

HOME BUYERS CONSULTATION

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1. Gather personal information and thoughts –

- Tax Information and W2's (last 2 years).
- Financial Information including Bank Statements (last 3 months).
- Determine your Budget for your new home.
- Type home and location.

2. Hire a Real Estate Agent –

- Learn about Agency.
- Learn how Agents work and are compensated.
- Decide how you want to be represented.
- Complete Buyer Agency Agreement.

3. Consult with a Mortgage Officer –

- Learn about different types of financing.
- Get pre-approval for Loan.
- Find out about timelines and Interest rates.
- Find out about Closing Costs pertaining to loan.

4. Start Property Search –

- Decide what your priorities are (area, amenities, payment, etc.).
- Have Real Estate Agent send new properties on the market.
- Schedule appointments to view homes.
- Select home to pursue buying.

5. Offers, Negotiating, and Contract Phase –

- Submit offer to seller.
- Wait for 3 responses.
 1. Accept
 2. Reject
 3. Counter offer (New Offer from Seller)
- Negotiate from responses until becomes Contract or move to another property.
- If Contract submit Earnest Money to seller and proceed to next phase.
- If issues can not be resolved go back to property search phase.

6. Inspection Phase –

- Hire Home Inspector to do a complete home inspection.
- Negotiate repairs if necessary.
- Decide if property is to be pursued.
- Once Inspection Phase is completed, proceed to next phase.
- If issues can not be resolved go back to property search phase.

7. Contract to Closing Phase –

- Get Mortgage Officer all required documents.
- Get Insurance Quotes
- Appraisal.
- Title Insurance.
- Pest Inspections and Bond.
- Set closing date and walkthrough inspection.
- Make sure Settlement Statement is correct.

8. Pre and Post Closing Phase –

- Right before closing things need to be completed like transferring the utilities and making moving arrangements, etc.
- Soon after Closing things need to be completed like changing locks, painting, cleaning and submitting moving information.
- Housewarming party and Enjoy New Home!!!!