



Nine steps to  
owning a home

*Buying a new home?  
I can help!*

With some planning ahead of time, buying a home isn't very difficult, but the event intimidates a lot of people. So you'll understand exactly what to expect, I like to give my buyers a road map of the whole deal. Below are my nine steps to buying a home.

## 1. Get ready to buy

There are a lot of things you should contemplate before starting your home search. When you begin your search, you'll probably want to make an outline of features you want to have, get a feel for what school districts and neighborhoods you'd like to live in, and begin planning around your budget. Keeping your mortgage payment less than or around a third of your monthly income is a good rule to adhere to.

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## 2. Speak with a real estate agent in your city.



This is where I come in. I'd be happy to schedule a time to meet with you and speak with you about your real estate needs and get an idea of your upcoming plans. We'll talk about everything from neighborhoods, school districts in the area, the mortgage and housing industries, to any other economic factors that could affect your buying decision today or in the future.

I can also assist you in getting started on your loan. We partner with some of the best mortgage professionals, so you'll be in great hands. They'll assist you with choosing which kind of loan is best for you and help you get qualified.



### 3. Begin looking

After our initial meeting, I'll start finding available houses on the market that are great for you. I'll preview many of the homes and ignore the duds, and then we'll schedule appointments to view the homes whenever it's most convenient for you.

As we view houses, I'll call attention to positive features, as well as bad ones. I'll even ask you about things you like and don't like. For the most part, buyers revise their list of must-haves as we view homes and some features become more crucial than others. If that's the situation, I'll search the listings another time and narrow it down to the house you've been waiting for.

*"I'll let you know when some areas are 'hot' and require prompt action, and the others that are 'cool' and allow for more examination."*

## 4. Get a feel for the market

An agent's awareness of the local housing market is an essential element in your home search. I can assure you I'm informed of all the neighborhoods and schools, and I'll let you know some areas are "hot" and require prompt action and the others that are "cool" and allow for more examination.

As we tour homes, I'll be sure to tell you if the seller's list price has room for bargaining or if I believe the home is "priced to sell." When working with an agent, trust your instincts and be sure to ask plenty of questions. Every real estate agent will convince you they know the market. If things don't add up, you can always contact me, and I'd be happy to answer any questions you might have. My market knowledge will help you stay a step ahead through the entire deal.



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## 5. Find the home you have been waiting for

I'm confident we'll find the house of your dreams. When we do, I'll precisely create your real estate purchase offer. The offer will be tailored keeping your needs in mind, including some contingencies. A few examples are acquiring financing, carrying out the home inspection, and a clean title.

When turning in your purchase offer, you'll likely want to submit "earnest money." This is a cash deposit made to a home seller to secure an offer to purchase the property and is often put towards the cost of closing. If your offer is accepted, we should close within 30 to 60 days afterward. This allows ample time for your mortgage financing.



## 6. Negotiate the deal

Most deals don't close on the beginning offer, and it's very common to receive a counter offer. But don't let this intimidate you. We'll consider whether or not to consent to the counter offer, submit our own counter offer, or reject the seller's offer and go on.

Market circumstances will play a large role in how aggressively we negotiate the contract. In addition, we'll work within your budget. When it's all said and done, we'll compose a contract that works well for you.



## 7. Get your loan

Once we sign the final sales contract, you'll begin working with your mortgage lender to close the loan. If you've been pre-qualified, it shouldn't be a long process at all, but you need to stay in close contact with your lender. And I'll care for all the property information your mortgage lender needs to close the loan.



*“RESPA requirements dictate that [the loan amount] has to include all closing costs and be within a strict range of accuracy.”*

## 8. Close the deal

You’ll get a Loan Estimate (LE) detailing your closing costs from your lender within three days of taking your application. This estimate is based on the loan amount. RESPA requirements dictate that it has to include all closing costs and be within a strict range of accuracy, and I’ll go over the estimate and let you know if it all looks okay.

Then it’s time to close on your home. This will probably take place at a title company or escrow office and will probably be a smooth and relaxed event.

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## 9. Move in!

You made it! It's time to move into your new place. Enjoy it. Making your new house feel like it's truly your home is one of the most exciting parts of the home buying experience. And if you have any more questions or concerns, as your real estate professional I'll be here to help.

