100,000.) Paying points is often referred to as "buying down the rate."

TRACK YOUR monthly budget

When you apply for a mortgage, your lender will approve you for a maximum monthly mortgage payment. Determining - and sticking to - a budget helps ensure you'll be able to afford your new mortgage payment, while staying on top of your other expenses.

INCOME	
Total Take Home	\$ <input type="text"/>
Pension/ Social	\$ <input type="text"/>
Disability	\$ <input type="text"/>
Interest/ Dividends	\$ <input type="text"/>
Other	\$ <input type="text"/>
TOTAL INCOME	\$ <input type="text"/>

TOTAL INCOME	\$ <input type="text"/>
- TOTAL EXPENSES	\$ <input type="text"/>
= DISPOSABLE INCOME	\$ <input type="text"/>

EXPENSES	
Total Rent/ Mortgage	\$ <input type="text"/>
Child Support/ Alimony	\$ <input type="text"/>
Health Insurance	\$ <input type="text"/>
Life Insurance	\$ <input type="text"/>
Other Insurance	\$ <input type="text"/>
Vehicle Payments	\$ <input type="text"/>
Vehicle Insurance	\$ <input type="text"/>
Other Loans	\$ <input type="text"/>
Utilities	\$ <input type="text"/>
Credit Card Payments	\$ <input type="text"/>
Groceries	\$ <input type="text"/>
Clothes/ Personal	\$ <input type="text"/>
Medical/ Dental	\$ <input type="text"/>
Prescriptions	\$ <input type="text"/>
Household Goods	\$ <input type="text"/>
Child Care	\$ <input type="text"/>
Education	\$ <input type="text"/>
Eating Out	\$ <input type="text"/>
Entertainment	\$ <input type="text"/>
TOTAL EXPENSES	\$ <input type="text"/>



steps to take now

Before you begin the mortgage process, it's important to have your financial plan for purchasing in place. Use your tracked monthly budget to save for a down payment, reduce debt and increase your credit score.

It's also crucial to take the extra time to search for the *right* lender and the *right* loan. Check references, shop around and ask plenty of questions- including an estimate of fixed costs for the mortgage.

Your lender will inform you on the documentation you will need. However, you can begin preparing standard documents now, such as:

- 1 month of recent pay stubs
- Most recent 2 years of tax filings
- 3 months of bank account statements

And finally, make sure to respond quickly to the paperwork your lender requests to keep the mortgage process on schedule.

Now that you have the basics down, you're off to a great start for a seamless mortgage approval!

FINDING YOUR HOME

HOME SEARCH

Starting The Home Search

➤ Step One

After you speak with a lender and get pre-approved, we will begin your online home search. I will set you up on an automated search on the Multiple Listing Service (MLS).

➤ Step Two

We will discuss your ideal price range, your must-haves list, deal breakers, location preferences, school districts, and all of the other factors that will help me to best help you during the home search period.

➤ Step Three

When you decide you are interested in a home, we will schedule a showing to view the home in person. If you decide it meets your criteria, we will write an offer for the home. When we get an accepted offer, you will now be Under Contract.





YOUR PERSONAL PREFERENCES

IMPORTANT INFO

What other factors will influence your decision? (School districts, distance to work, specific neighborhoods, etc.)

What features are important to you in your new home?

What are the must-haves in your new home?

What are the deal breakers in a new home?

What are the best days to schedule showings?

Any specifics not mentioned above:

YOUR PERSONAL PREFERENCES

MUST HAVE CHECKLIST

What's Important To You?

Kitchen

- Island
- Updated countertops
- Walk in Pantry
- Updated cabinets
- Breakfast nook
- Updated appliances

Bathrooms

- Double Vanities
- Bathtub
- Updated bathroom
- Walk in shower
- Guest bathroom

Main Living Area

- Walk-in closet
- Split floor plan
- Storage space
- Primary on main floor

Additional Features

- Hardwood floors
- Fireplace
- Office
- Formal dining room
- Open floor plan
- Front porch
- Separate laundry area
- Parking space

Place a check mark next to any amenity that you consider a must have on your next home.

OFFERS & NEGOTIATIONS

Presenting a Strong offer

Information Needed

Before we begin writing an offer, we will need to gather some documents and discuss some important details...

- ✔ Pre-approval letter
- ✔ Offer Price
- ✔ Financing Amount
- ✔ Earnest Money
- ✔ Closing Date
- ✔ Inspection Period
- ✔ Closing Costs



OFFERS & NEGOTIATIONS

Presenting a Strong offer

Multiple Offer Situations

It's more common than ever to see homes go into multiple offer situations. This means that your offer is not the only offer on the table for the sellers. Here are some of my best tips to win a multiple offer situation...

