

# Buying a Home?

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# Here Are the Basics.

If you know what to expect – and you have a trusted team of real estate and mortgage-lending professionals to guide you – finding and financing your first home can be an exciting and rewarding experience. Here's what you need to know:

### **Obtain Mortgage Preapproval Before You Begin House Hunting**

- Learn how much home you can afford
- Strengthen your bargaining position with sellers

### **Choose a Real Estate Agent**

- Ask mortgage lenders to recommend agents they work with
- Select a reputable professional who'll listen to your needs and make you feel comfortable
- Ask agents for references from former clients

### **Find the Right Home**

- Determine the needs of you and your family
- Create a wish list of desirable features
- Take notes as you preview homes

### **Make an Offer**

- Your real estate agent presents your offer to the seller, who will accept, counter or reject it
- When the price is settled, you and the seller sign a Purchase Agreement, defining the terms of the sale

### **Have the Home Inspected**

- Hire a professional home inspector after the offer has been accepted to provide an in-depth look at the basic systems of the house, to reveal any safety hazards and give you a chance to reconsider the deal

### **The Home Will Be Appraised**

- An appraisal, required by your mortgage lender, is a formal, written estimate of the home's current market value

### **Obtain Title Insurance (where applicable)**

- This guarantees that the property you are purchasing is free of liens or confusion in rights of ownership
- The policy insures against any losses to the property that result from defects in the title or deed

### **Close on the Property**

- Ownership of the property is transferred
- A closing agent coordinates and distributes all the paperwork and funds

### **And you become the proud owner of your new home!**

**Whatever your home financing needs, I'm ready to help with a broad range of programs, money-saving options and personalized service.**

 **Call me today!**

