

NORTHWEST LIVING SPACES

JEFF KANALLY · REALTOR®

THE NORTHWEST

HOME *Buyer* GUIDE

*Your roadmap to buying in Coeur d'Alene,
Spokane & the Inland Northwest*

Presented by Jeff Kanally

LICENSED IN IDAHO & WASHINGTON

Coeur d'Alene · Post Falls · Hayden · Spokane · Liberty Lake

Meet Jeff Kanally

You don't need a louder guide. You need a clearer one.

This is the version I'd hand a real client who's about to make a six-figure decision and wants straight answers, local context, and a process that doesn't feel chaotic.

I work with buyers across Coeur d'Alene, Hayden, Post Falls, Spokane, Spokane Valley, and Liberty Lake — first-time buyers, relocations, and move-up buyers trying not to repeat old mistakes. My job is to help you make smart calls before emotion and urgency start driving the bus.

Warmly,

Jeff Kanally

WHO THIS GUIDE IS FOR

First-Time

The mortgage process, upfront costs, and what to expect.

Relocation

Essential steps for moving to North Idaho or Spokane.

Move-Up

Timing the buy while upgrading your lifestyle.



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BACKED BY

Haven Real Estate Group

02 THE STEP-BY-STEP

The Home Buying Process

seven steps, start to keys

01 Prepare Your Finances

Set your budget. Review your debt-to-income ratio and save for both your down payment and closing costs.

02 Get Pre-Approved

A pre-approval letter proves you're a serious, qualified buyer. Your lender reviews income, credit, and assets to set your borrowing power.

03 Agent Consultation & Representation Agreement

Define your search criteria and review the market. Under current rules, buyers now sign a written representation agreement before touring — ensuring full transparency on services and compensation.

04 House Hunting

With your budget set and representation in place, the fun begins. We tour homes across Coeur d'Alene, Spokane, and beyond to find the right match.

05 Make an Offer & Negotiate

We craft a competitive offer — price, contingencies, and earnest money (often ~1%) that shows the seller you're committed.

06 Escrow, Inspections & Appraisal

Under contract, you complete a home inspection for hidden issues, and your lender orders an appraisal to confirm value.

07 Closing & Getting the Keys

Sign the final paperwork, pay your remaining down payment and closing costs, and officially take ownership.

7
simple steps

Preparation is the whole game. Buyers who know the sequence move with confidence — and win when it counts.

03

STEP ONE, DONE RIGHT

Prepare Your Financing

know your numbers first

Understanding your options is the foundation of a smooth purchase — the difference between an offer that performs and one that stalls.

SET A TRUE BUDGET

Decide what you can comfortably afford — not just your maximum approval. Calculate your debt-to-income ratio and pick a monthly payment that still leaves room to live.

SAVE FOR TWO THINGS

Plan for your **down payment** and your **closing costs**. They're separate buckets, and budgeting for both early keeps you from scrambling near the finish line.

THEN GET IT IN WRITING

A documented pre-approval turns guesswork into a plan — and makes your eventual offer credible to sellers.

WHAT YOUR LENDER REVIEWS

- **Income** — pay stubs, W-2s, often two years of returns
- **Credit** — score and history across accounts
- **Assets** — bank statements and reserves
- **Debts** — obligations that shape your ratio

2–5%
closing costs

BUDGET FOR THE HIDDEN COSTS

Beyond your down payment, plan for closing costs — typically 2–5% of your loan — plus property taxes, insurance, and any HOA fees.

04 FINANCING

Loan Types & Getting Qualified

find the right fit

<p>3–5% down CONVENTIONAL</p> <p>Ideal for strong credit. Under 20% down, you'll pay temporary PMI that drops off as you build equity.</p>	<p>3.5% down FHA</p> <p>Great for first-time buyers — lower down payment with more flexible credit requirements.</p>
<p>0% down VA</p> <p>For eligible veterans and active-duty military: zero down and no monthly mortgage insurance.</p>	<p>0% down USDA</p> <p>For eligible rural & suburban properties, with zero-down options for qualifying buyers.</p>

GETTING QUALIFIED, FAST

A pre-approval turns “just looking” into a real plan. Have these ready before you apply:

- Pay stubs & W-2s
- Two years of tax returns
- Recent bank statements
- Government photo ID — and no new debt while applying

“In competitive markets, well-prepared buyers who are already pre-approved are the ones who win.”

Lender

When my clients ask who to call about financing, I point them to Matt Riener. A responsive, local lender keeps your offer strong — and Matt builds his practice around three things every buyer feels at each step.

01 COMMUNICATION

Clear, prompt updates so you always know where your loan stands.

02 EDUCATION

Plain-English guidance on programs, rates, and tradeoffs — no jargon.

03 AVAILABILITY

Reachable when it matters, including evenings and weekends during a live deal.

PROFILE

pmrloans.com/loan-officer/matt-riener

APPLY

mattriener.floify.com

“When clients ask who to trust with their financing, Matt is who I call.”

— JEFF KANALLY, NORTHWEST LIVING SPACES



Matt Riener

Branch Manager
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RECOMMENDED BY JEFF

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06

MARKET & LIFESTYLE

Coeur d'Alene vs. Spokane

*choose the life, not just the listing***North Idaho**

CDA · Post Falls · Hayden · Liberty Lake

WHY PEOPLE CHOOSE IT

Lake life, outdoor access, neighborhood feel, and that distinct North Idaho lifestyle.

