



FULTON GRACE

# ABOUT

Jennifer Bell

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A real estate veteran in the Chicago area for over 20 years, Jennifer Bell is a top-producing broker with an impressive track record of sales. She has worked extensively with buyers, sellers, investors and developers, and gained specialized expertise in the area of new construction.

Jennifer is very hands-on with her builder clients, doing all of the interior design and project management for a majority of their developments. Her flair for design and ability to showcase properties at their best have resulted in expedited sales and higher prices. With a list-to-sell price ratio of 95% and 43 average days on the market, she is a consummate professional who knows how to orchestrate successful deals.

With her cutting-edge market knowledge, effective marketing strategies, attentive personal service and tireless work ethic, Jennifer is the only one her clients need to call! Her background in mortgages affords her an even more unique advantage, enabling her to provide insights to her clients while representing their best interest.

Jennifer was affiliated with top-name brokerage firms prior to founding Gramercy Group, a boutique real estate firm that focuses on new construction and resales. She and her team offer unparalleled industry expertise and negotiating savvy that create winning results for their clients.



# OUR TEAM



Eric Wills, Lorin Patrick, Jennifer Bell, Rich Lomax III



**FULTON GRACE**

We at the Gramercy Sold have so much to be thankful for, particularly our loyal clients, which is why we chose the name “Gramercy,” which means many thanks. We want to say thank you wholeheartedly for your business, and to instill confidence that when you work with us, you’ll be thankful you did.

Our talented team of Chicago area real estate experts knows that our business is about selling homes; but that’s not all we do. We are as importantly selling a lifestyle, and fulfilling our clients’ dreams.

We specialize in new construction and resales in Chicago neighborhoods that are on the pulse of revitalization, and booming with new development. The Gap, Bronzeville, North Kenwood and Woodlawn are transforming rapidly, as they’re centrally located just 10-14 minutes to downtown, 5 minutes to the lakefront and all major expressways (Lake Shore Drive, I-55, the Kennedy & Dan Ryan). Also right nearby is the Museum of Science and Industry, Jackson Park with the much-anticipated new design of the golf course by Tiger Woods, the Harbor at 31<sup>st</sup> Street Beach, Jackson Park Beach, University of Chicago in Hyde Park, the new DePaul Stadium on 22<sup>nd</sup> Street, McCormick Place convention center on 26<sup>th</sup>, and the list goes on.

Our goal is to achieve your ultimate satisfaction, through new opportunities and added value in every aspect of the real estate process.



# TESTIMONIALS

“

Jennifer Bell was my realtor with the purchase of my new townhouse. She was one of the best realtors that I've ever worked with by going above and beyond the call of duty. She helped me find a house suitable for my family and within my budget. Additionally, she's knowledgeable with the financial aspect and available to answer all of your questions. Overall, I'd recommend Jennifer to someone and definitely use her again!

