

The Buying Process

This graphic illustrates a typical example of the home-buying process from start to finish.



INITIAL CONSULTATION

Understand your objectives, priorities, and timeframes. Examine local market conditions. Discuss lending qualifications. Define how we will work together.

FINANCING

Obtain loan pre-approval letter from lenders. Determine budget and price range for home. Prepare proof of funds if purchasing with cash.

HOME SHOPPING

Setup online search. Tour properties that meet your home search criteria. Monitor market activity. Leverage agent network for upcoming listings available for preview. Identify off-market, for sale by owner, and expired listings matching requirements.

MAKE AN OFFER

Review comparable sales and discuss appropriate offer strategies. Prepare detailed offer package. Negotiate the best possible price for your new home.



SIGN-OFF AND LOAN FUNDING

Review all closing and transaction costs. Sign loan documents. Provide cashier's check or send wire for down payment and closing costs. Lender sends balance of funding to title company one business day prior to close.

FINAL WALKTHROUGH

Confirm property condition and completed repairs, if any. Property condition should be consistent with condition on date of contract acceptance.

RECORD AND CLOSE ESCROW

Deed is recorded in person at county recorder's office by title company representative. Obtain keys to your new home!



ESCROW SETUP

Identify title company. Good Faith?? Submit purchase contract and initial deposit funds to escrow.

SUBMIT HOME INFO TO LENDER

Submit purchase contract to lender for processing. Confirm contingency removal and dates.

INSPECTIONS AND PROPERTY CONDITION

Contact buyer Inspections: property, pest, chimney, roof, etc. Conduct review of seller disclosures and HOA documents (if applicable).

INSPECTION REVIEW

If new critical issues are discovered during buyer inspections, negotiate repairs or renegotiate price.

HOME INSURANCE

Select home insurance company and coverage. Submit insurance information to escrow.



FIRST THINGS FIRST

Change all locks on all doors and update security system. Get acquainted with your new neighborhood and community

MOVING DETAILS

Set up utilities: electricity, water, garbage, phone, internet, alarm, etc. Contact HOA office to schedule move-in (if applicable). Schedule move.

GETTING ORGANIZED

Update estate plan and trust. Review all appliance and warranty materials. Note upcoming property tax payments and supplemental property tax bill. Update address (where necessary).

SETTLING IN

Unpack, unwind, and enjoy your new home!