

FINDING AND BUYING A HOME

The homefinding process typically includes many of the following elements. *I will your resource and guide every step of the way.*

Initial Consultation

- ◇ Determine your priorities and needs
- ◇ Review “agency” choices and select appropriate working relationship
- ◇ Sign Buyer Broker Agreement and addendum
- ◇ Discuss financing options

Finding the Right Home

- ◇ Sales professional to show you homes based on your criteria
- ◇ Evaluate each property with sales professional
- ◇ Choose the right home

Preparing an Offer

- ◇ Review comparable sales to determine offer price
- ◇ Review seller’s property disclosures
- ◇ Review progress of loan pre-approval; decide on financing
- ◇ Decide on other terms (inspections, possession date, personal property, etc.)
- ◇ Prepare earnest money deposit

Reaching an Agreement with the Seller

- ◇ Present your offer
- ◇ Negotiation of terms and possible counteroffers
- ◇ Agreed-upon sales contract with seller

Completing the Settlement Process

- ◇ Deposit of earnest money
- ◇ Review preliminary title report
- ◇ Building inspections
- ◇ Remove any remaining contingencies
- ◇ Arrange for homeowners insurance
- ◇ Arrange for home warranty
- ◇ Arrange for movers
- ◇ Final walk-through of property with sales professional
- ◇ Provide balance of down payment and closing costs
- ◇ Sign documents
- ◇ Loan funding
- ◇ Recording of title
- ◇ Receive keys from sales professional
- ◇ MOVE IN!

Obtaining Financing

- ◇ Find a mortgage company
- ◇ Consult with loan officer
- ◇ Pre-qualification
- ◇ Complete loan application
- ◇ Obtain loan pre-approval
- ◇ Provide requested documentation

- ◇ Property appraisal
- ◇ Loan Processing
- ◇ Final loan approval

LOOKING AHEAD TO THE HOMEFINDING PROCESS

The following questions will help you identify how finding and buying a home can be an enjoyable experience for you.

1. How far along are you in the homefinding process (just thinking about the possibility of buying a home, or definitely committed to making a move)? How long have you been looking for a home?	
2. Why are you contemplating the purchase of a home at this time?	
3. What is your time frame? Is there a definite time by which you must be settled into your new home?	
4. Who will be included in the homefinding and buying decisions?	
5. Have you ever purchased a home before? If so, how many, and how recently?	
6. Thinking of previous homefinding experiences, what were the most positive features of those experiences? If you have ever bought a home before, what are you looking forward to most in the experience?	
7. Were there any unpleasant features of your previous homefinding experiences that you hope to avoid at this time? If you are buying your first home, are there any problems or concerns you are worried about?	
8. How do you plan to handle the financing of your new home? Are you aware of your financing options?	
9. What are your expectations of me as your real estate professional? What specific services and support do you expect?	

DEFINING YOUR IDEAL HOME

The property you buy will be much more than a house; it will be your home. The following questions can help you describe the things that are most important to you in your ideal home and neighborhood.

1. For some people, "home" means a hub of social activity; for others it might be a place to retreat from the pressures of daily life. What does "home" mean to you?	
2. Who will be living in your household? Will you often have other family members or friends visiting for more than a few days at a time?	
3. If you are working outside your home, what would you consider a comfortable distance (in time or distance)? Will you be working at home? What do you need to work efficiently from your home?	
4. What are the most important activities for the members of your household? For example, hobbies, recreation, school, entertaining, religious or cultural activities.	
5. What are one of more features you likes most about the homes you have owned previously? This might include: style, floorplan, yard, view and neighborhood.	
6. What is something you disliked about the house or neighborhood where you have lived previously, and that you would want to avoid in your next home?	
7. What are the most important "must have" features of your ideal home and neighborhood? Why are they important?	

