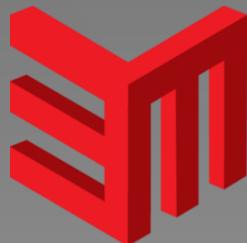
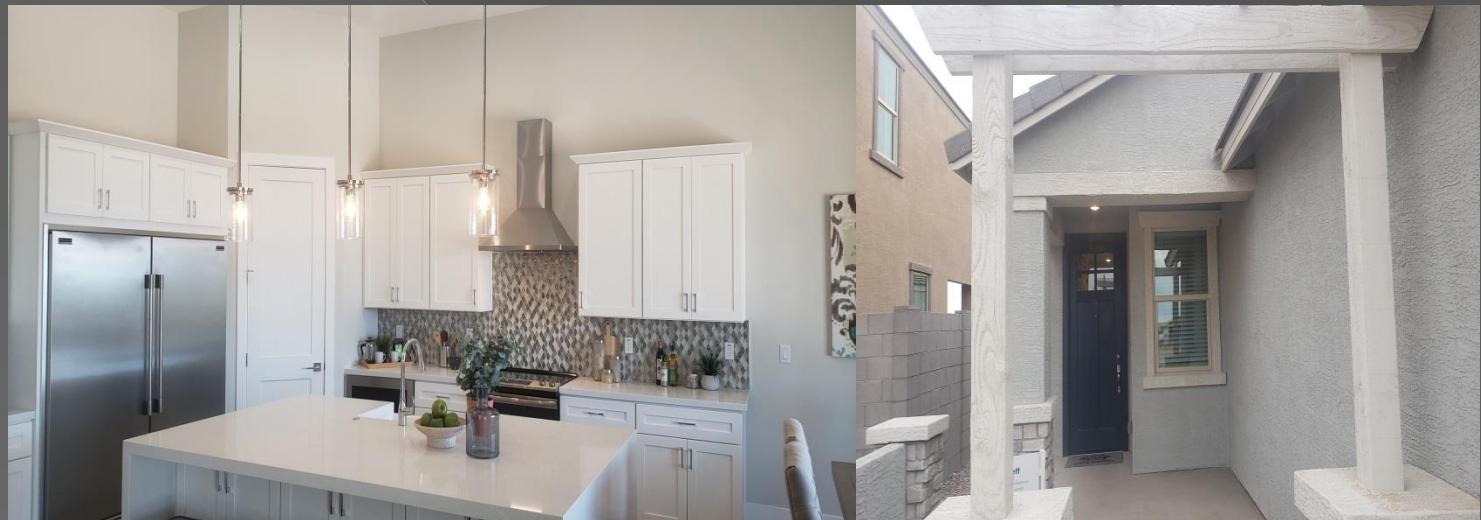


HOME BUYING GUIDE FROM ERIC MERRITT SELLS AZ REAL ESTATE



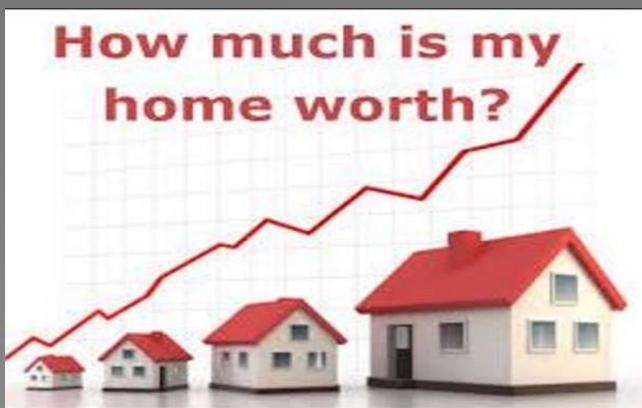
ERIC
MERRITT
Sells AZ Real Estate



Introduction



- This is an introduction of myself and a marketing plan that explains who I am with my Bio, what my services are, and what distinguishes me from other Realtors. If you are interested to in a Buyer consultation to view your comparable Closed and active listings in your neighborhood or specific area, we can set up an appointment at no obligation to you. Please don't hesitate to call me at (480) 999-6061. Sincerely, Eric