BEST FOR

Buyers who care about recreation, scenery, community, and a destination-driven vibe.

WATCH FOR

If you work in Washington, the state line can be nothing or everything — depending on your routine and income-tax picture.

Spokane Side

Spokane · Spokane Valley

WHY PEOPLE CHOOSE IT

City convenience, major services, neighborhood variety, and access to broad employment hubs.

BEST FOR

Buyers who want metro functionality, faster healthcare and amenities, and more neighborhood styles.

WATCH FOR

Don't treat Spokane as one place. Commute, feel, and value shift block by block.

VS

THE SIMPLEST WAY TO COMPARE THEM

Spend one day testing the life you'd actually live. Drive the commute. Visit the grocery store you'd use. Sit in the neighborhood after work. Crossing the state line can affect commute and income tax — consult your financial advisor on which side fits best.

07

WHEN THE ONE APPEARS

Make an Offer

strategy beats bravado

WHEN TO MOVE

When a house checks the real boxes, not just the emotional ones. In a competitive market, hesitation is expensive — that doesn't mean panic, it means preparation.

HOW MUCH TO OFFER

It depends on the home, the pace of the market, how many buyers are circling, and your goals. Good offer strategy isn't macho — it's situational.

OFFER TERMS THAT ACTUALLY MATTER

- Earnest money that shows you're serious (often ~1%)
- Inspection timelines — realistic but competitive
- A lender who can perform on schedule
- A close date that works for the seller when possible
- A plan for appraisal gaps before they happen

Accept

You're under contract and due diligence begins.

Counter

Price, timing, or contingencies come back to negotiate.

Decline

It happens. A miss beats forcing a bad deal.

“The strongest buyers know exactly where to be aggressive — and exactly where to protect themselves.”

08

PROTECT YOURSELF

Due Diligence & Mistakes

*eyes open, emotions parked***DURING DUE DILIGENCE****Home Inspection**

A professional evaluates structure, roof, plumbing, and electrical. Major issues become negotiation points.

The Appraisal

Your lender verifies value. A low appraisal means we renegotiate or you cover the gap.

Title Insurance

Protects you from past ownership disputes, unpaid liens, or back taxes.

MISTAKES TO AVOID

- 01 Big financial changes before closing.** New cards, car loans, or job changes alter your ratio and can derail approval.
- 02 Skipping the inspection.** Waiving it to look attractive can hide expensive structural problems.
- 03 Misreading agent compensation.** It's negotiable and stated in your agreement; many sellers still offer concessions.
- 04 Forgetting maintenance.** Set aside 1–3% of the home's value yearly for upkeep.

REPAIR NEGOTIATIONS

This is where emotion needs to leave the room. We focus on what materially affects safety, value, and livability — and let the small stuff go.

09

RELOCATION FOCUS

Your Move to the Northwest

organized, not overwhelmed

BEFORE ANYTHING ELSE

Transfer utilities early — electricity, water, gas, internet, and trash before move-in day.

Update documents — banks, employer, healthcare, plus ID & vehicle registration in ID or WA.

Forward your mail — file with USPS and update recurring subscriptions.

THE FINAL MOVING CHECKLIST

4-8 WEEKS

- Declutter: keep, donate, sell
- Hire movers or reserve a truck
- Gather packing supplies

2-3 WEEKS

- Pack non-essentials
- Confirm utility dates
- Transfer medical records

1 WEEK

- Pack an essentials box
- Defrost the fridge
- Prep major appliances

MOVING DAY

- Final walkthrough
- Keep valuables with you
- Change the locks

“A smooth move starts weeks early. Handle the boring logistics first, and arrival day gets to feel like a fresh start.”

10 THE FINISH LINE

Closing Costs & Closing Day

the keys are close

Closing costs typically run **2–5% of your loan amount**. Actual figures vary by lender, price, and location — here’s a typical breakdown to plan around.

Typical closing cost	Estimated range
Loan origination / lender fees	0.5–1% of loan
Appraisal	\$500–\$800
Home inspection	\$400–\$700
Title insurance & search	\$700–\$2,000
Escrow / closing fee	\$400–\$900
Recording & transfer fees	\$100–\$400
Prepaid taxes, insurance & reserves	Varies
Estimated total	2–5% of loan amount

ON CLOSING DAY

- Final walkthrough of the home
- Bring a government photo ID
- Confirm wired funds or a cashier’s check
- Review & sign the documents

THEN...

You sign, your loan funds, the sale records, and the keys are yours. We confirm every detail beforehand, so closing day feels like a celebration — not a surprise.

THE NEXT STEP

Let's Find Your Northwest Living Space

The market is dynamic, but you don't have to navigate it alone. A dedicated, local expert gives you the knowledge and negotiating power to secure the right home at the right price. Ready for the next step? Reach out for a no-obligation buyer consultation.

CONTACT JEFF

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EXTRA LOCAL HELP

LiveInCDA.com

Still learning the area? Start there for relocation content, neighborhood perspective, and local context before you book tours.

Market conditions, interest rates, inventory, and lending standards change without notice. This guide is educational and does not constitute financial or legal advice. Consult your lender, inspector, title company, and agent for guidance specific to your situation.

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**NORTHWEST
LIVING SPACES**



A sharper, calmer way to buy.

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