

Let's Talk about Home Buying

Like most any other purchase, buying a home has a process. If you are to make an *intelligent and savvy purchase* of anything, you will first, research the process to find out how to get the best possible deal and determine how your purchase will best benefit you in the short and long run. If you think about it, this is true for groceries, cars, travel and most everything else including home buying, as this is likely the most expensive purchase of a lifetime.

Buying a home involves some thought and preparation. It involves many steps, has many players and includes a process that is fluid, has many hidden pitfalls and tends to be complicated. Approaching home buying as you would buying a car, for instance, would likely be disastrous, although many do it this way to their detriment.

The vast resources of the internet would seem to make home buying an easy do-it-yourself project, when in reality the internet only serves a small initial research function and relying on the information found can cause confusion, unwarranted delays and frustration, as well as expense.

Preparation is the key to an effective home purchase. An effective plan of action is a key part of your preparation that will ensure your home purchase process moves along with the least stress, in the shortest time and with the lowest cost involved.

The initial stage of home buying preparation involves confirming your home purchase decision, selecting and consulting with your Realtor® partner, preparing financing and preparing your Plan of Action.

1. For those who are thinking about buying a home, the 1st step is simple, “get serious”. Browsing the internet, clicking on “cool looking” properties and sending out multiple random emails to multiple Realtors ® and/or agents requesting “more information” on properties you may not even be qualified to buy is just ultimately a waste of time. Driving all over town looking for “For Sale” signs or arranging to “look” at homes with no planning or preparation to buy is just as unproductive for all involved.
Have a serious discussion with yourself and anyone else involved with the purchase about why you want to buy a home, where it need be located and what impact the purchase will have on life, family, employment and resources now and in the future. Confirm that buying a home is a viable option and something all involved want to pursue.
2. *After completing this first step*, If purchasing a home meets unanimous agreement to move forward, the 2nd step would be to contact and meet with a Realtor® - Accredited Buyer Representative of your choice. (visit www.REBAC.net or www.BuyaPhoenixHome.com) Discuss your decisions, plans, needs and the Realtor services. Follow the lead of your Realtor partner to navigate the the *Arizona home buying process*. Discuss financing and obtain a lender referral from your Realtor®, if appropriate.
Don't do anything else until you complete Step 3.
3. If not paying cash, Counsel with and select a mortgage lender. Obtain pre-qualification/approval for financing of your home purchase. With this in hand you will know how much you can spend and your Realtor will know what homes to help you search for.
4. With the guidance of your Realtor® Partner, prepare your Home Search Plan and begin the next steps of the serious home search and purchase.

Visit: www.BuyaPhoenixHome.com for more details of the *Serious Home Search Process* in Arizona and the options available. Take time for thought and preparation. Obtain experienced counsel and guidance. Work your goal with a plan.