

FIRST TIME HOME BUYERS

Home Buying Step Eight

**CLOSING DAY:  
WHAT TO EXPECT**

From Signing to Getting  
Your Keys

**WEST CAL FINANCIAL**

REAL ESTATE · MORTGAGES · PROPERTY MANAGEMENT

**Welcome! If you have questions while going through this, feel free to reach out anytime.**

**Angel Morales - Realtor <sup>®</sup> Broker Associate**

**Call/Text: 415-497-0768**

**Email: [buyer@westcalfinancial.com](mailto:buyer@westcalfinancial.com)**

**This helps us respond quickly and make sure nothing gets missed**

**You can also email me directly at [Angel@WestCalFinancial.com](mailto:Angel@WestCalFinancial.com) if you prefer.**

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# This Is the Moment You've Been Working Toward!

**After all the planning, searching, and decision-making:**

- You're almost a homeowner. Closing day is when everything becomes official.
- While it's exciting, it's also normal to feel a little unsure about what to expect.
- We'll make sure you feel confident every step of the way.

# Cleared For Closing

## **When all outstanding lender conditions have been cleared**

Once all outstanding conditions have been met, your loan will be cleared for closing. This means:

- All required documents have been submitted and approved.
- The appraisal has been received and finalized.
- Any necessary adjustments or changes have been made.
- Now, it's time to finalize your home purchase!

# What Does “Closing” Actually Mean?

Closing is when:

- Your loan is finalized
- Documents are signed
- Funds are transferred
- Ownership officially changes

This is the final step in your home-buying journey.

# The Final Walkthrough

Before closing, we'll complete a final walkthrough of the home.

This ensures:

- The home is in the expected condition
- Agreed-upon repairs are completed
- Nothing has changed since your last visit

This is your last opportunity to confirm everything looks right.

The final walk-through typically happens within the last 5 days prior to closing. This allows time to address any last-minute issues that may arise prior to closing.

# Your Final Numbers

Before signing, you'll receive a Closing Disclosure.

Important Points About the Closing Disclosure (CD):

- It must be reviewed and acknowledged at least three days before signing.
- It details your final loan terms, monthly payments, and total cash needed to close.
- It should closely match your original Loan Estimate with minor adjustments for taxes, interest, and insurance, or fees.

We'll review this with you so there are no surprises.

# Transferring/Wiring Your Funds

Before closing, you'll send your remaining funds to escrow.

This is typically done via wire transfer one business day before closing.

Important tips:

- Always verify wiring instructions directly with the escrow or title office
- Never rely on emailed instructions alone
- Call to confirm before sending funds

This helps protect you from wire fraud.

# Signing Your Loan Documents

Before closing is complete, you'll sign your loan documents.

This typically includes:

- Loan agreement
- Final disclosures
- Title and escrow documents

Don't worry—you won't be expected to figure this out alone. Ask questions if anything is unclear.

You will also receive the full lender package of documents to be signed prior to your appointment with the Notary.

We'll make sure you understand what you're signing.

After signing, you'll receive copies of the final closing package that you signed.

Once the signing is complete, your loan will be cleared for funding and recording.

## When Does It Become Official?

After documents are signed and funds are received:

- The loan is funded by the lender
- The transaction is recorded with the county

Once recorded:



**You are officially the homeowner!**

## Getting Your Keys

Once the transaction is recorded:

You'll receive your keys.

This is the moment everything becomes real.

**Welcome Home!**

## What Happens Next?

Even after you get your keys, we're still here for you.

We can help with:

- Questions about your home
- Referrals for contractors or services
- Long-term real estate planning

Our goal is to be your resource—not just for this purchase, but long-term.

# Your Next Step - Simple & Easy

Whether you have questions now or in the future, we're here to help.

Call or Text: 415-497-0768

Email: [buyer@westcalfinancial.com](mailto:buyer@westcalfinancial.com)

Or simply reach out and say:  
"What should we do next?"

We'll help you:

- Navigate homeownership
- Plan for the future
- Make smart decisions moving forward

Our goal is to make this process simple, clear, and stress-free for you.

Thank you!

We hope to hear from you soon!

Next: Step 9 - Welcome Home: Your first 30 Days as a Homeowner

# Exclusive Home Buyer Program

Before you go, here's something most buyers don't know: working with the right team can actually help you strategically reduce your out-of-pocket costs.

At West Cal Financial, we offer an exclusive home buyer credit designed to help offset closing costs.

## WEST CAL FINANCIAL HOME BUYER CREDIT

PURCHASE PRICE : \$800,000  
DOWN PAYMENT : \$160,000 (20%)

LOAN AMOUNT  
X LOAN COMMISSION (1.25%)  
BUYER CREDIT

$\$640,000 \times 1.25\% = \$8,000$  CREDIT

**Want to see what this could look like for you based on your numbers?**

Let's run the numbers together.  
Call or Text: 415-497-0768

[www.WestCalFinancial.com/exclusive-home-buyer-2](http://www.WestCalFinancial.com/exclusive-home-buyer-2)

Example:

- Purchase Price: \$800,000
- Loan Amount: \$640,000
- Buyer Credit: \$8,000

What This Means for You

- Lower out-of-pocket costs at closing
- More flexibility with your cash
- A smarter way to structure your purchase

Important to Know:

Every scenario is different, and your credit amount will depend on:

- Loan structure
- Purchase price
- Financing details

## About Your Team

Buying a home is more than just a transaction—it's a major financial decision.

Having the right team by your side can make all the difference.

At West Cal Financial, we combine real estate and mortgage expertise under one roof to simplify the process and give you a clear advantage.

## Why Work With Us?

- One team for both real estate and financing
- Clear guidance from start to finish
- Strategic planning—not just transactions
- Personalized support based on your goals

Our goal is simple:

To help you make confident decisions and avoid costly mistakes.

## Contact Information

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**When you're ready, let's map out your next step.**

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