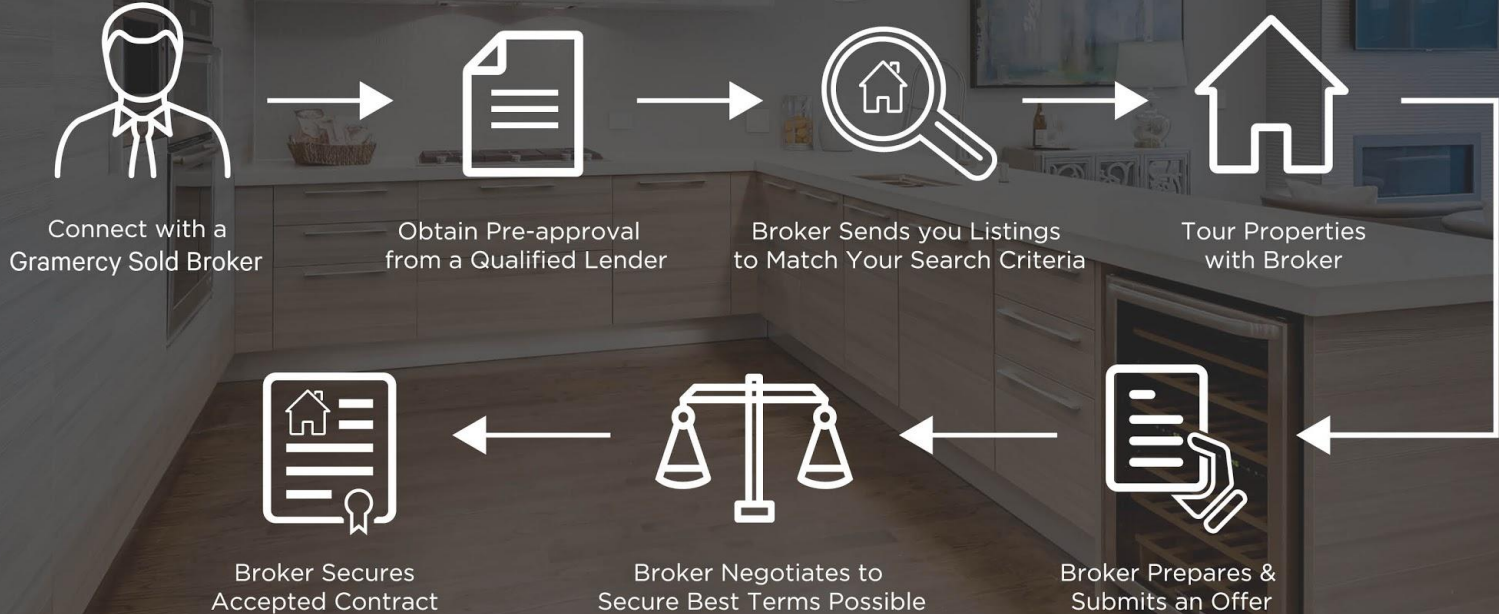
“

I was very fortunate to have connected with Jennifer Bell, she is an excellent real estate agent with an impressive depth knowledge of the Chicagoland area. Jennifer was attentive throughout the entire purchase process and often went above and beyond her duties. She made herself available anytime I had questions and often opened my eyes to things I hadn't known as a first time buyer. If you're looking for an agent look no further!

“

Jennifer is very knowledgeable and a highly determined individual. Her expertise and experience vast from an array of subject areas. She is well versed and can educate you as a buyer or investor. Jennifer is a motivated sales professional and will get the job done. I would highly recommend working with Jennifer.

# HOME SEARCH TO CONTRACT ACCEPTANCE



# HOME SEARCH TO CONTRACT ACCEPTANCE

Gramery Sold agents work with you to prepare the most beneficial strategy to find your next home or investment property. Unsure of which neighborhood best fits your needs? Just ask our agents! Gramery Sold agents have extensive knowledge about every Chicago neighborhood and will provide valuable insight to help you make informed decisions. With an efficient timeline unique to you, and focused on local real estate market conditions, your

Gramery Sold agent will be with you every step of the way. Once you've found your ideal home or property, your agent will lead you through the offer process and negotiation steps, providing direction and professional advice. Our primary goal is for clients to achieve the most positive terms possible, while feeling comfortable and confident about their home purchase.



# CONTRACT ACCEPTANCE TO CLOSE



You Submit Initial Earnest Money



Attorney Review & Inspection Period  
(Typically 5-7 Days from Contract Acceptance)



You Submit Balance of Earnest Money  
(Typically 2 days after attorney review period concludes)



You Close.  
**You are Now A Property Owner!**



Broker Arranges  
Final Walkthrough



You Secure Financing  
(Loan approval typically received 30-45 days  
after contract acceptance)

# CONTRACT ACCEPTANCE TO CLOSE

What's the next step when you're finally 'under contract'? Each party will secure an attorney to review the contract, title, and other related documents. We recommend that you hire a professional home inspector who will provide a detailed report about the condition of the home. Your agent will walk you through the inspection and attorney review periods, continuing to be highly involved during the process. You will need to secure a property appraisal from your lender if your purchase is financed.

Once your lender approves the loan, the closing is scheduled. You and your agent will perform a final walk-through beforehand, which your agent will set up. Even while under contract, minor problems can potentially occur. Our agents will help you confidently overcome each challenge. They will expertly guide you and employ past experience to help you make the most informed choices for you and your new property.







