

OVERVIEW OF THE HOME BUYING PROCESS



STEP #1

FIND A REALTOR® THAT YOU TRUST

- Guide and educate
- Analyze your needs
- Set up property search site
- Understand the market
- Strong negotiator
- Vendor referrals
- Problem Solver

CONSULT WITH A LENDER

- Talk with a lender
- Obtain pre-qualification

STEP #2

STEP #3

SELECT PROPERTIES TO VIEW

- Establish buyer criteria
- Scheduling Showings
- Buyer Agency with agent
- Distressed properties

VIEW PROPERTIES

- Wear slip-on shoes
- Take notes
- Provide feedback to agent
- Rank properties

STEP #4

STEP #5

MAKING AN OFFER

- Review the MLS Information
- Review market analysis
- Decide on items to include
- Seller Concessions
- Determine closing date
- Discuss with lender
- Review disclosures
- Earnest Money \$\$\$
- Sign offer

NEGOTIATING THE COUNTER OFFER

- Agent and buyer work closely
- Review Multiple Offer Guidelines
- Goal is for a win / win
- Provide feedback to agent
- Rank properties

STEP #6

STEP #7

CONTRACT DEADLINES

- Monitor deadlines
- Inspection Objection \$\$
- Seller's inspection resolution
- Insurance
- Loan dates
- Set up Utilities and trash

LOAN PROCESS

- Submit required documents
- Good Faith Estimate
- Appraisal \$\$\$
- Loan Approval
- No major purchases
- Final credit check

STEP #8

STEP #9

CLOSING

- Photo ID – All parties
- Cash at closing - Wire or Certified Check (NO PERSONAL CHECKS)
- Fuel Prorations \$\$\$
- Keys to the property

POST CLOSING

- Contact HOA
- Keep closing statement for taxes

STEP #10