

Home Buying Process

Step 1 – Meet With Your Realtor

Discuss the home buying process with your Realtor.

Step 2 – Lender Approval

Get pre-approved by a lender.

Step 3 – Search Criteria

Highlight your wants and needs for a new home.

Step 4 – House Hunting

Search for properties that match your search criteria utilizing the MLS. We will either e-mail you to inform you of new listings.

Step 5 – Paperwork

Together we'll write a purchase agreement. You will need:

- A pre-approval letter from your lender stating the property address
- An earnest money check from you made payable to the listing broker

Step 6 – Offer Negotiation

I will present your offer:

- In person to seller & listing agent
- Via e-mail/fax to the listing agent
- Via phone to the listing agent

Once an offer is presented, the seller has three options:

1. *Accept the Offer*

- If we can come to an agreement, the sellers will sign the purchase agreement.
- Once the sellers have accepted your offer, any offers coming in are now backup offers.

2. *Counteroffer*

- If we can come to an agreement the sellers will sign the purchase agreement.

Counteroffer Continued...

- Once the sellers have accepted your offer, any offers coming in are now backup offers.

3. *Reject the Offer*

- If the offer is rejected we may try to re-negotiate or we will begin again at Step 3.

*If it is a multiple offer situation, the sellers must only accept or counteroffer to 1 offer. ALL other offers must be rejected at this time.

Step 7 – Inspection

If your purchase agreement is contingent upon an inspection, the inspection will take place within 3-5 business days of final acceptance depending upon the purchase agreement. Once the inspection is complete, we will discuss the outcome. If there are any issues with the inspection, you have the option to try and negotiate these items with the seller.

Step 8 – Transaction in Progress

After both parties have signed all of the documents, we move ahead towards closing. An appraisal and title work will be ordered. Your lender, closer and agent will work together "behind the scenes" to help ensure a successful closing.

Step 9 – Closing

A closing appointment will be scheduled. You will need to be present at that appointment to sign all of the appropriate mortgage documents and title documents that will transfer the house from the sellers to you. Your title company will send you information to let you know what you need to bring to closing. After you've signed all the appropriate documents, the sellers will give you the keys and garage door openers and any other pertinent information to your new home.

Step 10 – Moving Day

After closing, pack your bags...you're moving into your new home!