# The Home BUYING PROCESS

## THE ROADMAP TO BUYING YOUR NEW HOME

### 1 PRE-Approval

- Meet with a lender
- Submit application & all required docs
- Resolve any credit issues
- Identify most suitable mortgage & requirements
- Obtain pre-approval letter

### 2 HOME Search

- Identify 'must haves' or needs vs wants & review with agent
- Begin online search within your approval
- Your agent will confirm showings that meet criteria
- Tour homes with your agent
- Take notes on each & provide feedback

### 3 OFFERS & Negotiations

- Review comparable homes, list vs sell price, days on market
- Craft a competitive offer with agent
- Sellers will accept, deny or counter
- Work with agent to negotiate on terms not in agreement
- Review with lender any final changes to financials of offer

### 4 UNDER Contract

- Review dates & deadlines of contract
- Deposit earnest money before deadline
- Complete the loan documentation & process
- Be sure to follow loan approval Dos & Don'ts
- Respond timely to all lender requests

### 5 ORDER Inspections

- Order & Pay for Inspections
- General home, sewer scope & radon (well/septic)
- Review inspection report & determine repairs to negotiate
- Focus on major repairs/systems (not minor items)
- Your agent will negotiate repairs, replacements or concessions, if applic

### 6 FINALIZE Financing

- Lender will order & complete an appraisal
- You will pay in advance, at close or in the loan
- Obtain homeowner's insurance
- Work with lender to clear any conditions to lend
- Review closing disclosure & verify needed funds to close

### 7 CLOSING Day

- Complete a final walkthrough of new home
- Verify repairs made as negotiated
- Verify all items included are accounted for
- Sign closing & loan docs at title
- RECEIVE KEYS & CELEBRATE!

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