

# THE BUYING PROCESS

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

1	Finding Your New Home	2	The Escrow	3	Closing Process	4	Moving In
	<p><b>INITIAL CONSULTATION</b></p> <p>Understand your objectives, priorities, and time frames.</p> <p>Examine local market conditions.</p> <p>Discuss lending qualification.</p> <p>Define how we will work together.</p>		<p><b>ESCROW SETUP</b></p> <p>Identify title company.</p> <p>Submit purchase contract.</p> <p>Submit initial deposit funds.</p>		<p><b>SIGN-OFF AND LOAN FUNDING</b></p> <p>Review all closing and transaction costs.</p> <p>Sign loan documents.</p> <p>Provide cashier's check or send wire for down payment and closing costs.</p>		<p><b>FIRST THINGS FIRST</b></p> <p>Change all locks on all doors and update security system.</p> <p>Get acquainted with your new neighborhood and community.</p>
	<p><b>FINANCING</b></p> <p>Obtain loan pre-approval letter from lenders.</p> <p>Determine budget and price range for home.</p> <p>Prepare proof of funds if purchasing with cash.</p>		<p><b>SUBMIT HOME INFO TO LENDER</b></p> <p>Submit purchase contract to lender for processing.</p> <p>Confirm contingency removal and dates.</p>		<p>Lender sends balance of funding to title company one business day prior to close.</p>		<p><b>MOVING DETAILS</b></p> <p>Set up utilities: electricity, water, garbage, phone, internet, alarm, etc.</p> <p>Contact HOA office to schedule move-in (if applicable).</p> <p>Schedule move.</p>
	<p><b>HOME SHOPPING</b></p> <p>Setup listing alerts.</p> <p>Tour properties that meet your home search criteria.</p> <p>Monitor market activity.</p> <p>Leverage agent network for upcoming listings available for preview.</p> <p>Identify off-market, for sale by owner, and expired listings matching requirements.</p>		<p><b>INSPECTIONS AND PROPERTY CONDITION</b></p> <p>Conduct buyer Inspections: property, pest, chimney, roof, etc.</p> <p>Conduct review of seller disclosures and HOA documents (if applicable).</p>		<p><b>FINAL WALKTHROUGH</b></p> <p>Confirm property condition and completed repairs, if any. Property condition should be consistent with condition on date of contract acceptance.</p>		<p><b>GETTING ORGANIZED</b></p> <p>Update estate plan and trust.</p> <p>Review all appliance and warranty materials.</p> <p>Note upcoming property tax payments and supplemental property tax bill.</p> <p>Update address (where necessary).</p>
	<p><b>MAKE AN OFFER</b></p> <p>Review comparable sales and discuss appropriate offer strategies.</p> <p>Prepare detailed offer package.</p> <p>Negotiate the best possible price for your new home!</p>		<p><b>INSPECTION REVIEW</b></p> <p>If new critical issues are discovered during buyer inspections, negotiate repairs or renegotiate price.</p>		<p><b>RECORD AND CLOSE ESCROW</b></p> <p>Deed is recorded in person at county recorder's office by title company representative.</p> <p>Obtain keys to your new home!</p>		<p><b>SETTLING IN</b></p> <p>Unpack, unwind, and enjoy your new home!</p>
			<p><b>HOME INSURANCE</b></p> <p>Select home insurance company and coverage.</p> <p>Submit insurance information to escrow.</p>				