

Home Buying Process Overview



Needs & Home Search

PHASE

1

INITIAL CONSULTATION

- Buying process overview
- Determine needs and wants
- Agent services
- Market conditions
- Lending qualification
- Define agency relationship

LOAN PRE-APPROVAL

- Obtain loan pre-approval letter from lender
- Determine budget for home

HOME SHOPPING

- Tour properties that meet your "ideal home" criteria
- Monitor market inventory

FIND HOME & MAKE OFFER

- Review and sign off on available disclosures and reports
- Discuss appropriate offer strategies with agent
- Prepare and submit appropriate offer package

Investigation & Negotiation



PHASE

2

INSPECTIONS AND PROPERTY CONDITION REVIEW

- Buyer inspections: Property, Pest, Roof etc.
- Second review of Seller disclosures

SUBMIT HOME INFO TO LENDER

- Escrow officer orders Preliminary Title Report
- Buyer funds are deposited into escrow account

OPEN ESCROW

- Escrow officer will order Preliminary Title Report
- Buyer funds are deposited into escrow account

PRESENT & NEGOTIATE OFFER

- Agent will present offer to sellers,
- Deal with any counteroffers, multiple offer situations or requests for changes in offer conditions

LOAN UNDERWRITING & APPRAISAL

- Underwriter reviews files
- Appraisal ordered by lender

UNDERWRITER REVIEWS FILES APPRAISAL ORDERED BY LENDER

- If critical issues are discovered during buyer inspections or seller disclosure review determine appropriate action e.g. request for repairs, change to terms, price etc.

HOME INSURANCE

- Select home insurance company and initiate coverage process
- Submit insurance information to escrow

REMOVE CONTINGENCIES

- After property inspections and confirmation of loan document approval, contingencies are removed

Manage & Close



PHASE

3

RECORD/TRANSFER TITLE & CLOSE OF SCROW

- Deed is recorded by the County Recorder's Office
- Get the keys to your new home!

LOAN FUNDING

- Arrange for down payment and closing costs to be in escrow (e.g. cashiers check, wire transfer)
- Lender sends balance of funding to Escrow Company

SIGN-OFF DOCUMENTS

- Review closing costs settlement
- Sign loan documents
- Return documents to lender for funding review

FINAL WALKTHROUGH

- Final walkthrough is performed to confirm condition & completed repairs if necessary
- Property conditions should be consistent with condition on date of ratification

NEW
HOME

HOME BUYING TIP

Early in the process ask your Realtor and Loan Officer for an estimate of your closing costs which will include pre-pay responsibility such as home owners insurance and any homeowner association fees and remember to examine it and ask any questions prior to closing