



TIPS FOR BUYING YOUR HOME!

CENTURY 21

Selling Paradise

CHOOSING YOUR AGENT

Of all the decisions you'll face when buying a home, there's none more important than the person you choose to work for you and represent you.

The job of your Real Estate Professional is to support you as you find the right home with the best possible terms, and; to aid you through the entire process. Your Agent will explain the process of buying a home and will familiarize you with the various activities, documents, and procedures that you'll experience throughout the transaction.

Your Real Estate Professional Should Be:

- ❖ Knowledgeable about the communities of interest to you.
- ❖ Aware of local & state requirements affecting your transaction.
- ❖ Effective in multi-party, face-to-face negotiations.
- ❖ Highly-trained & technology-focused.
- ❖ Supported by a seasoned broker & professional legal counsel.

FINANCING & THE LOAN PROCESS

Most Real Estate Professionals and Mortgage Lenders recommend pre-qualifying for a loan before selecting your home. This process will help you:

- ❖ Determine the price range you can afford.
- ❖ Understand the types of loans you qualify for.
- ❖ Determine what your monthly payment will be.
- ❖ Estimate the down payment and closing costs.

Your Real Estate Professional will help you select a mortgage lender. Once you've made your decision, below are the steps of the process:

Application - All pertinent documentation is obtained. Fees and down payments are discussed. The borrower will receive a Good Faith Estimate (GFE) and a Truth-in-Lending statement (TIL), itemizing the rates and associated costs for the loan.

You'll be asked to provide documents to your lender so your loan can be processed in a timely manner.

Loan Submission - Once all of the documentation has been submitted, your file will be submitted to a lender for approval.

Loan Approval (Underwriting) - Loan approval, or underwriting, takes 24 to 72 hours. All parties are notified of the approval and any conditions that must be received before the loan can close.

Closing - Once all parties have signed the loan documents, they are returned to the lender. If all forms have been properly executed, the lender sends the loan funds by wire transfer. At this point, the borrower finishes the loan process and actually buys the house.



FINDING & CHOOSING THE RIGHT HOME | MAKING AN OFFER

FINDING & CHOOSING - Based on criteria that you establish with your Agent, you will find the perfect home. There are many factors to consider in selecting a property, including location, bedroom and bathroom count, access to water, amenities, and cost.

Your Agent will apply their knowledge and utilize their professional resources to research available properties; showing you homes that best meet your needs and your wants. If you find a property that interests you on your own, let your Agent know so a showing can be promptly arranged.

As you view different properties, your criteria and wants and needs may change. Open and direct communication with your Real Estate Professional is a key element of enjoying a successful property search.

MAKING AN OFFER - Once you've found the home you wish to purchase, your Agent will do all of the necessary research to help you structure an effective offer.

When an offer is made, the seller will have the option of accepting, rejecting, or counter-offering. Your Real Estate Professional will negotiate the best possible terms for you. Your Agent will draft the Purchase Agreement, advising you of protective contingencies, customary practices, and local regulations. Home warranty, title, and escrow arrangements will be detailed in the offer. Although your Agent will give you advice and information; the purchase price, and terms of your offer, is ultimately your decision.

ESCROW | REMOVING CONTINGENCIES | CLOSING & MOVING IN!

MANAGING THE ESCROW - When the Purchase Agreement is accepted, and signed by all parties, your Agent will open escrow for you. Your earnest money will be deposited. The escrow is a neutral third party that will receive, hold, and distribute all funds associated with your transaction.

REMOVING CONTINGENCIES - Prior to closing escrow, all contingencies of the Purchase Agreement must be met. Your Real Estate Professional will coordinate this process on your behalf. Typical contingencies include:

- ❖ Approval of the seller's Property Disclosure Statement.
- ❖ Approval of the preliminary Title Report.
- ❖ Loan approval; including an appraisal of the property.
- ❖ Physical inspections of the property.
- ❖ Pest inspection and pest certification.
- ❖ Acquisition of homeowner's insurance.

CLOSING & MOVING IN!

When all of the conditions of the Purchase Agreement have been met, you will sign your loan documents and closing papers. You will deposit the balance of your down payment and closing costs to escrow. Your lender will deposit the balance of the purchase price. The deed will then be recorded at the County Recorder's office. You will take ownership of your home!

Your Real Estate Professional is a valuable source of helpful tips and contacts for planning and coordinating your move.

My Commitment To You

I Am Transparent | I Have Integrity | I Build Trust
I Actively Listen | I Reply Quickly | I Communicate Often

A Client For Life

Honesty, trust, and integrity have built my business and have created life-long clients and friends.



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