Eric Merritt Bio



- I have a Bachelor Degree from the University of Phoenix in Business Administration with emphasis in Small Business Management and Entrepreneurship
- I have lived in Arizona and the East Valley since Feb 1997 for 24 years. I have lived in Mesa, Apache Junction, and Gilbert
- I enjoy traveling, dining, bicycling hiking in the Superstitions, Flagstaff, Tucson, and in So.California
- I do volunteer work and spending time with dogs, doing fundraisers for different charities
- I enjoy capturing the best photography of AZ sunsets, homes, communities, etc.
- I sold vehicles to Wholesale and Retail customers, exporters, new car dealers, and used car dealers and negotiated over a thousand of those transactions from 2003 to 2014



Our Zillow Reviews from Our Buying Clients

Highly likely to recommend

01/23/2018 - zuser20141013142325731

Bought a Single Family home in 2017 in Summer Place Village, Mesa, AZ.

Local knowledge: 

Process expertise: 

Responsiveness: 

Negotiation skills: 

Eric is amazing!! We 1st met viewing a different property in Mesa and I was in doubt about my husband and I's financial situation.

We spoke to a lender already and they only approved us for a quarter of what we were approved for going with the lender that Eric recommended.

I had my doubts but Eric knew that he could get us a better deal!

He was VERY knowledgeable about the price of the house that I wanted.. the house was going for 222,000 and Eric told us we should bid at 215,000 because of location and the surrounding prices of other houses selling in that area.

I was super nervous because I didn't want to lose this house!

Eric told me not to worry and things will be okay.. They accepted the offer and when we had the house appraised it was worth 219000.

This man not only helped us find our dream home, but he did everything he could possibly do to get us a fair deal!

This is very important to us because it shows his character and that he is not just in it for the pay check!!

We are truly grateful and will continue to recommend Eric and his expertise!

Fantastic job Eric! We appreciate you! [Less ^](#)

Highly likely to recommend

12/04/2017 - danielle mason83

Bought a Single Family home in 2017 in San Tan Valley, AZ.

Local knowledge: 

Process expertise: 

Responsiveness: 

Negotiation skills: 

Eric made my first-time home buying experience easy and enjoyable. He is a very knowledgeable resource in the real estate business, and that became quickly apparent during our initial meeting when he explained the entire home buying process and outlined timing and expectations. He was readily available to answer all of my questions (even late at night) and worked very diligently knowing that my purchase timeline was tight. He remained dedicated to finding the best home at the best price that fit my preferred criteria. He always provided the facts and was not biased in any way. He never tried to sway me one way or another, but instead would remind me of the things that were important to me to keep me on track to finding my perfect home. He took the time to get to know me and my family, and that is an element that is lacking in today's customer service world. I would describe Eric as genuine, dedicated, and well informed. These qualities, in combination, are the reason why I would recommend Eric to anyone that is looking to purchase a home. Also, I closed on my new home in just 31 days! He really can make your dream a reality! [Less ^](#)

Respond to review [Share on Facebook](#) [Share on Twitter](#)

Our Zillow Reviews from Our Buying Clients

 Highly likely to recommend 

02/02/2019 - mamayours

Bought a Single Family home in 2019 in Buckeye, AZ.

Local knowledge: 

Process expertise: 

Responsiveness: 

Negotiation skills: 

I can't believe how much time and effort Eric put into helping us to purchase this house in Buckeye. All the hard work ended up taking less than a month.

And now he will be helping sell our Daughter's house in Avondale.

I would very much recommend Eric.

I also feel like I have a new friend.

[Respond to review](#)  [Share on Facebook](#)  [Share on Twitter](#)

Ratings & Reviews

[Request reviews](#)

Show:

All reviews (8)

Sort by:

Newest first

 Highly likely to recommend 

02/19/2019 - carmaycgm

Bought a Single Family home in 2018 in Buckeye, AZ.

