

# The Steps to Buy a Home

The home buying process can seem overwhelming. Understanding the steps and knowing what to expect can make it easier.

## 1 - Choose Your Realtor

When searching for a realtor, you want someone who is available and responsive. A realtor can guide you through the buying process and negotiate and on your behalf to ensure you get the best possible price on your dream home. Let's connect today!

## 2 - Get Pre-Qualified

If you're ready to start shopping for your dream home, getting pre-approved for a mortgage is essential. If you're already pre-approved, that's great, let's start looking at homes today. If not, I can help you get connected with a lender who can get you pre-approved!

## 3 - Start Home Shopping

Start your home search online. I can set you up for automated email notifications of properties that meet your criteria. As soon as a property hits the MLS, it will go straight to your inbox. Simply let me know when you'd like to see one and we can schedule a showing.

## 4 - Submit An Offer

Submitting the right offer can make all the difference. Let me guide you through the process and help you put together an offer that will get noticed. From determining a property's value to negotiating terms, we'll work together to secure your dream home.

## 5 - Negotiations

Sometimes the seller will make a counter offer. You can either accept it, or respond with your own counter offer. We will work together to negotiate the best possible price and terms for your property, ensuring that your goals and needs are met.

## 6 - Executed Contract

Congratulations, your offer has been accepted! Now that both parties have signed the contract, we will begin the final steps of buying your new home. As we move towards closing, I will be there to guide you through the next steps in the process.

## 7 - Loan Commitment

Now that your offer is accepted, it is customary to submit a deposit called earnest money. We will have a certain amount of time to finalize your mortgage details and secure your home loan.

## 8 - Home Inspection

A Home Inspection is recommended as it may uncover issues that were not immediately apparent. It can also be used as a negotiation tool, allowing buyers to request repairs or a price reduction if needed.

## 9 - Post Inspection Negotiations

After a home inspection, there may be additional negotiations that need to take place between the buyer and seller to address any issues that were found. This could be in the form of repairs or a price reduction.

## 10 - Appraisal

The lender will order an appraisal to assess the value of the property based on several factors. The reason for the appraisal is to ensure that the property is not worth less than the mortgage amount.

## 11 - Home Insurance

For your protection and also to protect the lender's interest, you will need to ensure you have the proper insurance coverage for your new home. This will need to be completed prior to closing day and is a loan requirement.

## 12 - Title Insurance

Title insurance is a one-time fee that provides protection against any title problems that would prevent free and clear ownership, such as unknown liens and encumbrances, fraudulent claims of ownership, and errors in public records.

## 13 - Final Walkthrough

During the final walkthrough, usually on closing day or one day prior, we will thoroughly inspect the property to confirm that all agreed-upon repairs have been made, and that the property is clean and in the condition you expected.

## 14 - Closing Day

At closing, all documentation will be reviewed and signed by buyer and seller, and any remaining funds will be transferred to complete the sale. Congratulations, you are a home owner!!

