

# HOME BUYING GUIDE

Buying a new home is an exciting adventure! But with so many choices to make and so much at stake, it's essential that you prepare. Whether it's your first time in the real estate market or you're an experienced homeowner who wants to brush up on your skills, this home buying guide will help you understand the process – from steps you should take at the beginning through closing on your new home.

## DEFINE YOUR GOALS

Before beginning your home search, make sure to have clearly set goals: desired neighborhoods, type of home, must-have amenities, etc. As you get into the market, you may need to be flexible on some of these requirements, but starting with a best-case list will be helpful.

## EXAMINE FINANCES

Before buying a home, it's important to make sure you have your finances under control – make a detailed budget and ensure that you have savings and reserves in place to support your home purchasing goals.

## GET PRE-APPROVED

Make sure you choose a mortgage lender with a track record of satisfied borrowers. Getting pre-approved will give you more power as you submit offers and negotiate with sellers. Use estimated closing costs to validate you have enough money set aside for this process.

## HIRE A REALTOR

Interview several agents to find someone who regularly sells homes similar to what you are looking for. Look for social proof and check out reviews. Home-buying can be a storm and you want a good captain that you trust!

## SEARCH FOR HOMES

Work with your agent to find homes that meet your goals and criteria. Don't get discouraged if you don't find a home immediately – each showing gives you a chance to learn more about what you can get in your area at your price point. You'll find a place to call home.

## MAKE AN OFFER

Once you've found the home you'd like to buy, it's time to make an offer. Sellers can counter your offer, inspections can reveal repairs, and you may even question if this is the right home for you. Above all, stay calm and continue to communicate with everyone involved.

## SECURE FINANCING

Your lender wants to ensure that this is a good move for everyone, so they may ask for more information about income, the condition of the house, or your credit history. Providing accurate and timely responses keeps the process moving and gets you to your desired outcome the fastest.

## CLOSE THE DEAL

Typically within 2 days prior to closing, you'll do a final walk-through to ensure the home is in expected condition. During the closing all paperwork will be finalized, including the deed, title, financial/funding, closing statements, insurance, contract, etc. At this point, you're done with everything and you will be ready to move into your new home!