MORE® REALTY

THE HOMEBUYING PROCESS

FINANCIAL HEALTH & PRE-APPROVAL

- Check your credit score and review your savings for a down payment, closing costs.
- Set a realistic budget. How much home can you afford?
- Common loan types and down payments:
  - **Conventional Loan.** 3% – 5% down minimum for first-time buyers. 20% down payment avoids mortgage insurance (PMI).
  - **FHA Loan.** Designed to help first-time homebuyers with lower down payment (3.5% min). More flexible credit requirements, but stricter appraisal standards (for health & safety, structural soundness, mechanical systems, etc).
  - **VA Loan.** For eligible veterans. 0% down payment
- Meet with a lender to review your income, credit, and assets.
- Receive a pre-approval letter (This will show sellers you're serious! Most won't entertain an offer without one).

HOUSE HUNTING

- Define your must-haves and nice-to-haves.
- Know what to expect. The perfect combination of location, price, and condition can often be difficult to find in one property.
- Tour homes online and in person, we will schedule all viewings whether vacant or occupied.
- Compare properties in your target area - we will find comparable sales and construct a comparative market analysis, making sure property listing values are appropriate (assessing various features like lot size, square footage, age of the building and its major components, location and site, upgrades, accessibility, etc).

SUBMIT AN OFFER

- Once you find the right home, write a competitive offer. We will walk you through this start to finish. The highest offer is not always the best!
- Include earnest money deposit.
- Negotiate terms if needed (e.g. who is the 3rd party escrow officer, closing timeline, etc.)
  Escrow = a neutral third-party where money, documents, and instructions are held safely until all parts of the transaction are complete.

BUYERS DUE DILIGENCE

- Review Seller's Disclosures including recent upgrades and repairs (insight into the home's history).
- General inspection for structural and mechanicals (approx $800), sewer scope and underground tank scan (approx $300), radon testing (approx $150).
  (There are **always** issues that come up with an inspection. We will discuss what is major, what is minor.)
- Obtain estimates for and negotiate who pays for needed repairs.
- Title Insurance (no outstanding liens, claims, or ownership disputes), understanding a preliminary title report.
- Know that at this stage, you can walk away from the transaction and recoup your earnest money downpayment.

FINALIZE YOUR MORTGAGE

- Order home appraisal to confirm property value.
- Submit remaining documents to you lender.
- Lock in your interest rate and receive final loan approval (clear to close).

CLOSING

- Final walkthrough.
- Sign loan docs and transfer funds for down payment and closing costs.
- Obtain keys.
- Transfer utilities.
- **FINISH LINE! Relax and have a glass of wine, you deserve it!** 🎉

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