Local knowledge: 

Process expertise: 

Responsiveness: 

Negotiation skills: 

I met Eric at a random open house I decided to walk into and from there slowly built a great relationship! I told him I was looking to purchase a second home but in the near future. He was not pushy and checked in with me once in awhile until I was ready to purchase. I gave him my time frame and type of budget I was working with and he made it happen fast, easy, and stress free! He really knows his stuff and made me feel very comfortable with my purchase making sure it was a great investment move! I highly recommend him 10 out of 10![Less ^](#)

[Respond to review](#)  [Share on Facebook](#)  [Share on Twitter](#)

Our Zillow Reviews from Our Buying Clients

 Highly likely to recommend



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Respond to review  Share on Facebook  Share on Twitter

[Request reviews](#)

Ratings & Reviews

Show: [All reviews \(8\)](#)

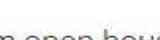
Sort by: [Newest first](#)

 Highly likely to recommend



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Respond to review  Share on Facebook  Share on Twitter

Our Zillow Reviews from Our Buying Clients

 Highly likely to recommend 

06/10/2020 - Robert North

Bought a Single Family home in 2020 in Glendale, AZ.

Local knowledge: 

Process expertise: 

Responsiveness: 

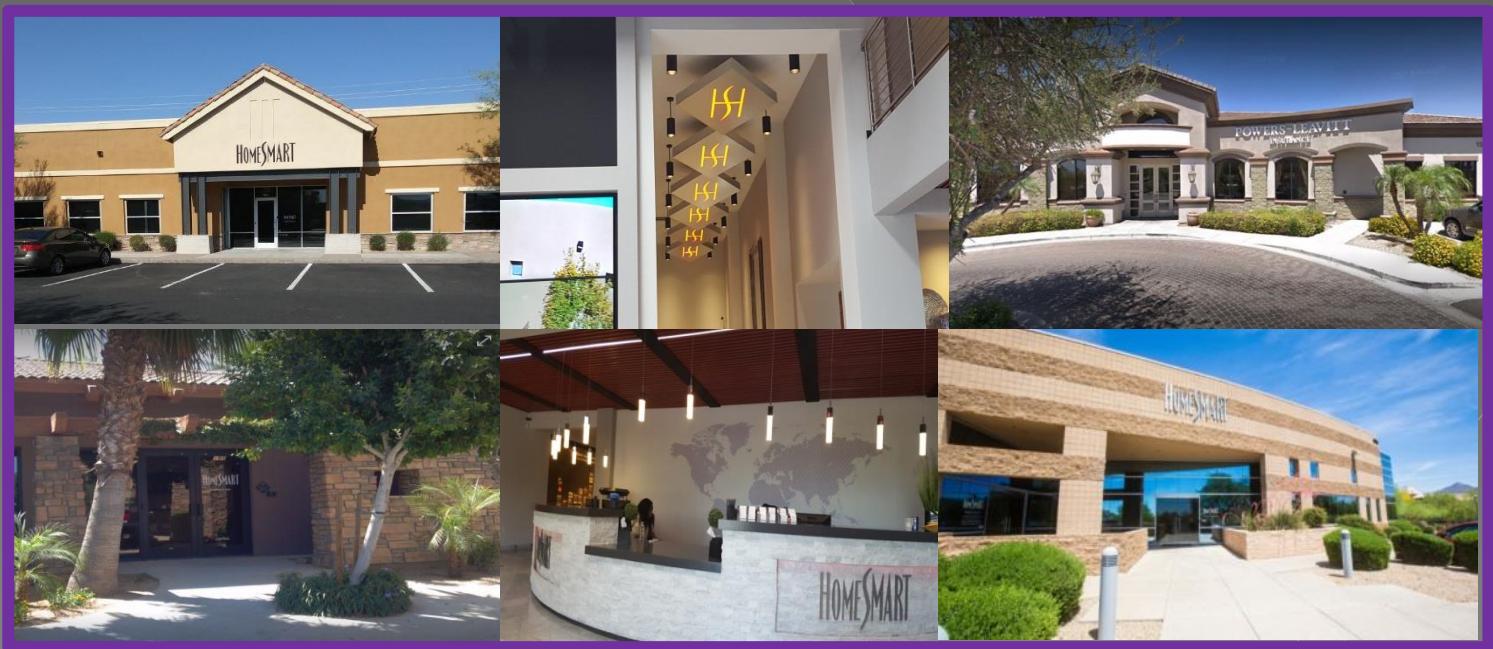
Negotiation skills: 

Eric patiently worked with us until we finally found the "Right" home, a process that took over a year! Eric was kind and responsive and we found not only a realtor but a new friend! The tools on Eric's Website and in his e-mails are quite impressive and informative. Especially impressive is the way he keeps up with what is happening locally. His listings were also well-targeted to our needs. Thanks Eric for helping us find our new home! [Less ^](#)

More Reviews to come for 2021!!

