

Buyers Road Map



Most Home-Buyers can successfully close on a deal within 30-45 days. There are variables that affect that timeline- finding the right home, financing and loan underwriting, inspections, appraisal- here are the key events in the process.



MEET WITH A LICENSED REALTOR®

Your Realtor will explain their representation agreement and the purchase process. It is important to understand how your Realtor's commission is paid. Sometimes it is covered in part or in full by the seller. Commission is negotiable as part of your purchase agreement.

SEARCH FOR HOMES

Your Realtor will schedule showings and help you find the perfect home. Not all real estate websites are the same. Your Realtor has tools and systems to ensure you see every available home that meets your criteria.



NEGOTIATIONS AND CONTRACT

Your Realtor will negotiate on your terms and conditions to get you the best scenario. The Purchase contract provides you with a timeline to obtain financing, as well as time to have and inspection and make sure requested repairs are made. Your Realtor will inform you of all of your rights and responsibilities related to the contract.

FINAL DETAILS

Perform your due diligence, review inspection reports and CC&R's, confirm property/fire/flood insurance, and conduct a final walk through. You will be finalizing your loan documents and signing loan disclosures. Your agent will work with Title and your lender to keep things on track for closing..

GET PRE-APPROVED

Choose a trusted lender and start the pre-approval process. You will need pay stubs, W2s, and bank statements. Knowing what you can afford BEFORE you look at homes is critical. This also puts you in a position to present a solid offer.

MAKE AN OFFER

Your agent will prepare an offer based on the price and terms you choose.



IN ESCROW

You and the Seller have agreed to the price and terms. The home is effectively held for you until closing.



CLOSING DAY

This is the transfer of funds and ownership. You will sign documents at the title office, or with a mobile notary if needed. You will bring funds to closing in the form of a cashiers check or wire funds from the sale of your home.



CONGRATULATIONS!
You are a new home owner!