# KNOW YOUR PURCHASING POWER

# FINANCING OVERVIEW

- ⑤ As your home search begins, schedule an initial consultation with a lender.
- ⑤ The lender will obtain your credit report and preliminary financial information.
- ⑤ Obtain a pre-approval letter from the lender.
- ⑤ Once you are under contract for home purchase, you and your agent will provide the lender with the signed real estate contract and disclosures.
- ⑤ You will supply the lender with all of your detailed financial information, including the completed loan application, tax returns, bank statements and any other information requested by the lender.
- ⑤ The lender will schedule an appraisal of the property, coordinated through the seller's listing agent.
- ⑤ The lender will request a condo questionnaire from the condominium association (if applicable), which will contain certain relevant information about your purchase.
- ⑤ A "clear to close" notification will be provided by the lender, which is an unconditional mortgage approval and the last step in the financing process!



# THE BUYER'S TEAM

## **Gramercy Sold Real Estate Agent**

From establishing the search criteria to scheduling property tours, your real estate agent will be with you every step of the way. Once you target a potential home, your agent will compare the property to similar homes in the area and together, you will determine the details of your offer. Your agent will prepare the purchase contract and negotiate the terms to your satisfaction. Most importantly, your real estate agent will be a trusted advisor - one that will help you determine the property's value and guide you through the complex process of buying a home.

## **Real Estate Attorney**

In Illinois, all buyers and sellers of real estate are strongly encouraged to be represented by a licensed attorney. Your attorney will review the important documents associated with your purchase, such as the real estate contract, loan and mortgage documents and title policies. Not only will the attorney walk you through the "legalese", they will make sure everything is in order so that you can be confident in your purchase.

## **Home Inspector**

A professional home inspection is an important step in the home buying process. Home inspectors provide a thorough and systematic evaluation of your new home. During a home inspection, the home inspector may uncover certain defects that were not visible during the showing. They will generate a detailed inspection report, which will allow you (in consultation with your agent and attorney) to request the seller make recommended repairs.

## **Lender**

A lender, whether a mortgage broker or banker, will help you secure financing for your purchase. It is important to make contact with a lender to obtain a "pre-approval letter" before you begin your home search. A preapproval letter is a document stating that a lender has reviewed your financial information and believes you are qualified to purchase a home for a certain price. Your lender will be your primary point of contact for all questions and concerns related to your mortgage options and payments.

# BUYERS COSTS

## SALE PRICE

## TYPICAL COST

HOME INSPECTION FEE	\$350+ /VISIT
APPRAISAL	\$250 - \$500
CREDIT REPORT	\$30 - \$75 PER BORROWER
LOAN ORIGATION FEE	\$750 - \$1,250
PROCESSING FEE	\$150
TAX SERVICE FEE	\$75 - \$100
ATTORNEY FEE	\$600 - \$1,000+
ESCROW/SETTLEMENT FEE	\$1,275 - \$2,000*
BUYER'S TITLE CHARGES	\$1,300 - \$1,800
RECORDING FEE	\$75 - \$250
CITY OF CHICAGO TRANSFER TAX	\$7.50 PER \$1,000
HOMEOWNER'S INSURANCE	\$300 - \$400**
INTEREST PER DAY	LOAN AMOUNT X RATE/365
INITIAL ESCROW (FOR PROPERTY TAXES)	1-9 MONTHS*** (IF APPLICABLE)
INITIAL ESCROW (FOR HOMEOWNER'S INSURANCE)	1-3 MONTHS (IF APPLICABLE)

The figures above are intended to give you a general idea of costs and could be less or more than the amounts stated. Actual costs vary per lender, loan amount, property type and other factors. \*If cash transaction, shared equally between buyer and seller. \*\*Premium listed represents coverage for a condo. Premiums for a single family home range between \$1,300 - \$2,000, depending on coverage selection. \*\*\*Partially offset by property tax credit from Seller.

# THANK YOU!

If you have any questions please reach out to me at any time!

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