Our HomeSmart Realty Offices

- The HomeSmart Realty Headquarters is located in Scottsdale near Princess Drive and the 101 freeway
- HomeSmart Realty started in the year 2000
- We exceeded 20,000 agents as of last year and we are in 19 states
- We have offices all over the Phoenix Metro Area that we all can share and use. No need to drive across town to meet in a conference room for a consultation.



REASONS WHY WE DON'T BUY A HOME AND keep RENTING

Objections/Concerns

1. We don't have the Down Payment
2. We have a low credit score or financial hardships (foreclosure, bankruptcy, short sale) that keep us from buying a home
3. We don't believe that we can find a home that we want
4. We believe that owning a new home is out of reach
5. We find that renting "on the surface" seems cheaper than paying a mortgage payment
6. We believe that another financial collapse is coming

7. We are renting because we are new to the area and we want to get to know the areas more before we buy
8. We are not sure if we are going to stay here or move out of state
9. We are comfortable where we are, I'm in no hurry.

Solutions

1. There are several Down Payment Assistance programs available
2. Only a 620 credit score is needed with Down Payment Assistance; a 580 with a Down Payment
3. Decide and narrow down what features are important to you in your ideal home
4. Down Payment Assistance is available
5. Even if paying rent is \$100-\$150 less than a mortgage payment, who is receiving the principal reduction and appreciation?
6. If a correction does come, are you still paying your rent payments away and not receiving any principal reduction?
7. Narrow down your desired location, research the quality of the schools if applicable, research proximity to normal shopping areas
8. ????

9. Being comfortable will cost you much more in the LONG run!



Pre-Buying Packet

Buyer's Steps to Owning a Home

1. We will look at your current situation when you are ready to see if you are a cash buyer or if you need financing through the 5 different lenders that I use, or if you need access to the Down Payment Assistance programs available.
2. If your credit situation is a problem, some of our lenders do credit rehabilitation and education for our clients to be ready within 120 days or less before you get pre-qualified.
3. I will refer you to a lender that best will suit your financial and credit position for a Pre-Qualification
4. We will set up a Buyer's Consultation to know the parameters of the home your looking for (Price, location, 1 or 2 Story, Square Footage, # of Bedrooms, Oversize Lot, being next to a Greenbelt, Pool, community pool, Gated community, length and width of a RV Garage, and many more.
5. Also, we will go through the documents of me representing you as your Buyer's Agent so that I have a fiduciary duty to you to help you buy a home at the best possible price with the least amount of issues or areas of concern.
6. Take a look at the Trends in Appreciation of the different communities and/or neighborhoods to make sure you are buying a home also for an investment.



Continued Buyer's Steps to Owning a Home

7. Narrow down your search for homes in the office and go out and look for homes
8. Once we find the best home for you, we will write up an offer and include relevant seller concessions (if applicable).
9. Negotiate our offer with the seller's agent and write up as few Counter offers to save time.
10. Perform a home inspection, termite inspection, and a pool inspection if applicable. Once the inspection comes back, we have 10 DAYS to respond to the seller by writing a BINSR (Buyer's Inspection Notice and Seller Response) which will suggest items and ask the seller to fix before closing.
11. Be prepared to pay for the home and termite inspections.
12. If the inspection report comes back with too many items to repair or there are very costly items; we can cancel the contract, have them fixed with the seller's approval, or Buy As-Is.



Continued Buyer's Steps to Owning a Home

13. A separate pool inspection is highly recommended because if there is a poorly functioning vacuum, bad pool pump, filters that may need replacing, or serious cosmetic work such as cracks in a Pebble Tec pool or in the foundation itself, or any other items that need repair, we can catch those items BEFORE agreeing to the purchase contract.
14. Pay for the appraisal which are in the range of \$400 to \$600 depending on the size and dollar amount of the home. This will ONLY BE ORDERED until the BINSR comes back from the seller to avoid wasting money on the appraisal.
15. Choose your title company to perform a title search to make sure there are no other liens on the home.
16. Continue to work with your loan officer and title Escrow officer to make sure everything is in order before C.O.E. (Close of Escrow).
17. Final Walk Through - Normally is 3 Days Before C.O.E. as all items that were negotiated to be fixed on the BINSR need to be inspected --- Depending on the property, we may need the home inspector to verify that all items have been corrected.



