


## *Services For Home Buyers*

- Free consultation with you to determine your needs.
- I will help you define your financial ability to purchase, and explain alternative methods of purchasing and financing.
- Buyer's Analysis – This will familiarize you with the community to help you with your neighborhood, property choices, and comparable prices.
- Explain local real estate procedures, including typical closing costs and purchase agreements.
- Offer/show properties in accordance with Fair Housing Regulations and ethical real estate practices.
- Disclose materials facts known about properties being considered.
- Accurate responses to questions concerning a property.



# *Wish List*

Please take a moment and picture your ideal home. What would it be like? Where would it be? When you have a clear idea, please make lists of the following thoughts. We will refer back to this list often during your home search.

- **Location-**
- **“Must Haves”-**
  - These are items that you will not compromise. For example;
    - number of bedrooms, areas, formal dining, and age of home.
- **“Would be Nice”-**
  - Items that you would like to see in the home but are not mandatory. For example; type of roof, walk-in closets, etc..
- **“Do Not Want”-**
  - Items that you absolutely do not want.

## *Sample of Available Homes*



You will receive information regarding homes available in the area(s) you are considering including price, area, and amenities.

- Notification of new listings on a regular basis as available.
- You decide on the mode(s) of communication that meet your needs.
  - Email
  - Mail
  - Phone call
  - Fax
  - Face to face

# *Getting Pre-Qualified*

I recommend that home buyers get pre-qualified with a lender before selecting a home to purchase. This way you will have the best information available regarding the financing end of your home purchase.

- Reasons to get pre-qualified...
  - With pre-qualification you can determine which loan program best fits your needs and which programs you qualify for.
  - You will know exactly how much you are qualified for. It's no fun to find your ideal home and then realize that the cost do not fit within your budget.
  - Your monthly payment will be known. This will allow you to budget your money before making a large investment.
  - If you are a first time buyer, you may be able to qualify for a special first-time buyer program which may allow you to afford more home for your money.
  - In a Seller's market – a lender pre-approval letter may make the difference between you and another potential buyer. Sellers are receiving multiple offers - We want your offer to be as favorable as possible to the Seller.

# *The Loan Process*

- Pre-Qualification / Interview
  - Application Interview
  - Lender obtains all pertinent documentation
- Order Documents
  - Credit report, appraisal on property, verifications of employment
- Loan Submission
  - The loan package is assembled and submitted to the underwriter for approval
- Documentation
  - Supporting documents come in
  - Lender checks on any problems
  - Request for any additional items are made
- Loan Approval
  - Parties are notified of approval
- Documents are drawn
  - Loan documents are completed & sent to title/escrow
- Funding
  - Lender reviews the loan package
  - Funds are transferred by wire



# Home Buying Process