- Submit your Pre-Approval letter with your offer
- Make a cash offer if possible
- Offer more than the asking price
- Don't ask for more Concessions than you need
- Be flexible with your closing date
- Add a personal letter from you and your family
- Offer a higher amount for the Earnest Money so the seller knows that you are serious
- Keep your offer clean when it comes to contingencies and don't ask for any that are not a deal-breaker for you

Escrow

Congrats! We are almost there. You will turn in your Escrow Deposit, we will get inspections scheduled, negotiate repairs, and move forward with your loan application. The entire process from contract to close typically takes between 30-45 days.

FINDING YOUR HOME

INSPECTION PERIOD

Types of Potential Inspections

There are several types of inspections you may choose to have conducted during your inspection period. Here are a few to consider:

- Home Inspection
- Well Insection
- Lagoon/Septic Inspection
- Foundation Inspection
- HVAC Inspection
- Termite Inspection

Inspection Time Period

The typical inspection period is between 10-15 days.

It is critical that we begin scheduling the inspections you choose to have done as soon as we are under contract on your potential new home. This will ensure that we do not run out of time or have any delays in the process.

Recommended Home Inspectors

Use the list on the following page to see several of the Home Inspectors I recommend. Please feel free to reach out and interview some of the Home Inspectors that I know and trust.



FINDING YOUR HOME

MY RECOMMENDED INSPECTORS

Preparing To Choose An Inspector

Please feel free to reach out and interview some
of the inspectors that I know and trust.

Freedom Home Inspections



417.894.1782 Office

info@freedomhomeinspectors.com

<https://freedomhomeinspectors.com>

Stronghold Inspections, LLC



417.818.9524 Office

inspectbystronghold@gmail.com

<https://inspectbystronghold.com>

Parker Home Inspections, LLC



573.263.5997 Office

<https://www.parker-homeinspections.com>



OUR STRATEGY

PREPARING FOR CLOSING

Buying Your Home

01.

Loan Application & Appraisal

You will typically have 3-5 days after the contract has been executed to make application for your loan with your lender. The appraisal will be ordered by your lender after we have made our way through the inspection period. If your contract is contingent on the appraisal, this means that if the appraisal comes back lower than the offer you made, we will have an opportunity to negotiate the price once again.

02.

Home Insurance

You will need to obtain a Homeowner's Insurance Policy that will begin on the day of closing on your home. If you don't already have an insurance company you plan to work with, please feel free to reach out to me and I will be more than happy to provide you with a list of recommendations.

03.

Important Reminder

As excited as you may be to begin shopping around for furniture and all of the things that help make a house a home, don't! Be very careful during this period not to make any major purchases, open new lines of credit, or change jobs. If in doubt, be sure to call your Real Estate Agent or Lender.

04.

Clear To Close

These words are music to my ears, and yours too! This means that that mortgage underwriter has approved you loan documents and we can confirm your closing date with the title company or attorney.

Get your keys and celebrate buying your home





"HOME is something we're so passionate about at Post Realty. I'm committed to making sure every one of my clients achieve their real estate goals and have an absolutely exceptional home buying experience."

-JENNY POST BURTON

WHAT DO HIGHER INTEREST RATES MEAN FOR HOME BUYERS?

It isn't new news that the real estate market has been crazy over the past few years. We experienced historic record low-interest rates that many homeowners were excited to take advantage of. This created an extremely high demand for houses and led to bidding wars and an extremely competitive market for home buyers. Then interest rates started to soar.

Interest rates have finally dipped some so as a home buyer, you might think that now is the perfect time to buy a house...

Here is what you need to know about higher interest rates and how it will affect you if you plan to purchase a home. For home buyers, this means that they can afford less house for the same amount of money. This is because when you take out a mortgage, your monthly payment is based on the interest rate of your loan and the principal amount borrowed. When interest rates go up, so does your monthly payment. Home prices are beginning to decrease, homes are staying on the market longer, and more price reductions are happening, but it's important to understand that higher interest rates will affect your home buying power. I created this guide to help educate you to understand what's going on and all of the options you have.

If you want to know more about the current real estate market and purchasing a home, please reach out! The best way to contact me is by phone at 573-586-7711. I look forward to hearing from you soon!

Helping you find home



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HOW INTEREST RATES AFFECT YOUR MONTHLY MORTGAGE PAYMENTS

As you can see in the example to the right, when the interest rates rose from 4% to 7% the monthly mortgage payment increased over \$600.