RESIDENTIAL BUYER'S INSPECTION NOTICE
AND SELLER'S RESPONSE (BINSR)

Page 1 of 1
Document updated February 2017

**ARIZONA
ASSOCIATION OF
REALTORS®**

The pre-printed portion of this form has been drafted by the Arizona Association of REALTORS®.
Any change in the pre-printed language of this form must be made in a prominent location.
No representations are made as to the legal validity, adequacy and/or effects of any provision,
including its consequences thereof. If you desire legal, tax or other professional advice, please
consult your attorney, tax advisor or professional consultant.

1. Contract dated: 2017-02-20

2. Seller: _____

3. Buyer: _____

4. Premises Address: _____

BUYER INSPECTIONS AND INVESTIGATIONS COMPLETED
(See Section 6)

Buyer has completed all desired Inspection Period Items, such as:

(a) physical, environmental, and other inspections and investigations;

(b) inquiries and consultations with government agencies, lenders, insurance agents, architects, and other persons and entities;



Sites to Investigate to Find Crime Statistics, Sex Offenders, or Other Unwanted Activity

These are sites that you can use to investigate to make sure your new home is in a safe area. You have the 10 Day Inspection Period to investigate these items before the BINSR is submitted to the listing agent.

Sex Offender Sites:

1. Family Watchdog <https://www.familywatchdog.us/>
2. AZ Family.com App
https://www.azfamily.com/sex-offenders-living-in-arizona-search-your-neighborhood-safety-tips/article_5515e75c-db8b-11e8-ab4f-fb4d2e2e7881.html

Crime Statistics Sites:

1. Spot Crime <https://spotcrime.com/>
Excellent Site and free!
2. City Protect <https://cityprotect.com/>





Items For Pre-Qualification to Get You Closer to Your New Home

1. Last 3 Months of Check Stubs W-2's if applicable
2. Last 3 Months of Bank Statements
3. Last 2-3 Years (2020*, 2019, or 2018) of Tax Returns
4. Most Current Mortgage Statement that shows payoff amount
5. List of all assets (Cars paid off approx. Value, Cash in Bank, 401K's, etc)
6. Balances and statements of any debt (Credit Cards, Car Payments, or any other type of Debt Payments)
7. Any gift letters from relatives or Income from a Living Trust (If applicable)
8. If Self Employed, need past 2 years of Income Statements depending on lender
9. If financing through a lender, you must have an "AAR" Pre-Qualification letter from your lender to submit with the offer.
10. If paying by CASH, you must have a "Proof of Funds" letter from your financial institution to submit with your offer.



* Tax Returns from 2020 may or may not be applicable depending on the lender. However, after July 15 they will be required.

For any other questions pertaining to necessary documents, please call or text Eric Merritt at (480) 999-6061 or email me at emerritt@hsmove.com

Our “AAR” Pre-Qualification Letter

All offers submitted must have this pre-qualification letter if using financing. If paying cash, then a Proof Of Funds letter needs to be included with the offer (purchase contract).

PRE-QUALIFICATION FORM

Document Updated
February 2017



The pre-printed portion of this form has been drafted by the Arizona Association of REALTORS®. Any change in the pre-printed language of this form must be made in a prominent manner. No representations are made as to the legal validity, adequacy and/or effects of any provision, including tax consequences thereof. If you desire legal, tax or other professional advice, please consult your attorney, tax advisor or professional consultant.



Your actual rate, payment, and costs could be higher. Get an official Loan Estimate before choosing a loan.

PRE-QUALIFICATION INFORMATION

1. **Purpose:** This Pre-Qualification Form is to be used in conjunction with an AAR Residential Resale Real Estate Purchase Contract or Vacant Land/Lot Purchase Contract ("Contract").
3. Buyer **HAS NOT** consulted with a lender. (If Buyer marks the box on line 3, Buyer is to complete only lines 4 and 5.)

4. PRINT BUYER'S NAME

PRINT BUYER'S NAME

5. ^ Buyer's Signature

Mo/Da/Yr

Mo/Da/Yr

6. Lender indicated on lines 36 and 37 has consulted with _____ ("Buyer") and submits the following:

7. **Buyer is:** Married Unmarried Legally Separated
8. **Buyer** is is not relying on the sale or lease of a property to qualify for this loan.
9. **Buyer** is is not relying on Seller Concessions for Buyer's loan costs, impounds, Title/Escrow Company costs, recording fees, and, if applicable, VA loan costs not permitted to be paid by Buyer. (Note: The amount Seller agrees to contribute, if any, shall be established in the Contract.)
10.
11.
12. **Buyer** is is not relying on down payment assistance to qualify for this loan.

13. **Type of Loan:**

Conventional FHA VA USDA Other: _____

14. **Occupancy Type:**

Primary Secondary Non-Owner Occupied

15. **Property Type:**

Single Family Residence Condominium Planned Unit Development Manufactured Home

16. Mobile Home Vacant Land/Lot Other: _____

YES NO N/A

17. Lender provided Buyer with the HUD form "For Your Protection: Get a Home Inspection" (FHA loans only).

18. Lender completed a verbal discussion with Buyer including a discussion of income, assets and debts.

19. Lender obtained a Tri-Merged Residential Credit Report.

20. **Based on the information provided, Buyer can pre-qualify for a loan amount of: _____ assuming a monthly principal and interest loan payment of: _____, provided that the total monthly payment (which includes principal, interest, mortgage insurance, property taxes, insurance, HOA fees, and flood insurance, if applicable) does not exceed: _____.**

23. **Interest rate not to exceed: _____ %, Fixed Interest Rate Adjustable Interest Rate Pre-Payment Penalty**

24. **Initial Documentation Received:** Lender received the following information from Buyer (additional documentation may be requested):

YES NO N/A

25. Paystubs

Down Payment/Reserves Documentation

26. W-2s

Gift Documentation

27. Personal Tax Returns

Credit/Liability Documentation

28. Corporate Tax Returns

Other: _____

29. Additional comments: _____

30. Buyer has instructed, and Lender agrees to provide loan status updates on the AAR Loan Status Update form to Seller and Broker(s)

31. within ten (10) days of Contract acceptance pursuant to Section 2e of the Contract and upon request thereafter.

LENDER INFORMATION

32. The lender identified below has prepared the information listed above with Buyer(s) and has completed the above action points noted.
33. This information does not constitute loan approval. All information provided must be approved by an underwriter, and any material change in Buyer's credit or financial profile will render this pre-qualification null and void.

35. The above pre-qualification expires on: _____ Date _____

36. **Lender:** _____
Company _____

Arizona License # _____ NMLS # _____

37. _____ Arizona License # _____ NMLS # _____

38. _____ City _____ State _____ Zip _____

39. _____ Address _____

City _____ State _____ Zip _____

Email _____

Phone _____ Fax _____

40. ^ Loan Officer's Signature Mo/Da/Yr

41. **Buyer acknowledges receipt of a copy hereof and grants permission to Broker to submit this Pre-Qualification Form with Contract.**

42. ^ Buyer's Signature Mo/Da/Yr ^ Buyer's Signature Mo/Da/Yr



Types of Buyers Based on Acceptance of An Offer To Buy A Home



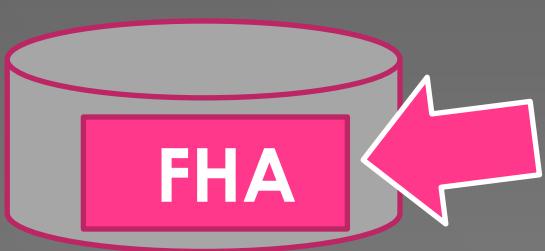
Cash is KING! Cash payment is normally a wire transfer and they can have a closing in as soon as ONE week! No concessions offered.



Conventional is the second best form of payment! Most people that have a conventional loan have a credit score of 680 or higher and up to an 800 FICO. Have a relatively low debt to income ratio. Conventional loans can be had as low as 3% down with the normal having 5% down, 10%, 20%, or more down. Usually the funds of their down payment is coming from equity from another house. Concessions can be asked for but it is rare.