Keep in mind this is just an example and type of loan, down payment, credit score, taxes, etc. will affect the your monthly payment.

The best way to know what price point you should begin your home search at is to get pre-approved by a lender. They will be able to give you an approval price range and monthly mortgage payment estimate so you be sure that you are shopping for homes that would be a suitable fit for your budget.

01

INTEREST RATES AT 4%

Calculator

Monthly payment Purchase budget

Include taxes & fees

Home price
\$ 350,000

Down payment
\$ 12,250 3.5 %

Loan term
30-yr fixed Interest
4 %

State Credit score
700 - 719

Property tax (yearly)
\$ 4,375

Home insurance (yearly)
\$ 1,225

Private mortgage insurance (monthly)
\$ 279

Homeowners association (monthly)
\$ 0

Total monthly payment
\$ 2,358

Loan
\$ 1,612

Taxes & fees
\$ 746

02

INTEREST RATES AT 7%

Calculator

Monthly payment Purchase budget

Include taxes & fees

Home price
\$ 350,000

Down payment
\$ 12,250 3.5 %

Loan term
30-yr fixed Interest
7 %

State Credit score
700 - 719

Property tax (yearly)
\$ 4,375

Home insurance (yearly)
\$ 1,225

Private mortgage insurance (monthly)
\$ 279

Homeowners association (monthly)
\$ 0

Total monthly payment
\$ 2,993

Loan
\$ 2,247

Taxes & fees
\$ 746

THINGS TO KEEP IN MIND

1

INTEREST RATES ARE NOT EXPECTED TO DROP IN THE IMMEDIATE FUTURE

As interest rates rise, so does the cost of borrowing money. Financial Analysts are now looking to September or November as the earliest point the Federal Reserve might lower rates. If history is any indicator, inflation will have to drop below the Federal Reserve's goal of 2% before they lower interest rates significantly.

2

INTEREST ON RENTING IS 100%

While it can seem intimidating to consider buying a home with increasing interest rates, it is important to remember that the interest rate on renting is 100%. This is money spent towards paying someone's mortgage as opposed to the opportunity to begin building equity in your own home.

3

DON'T PURCHASE AT THE TOP OF YOUR BUDGET

Along with all of the benefits of homeownership also come new responsibilities. Expenses like property taxes, maintenance, home repairs, and home improvements can add up. Be sure that your monthly payment isn't at the top of your budget so you can afford the new costs.

4

IS IT WORTH TRYING TO TIME THE MARKET

I always recommend looking at your own unique situation, your finances, goals, and desires to make a decision that works for you. The market is ever-changing so rather than try to time the market, make a decision that works for you.

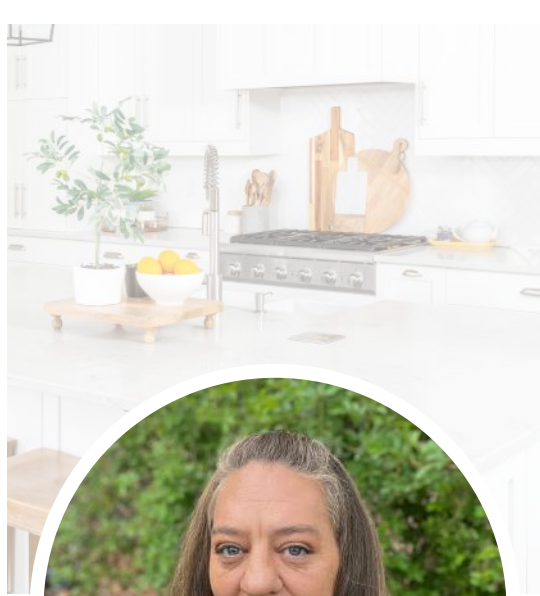
THE TRUE COST OF RENTING

The cost of renting can add up quickly. Use this chart to help you understand how much you will be spending over time at your current rent rate.

IF RENT IS	1 YEAR	5 YEARS	10 YEARS	15 YEARS
\$700	\$8,400	\$42,000	\$84,000	\$126,000
\$800	\$9,600	\$48,000	\$95,000	\$144,000
\$900	\$10,800	\$54,000	\$108,000	\$162,000
\$1,000	\$12,000	\$60,000	\$120,000	\$180,000
\$1,100	\$13,200	\$66,000	\$132,000	\$198,000
\$1,200	\$14,400	\$72,000	\$144,000	\$216,000
\$1,300	\$15,600	\$78,000	\$156,000	\$234,000
\$1,400	\$16,800	\$84,000	\$168,000	\$252,000
\$1,500	\$18,000	\$90,000	\$180,000	\$270,000
\$1,600	\$19,200	\$96,000	\$192,000	\$288,000
\$1,700	\$20,400	\$102,000	\$204,000	\$306,000
\$1,800	\$21,600	\$108,000	\$216,000	\$324,000
\$1,900	\$22,800	\$114,000	\$228,000	\$342,000
\$2,000	\$24,000	\$120,000	\$240,000	\$360,000



Understanding whether you should continue renting or decide to purchase can be tricky. I'd love to help guide you through my signature process to help you decide what's best for you.