VA loans are for people that have served in our armed forces of the US Military. These loans have 100% full financing and do have a very stringent VA home inspection from the lender. One of our lenders said they can start at a 600 score. These people may or may not need closing cost assistance.



FHA is the third form of payment to buy a home. Buyers that are qualified for an FHA loan usually have a credit score from as low as 580 up to 660. Debt to income ratios are usually above 40% and can be as high as 57%. They can have a down payment coming from equity from another home. The standard amount of down payment is 3.5% but can be higher. These also can be first time homebuyers with their own saved down payment.



These buyers usually are first time home buyers that are now qualifying for an FHA loan. Debt to income ratios will be in the high range from 45% to as high as 57% depending the lender. Buyers that are needing Down Payment assistance or a gift from a relative will also need seller concessions to cover for closing costs. Also, the 90 DAY FHA FLIP RULE DOES NOT ALLOW FHA BUYERS TO WRITE A CONTRACT ON A PROPERTY OWNED BY AN LLC OR PLC UNTIL IT PASSES THE 90TH DAY. DPA is short for Down Payment Assistance.

These buyers unfortunately have to compete against the other types of buyers above and need to act quickly to buy a house.

Types of Offers That Match The Types of Markets

**RED HOT!!
Nov 2020 to Now**



Flexmls

Enter an Address, City, ZIP, MLS #, or Contact...

1 - Residential

MLS # of RESULTS: 4,823

4,823

4,823 Listing matches found

This crazy market has less than a 2 week supply! This would equal having 5000 ACTIVE divided by 10,000 Closed which equals 0.5 months of Supply. To get a home Under Contract you will have to do the following:

- Sellers have TOTAL CONTROL
- Submit an Offer 5% over or MORE of the List Price
- Keep Seller Concessions very low to non-existent
- Waive the Appraisal Contingency and come up with the difference if the Appraisal comes in High
- Many multiple offers on the same house/property (I've heard of over 40 offers on a home!)
- Due to the VERY LOW INVENTORY, going to the New Home Build route may be a better option for you!
- CAUTION** IF YOU ARE A SELLER TOO, YOU MUST KNOW EXACTLY WHERE YOU ARE GOING AND GET A HOUSE UNDER CONTRACT FIRST BEFORE LISTING YOUR HOME!!**

Examples of Realtors Offers Accepted Vs. The List Price

Arizona Real Estate Agent Forum

Eric Merritt • Visual Storyteller • 7h

I would like to know of examples of recent transactions within the last 60 days of our crazy RE market how far over offers are getting accepted above the list price and if the appraisal was waived. Please comment what the List price was, Sales Price accepted, how much over List price, and if the Appraisal was waived. I'm looking in the following price categories: \$200K to \$300K, \$300K to \$400K, \$400K to \$500K, \$500K to \$750K, \$750K to \$1M, and over \$1 Million.

Like Comment Send

I just got an accepted contract about \$70,000 lower than list price on \$1.3M list price. I think it really will depend on the price range and location, but many/most are going over list price from what I can tell. Good luck Eric.

6h Like Reply 3

Eric Merritt Thank you for...

Here's info on last 3 transactions: 1) List: 399k; Accepted/won: \$411; Appraisal wasn't waived, but property qualified for a waiver; 2) List: 360k; Accepted/won: \$360.5; No appraisal waiver, haven't received appraisal result yet; 3) List: 147k; Accepted/won: \$149k, cash.

5h Like Reply 2

Eric Merritt Thank you for shar...

1) Listed for \$515k closed at \$580k waived appraisal 2) Listed at \$379k closed at \$426k waived appraisal 3) Listed at \$275k closed at \$289k as-is waived appraisal.

4h Like Reply 2

Types of Offers That Match The Types of Markets

**HOT-
AGGRESSIVE**

2015-2018

LUKE WARM!

**COLD-
2008-2011**



This market has a 2-3 month supply which would equal having 20,000 Active divided by 8000 closed. This is a 2.5 month supply.

- Submit an offer at List Price and add desired Seller Concessions
- Contract Ratio 1 to 1
- A home with lots of Upgrades or has been extensively remodeled will more than likely have a bidding war
- A home that is of "stock build" could be offered at List Price and will be on the market longer
- You can ask for repairs in the BINSR

A 4-6 month supply is considered a balanced market in the Phoenix Metro Area. Sellers and Buyers have the same power in the market.

- You can submit an offer under List Price at normally 97% to 98% of List Price
- Asking for the maximum of Seller Concessions of \$5000 to 3% of the purchase price of homes below \$300K

A market of more than a 6 month Supply will cause downward pressure on prices and Buyers have more control than Sellers.

- Sellers will have trouble accepting Buyer's offers
- Many Cash Investor Buyers
- Credit has been constricted
- There will be more AS-IS homes that come with foreclosures

The Buying Process in a “Nutshell”

Initial Buyer Consultation-

- Determine needs and wants
- Discuss Financial Qualifications

Loan Qualification-

Find a loan officer or we can Refer you to a Loan Officer to obtain a Pre-Qualification Letter

Home Shopping-

- Organize a tour of homes that meet your criteria
- Review their Positive and Less Than Desired Features
- View Comparables

Find Your Desired Home and Make Offer –

- Discuss the strategy on how to make the Offer (i.e.- Seller Concessions, Close of Escrow Date, Earnest Money deposit

Present & Negotiate Offer –

- Submit offer to Listing Agent with an Agreed Response Time
- Be Prepared for Counter- Offers

Offer Accepted- Now What? -

10 Day Inspection

Period - Starts the First Day After Contract Acceptance

Open Escrow with Title Company

- Your Earnest Money deposit goes here
- Preliminary Title Report is ordered to check on any existing liens and for any other issues
- Home Warranty is ordered

Tasks to Do:

1. Order Home and Termite Inspection
2. Get remaining documents req'd for Lender

1. Discuss the Home Inspection and write up a Buyer's Notice of Seller Response- Items that You want to be Corrected
2. Do other research on the neighborhood for any crime activity, sex offenders, quality of schools, and any other items of Due Diligence

DECISIONS ??-

1. Turn in BINSR to Listing Agent within 10 Day Inspection Period
2. Can still elect to Cancel Contract for any reason; too many repairs need to be done, structural issues, etc. (Get Earnest Money deposit back)
3. Seller has 5 Days to respond to the BINSR.

The Buying Process In a “Nutshell” Continued

IF KEEPING CONTRACT-

1. Get Appraisal ordered with Lender
2. Select your Home Insurance

AFTER APPRAISAL:

1. Underwriting-Lender
2. If Appraisal comes low, you can BACK OUT OF DEAL, Seller lowers the price to match Appraised Value, or both Buyer and Seller can contribute to meet Appraised Value of Property
3. If Buyer cannot get loan from Lender, Buyer receives Earnest Money deposit back
4. Buyer can receive Earnest Money deposit back for low Appraisal

IF APPRAISAL AND UNDERWRITING HAVE PASSED, THEN THE CD (CLOSING DISCLOSURES WILL BE PREPARED BY LENDER.

- Lender will send loan documents to Title Company
- The “CD” or Closing Disclosure will be sent to Buyer and has a Mandatory 3 Day “Cooling” Period

LENDERS SENDS FUNDS TO TITLE COMPANY.

CLOSE OF ESCROW-

1. Down Payment is collected
2. All documents are signed at Title Company with your Realtor present

CONGRATULATIONS!!

Deed is recorded at the County Recorder's Office in the same business day if documents are signed early in the day. If signed later in the day, deed will be recorded the NEXT BUSINESS DAY!



The Ten Commandments While in the Buying Process

1. Thou shall **not** change jobs, become self-employed, quit your job, or reduce your hours. If you work a 40 hour work week, STAY WORKING A 40 HOUR WORK WEEK!!
2. Thou shall **not** buy a car, truck or van (or you may be living in it)!
3. Thou shall **not** use charge cards excessively or let your accounts fall behind.
4. Thou shall **not** spend money you have set aside for closing.
5. Thou shall **not** omit debts or liabilities from your loan application.
6. Thou shall **not** buy furniture.
7. Thou shall **not** originate any inquiries into your credit.
8. Thou shall **not** make large deposits without first checking with your loan officer.
9. Thou shall **not** change bank accounts.
10. Thou shall **not** co-sign a loan for anyone.

Breaking any of these commandments will change your loan qualification standing and could make it that you no longer qualify for the home you are purchasing!