I hope this guide gives you a better idea of what higher interest rates mean for you. Whether you have all intentions of buying a home this week, next month, or in 5 years or are just curious about the current real estate market, I am here to be a resource for you.

As a local native of Pulaski County combined with my 17 years of real estate experience, I am prepared to help you navigate this tricky market and purchase your home in the quickest amount of time, for the lowest amount, and with the least amount of stress.

Please know that I am always available to answer any questions about the real estate market or help in any way. If you have any questions about your guide, give me a call!

Jenny Post Burton
REALTOR®



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POST REALTY & ASSOCIATES, LLC

Real Estate terms

Appraisal

An evaluation of a property's value conducted by a licensed appraiser, typically commissioned for the benefit of the lender to ensure the property's market value meets or exceeds the loan amount.

Broker

An individual who has completed additional education beyond the agent level as mandated by state laws and has passed a broker's licensing examination.

Buyer's Agent

A real estate agent who represents the interests of the buyer in a real estate transaction.

Closing

The final step in completing a real estate transaction. The closing date, set during the negotiation phase, occurs several weeks after the offer is formally accepted.

Closing Costs

Fees incurred at the closing of a real estate transaction. At the closing, the title to the property is officially transferred to the buyer.

Commission

The fee paid to real estate professionals for their services, usually calculated as a percentage of the property's selling price.

Comparative Market Analysis

A report comparing sales of similar homes in the area to help establish a reasonable asking price for a property.

Contingency

A provision in a real estate contract that must be met for the contract to become legally binding.

Counteroffer

A new offer made in response to a previous offer, containing modified terms based on negotiations.

Deed

A legal document that represents proof of ownership and grants the holder specific rights to real estate property.



Jenny Post Burton

REALTOR®



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www.Post-Realty.com

Real Estate terms

Disclosure

A statement by a seller or a broker regarding the property's known defects.

EMD

A deposit made by the buyer towards the down payment as a sign of good faith when the purchase agreement is signed.

Equity

The portion of the home's value that the homeowner "owns" outright. It is calculated as the current market value of the home minus the outstanding mortgage balance.

Escrow

A third-party service, often required in the home-selling process, that holds and disburses funds to facilitate the closing of a home.

Fair Market Value

The estimated price at which a property would likely sell in a transaction where both buyer and seller are knowledgeable and willing parties.

Home Inspection

An examination of a property's condition, typically conducted by a professional home inspector.

Home Warranty:

A policy that covers the cost of repairing or maintaining household systems or appliances.

Listing

A property that is on the market for sale. The term "listing" also refers to the agreement between the home seller and the real estate agent tasked with marketing the property.

Listing Agent

The real estate agent representing the seller.

Mortgage

A loan used to finance the purchase of a home, with the property itself serving as collateral for the loan.

For Sale By Owner (FSBO)

A property that is being sold directly by the owner without the representation of a real estate agent.



Jenny Post Burton

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www.Post-Realty.com

Real Estate terms

Multiple Listing Service

A tool that real estate brokers use to compile and share property data with other brokers.

Offer

The price that a buyer proposes they are willing to pay for a property.

Open House

An event where potential buyers can tour a house that is for sale.

Pre-approval letter

A document from a lender stating that a buyer qualifies for a mortgage of a specified amount.

Real Estate Agent

A professional licensed to negotiate and facilitate real estate transactions.

Short Sale

The sale of real estate in which the proceeds from the sale are less than the balance of debts secured by liens against the property, requiring the lender's approval.

Staging

The act of preparing and showcasing a residential or commercial property for sale.

Title Insurance

An insurance policy that protects the holder from financial loss resulting from defects in the title to a property.

Under Contract

A term used to indicate that a home has an accepted offer but the sale has not yet been completed.



Jenny Post Burton

REALTOR[®]

 573.586.7711



www.Post-Realty.com



Your Home Matters

Thank you for choosing me to guide you through the wild journey of home hunting! I can't wait to team up with you to conquer all your real estate dreams. Let's do this!



Jenny Post Burton
REALTOR®



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573.774.2183 office



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