

BUYING A HOME PROCESS

By: **Judy Smith**

1. MAKE SURE YOUR CREDIT IS IN GOOD ORDER.
 - The higher your credit score, the BETTER your loan interest rate will be.
 - Establish credit (a credit card, VISA, MASTERCARD, etc.—make payments on time)
2. Have an established job. (The longer you have worked on a job, the better.)
3. DO NOT HAVE EXCESSIVE DEBTS. One of the factors when qualifying for a loan is the total of your recurring debts to your income called debt to income ratio.
4. Analyze your financial situation:
 - Have a savings account and make regular deposits NOT withdrawals
 - **The more you can pay down, the less you have to borrow.
 - ****YOU WILL HAVE CLOSING COSTS WHEN YOU PURCHASE A HOME** so start saving NOW.
 - Call a loan officer to see how much you qualify to borrow AND get an estimate of what your monthly payments including taxes and insurance may be (you can get a quick idea in one phone call and you are under no obligation to borrow at the time).

YOUR LOAN OFFICER WILL SUGGEST THE BEST LOAN PROGRAM FOR YOU!

- *Ask for an estimate of closing costs!
- *Ask loan officer about loan origination fees, discount points, down payment, PMI insurance, flood insurance, etc.
- *Ask the officer to explain the loan process start to finish.
- *******IF YOU DON'T UNDERSTAND SOMETHING, ASK-- THAT'S WHAT THEY GET PAID FOR!**

5. Decide what you are looking for in a home (bedrooms, baths, etc.) and price range.
6. **CALL ME: Judy Smith, Realtor —540-810-0937**
I'd like to be your Buyer's agent!

Buyer's agent duties and loyalties

What should a home buyer expect from a buyer's agent?

- Home buyers should be able to expect loyalty and confidentiality from a buyer's agent.
- The agent should promote your best interests and provide you with all available facts that could influence your decision about making an offer for a home.
- A buyer's agent will offer research materials that help you make a realistic offer.

- A buyer's agent should give you the "what if" scenarios about the clauses in a contract. The agent may recommend additional contract contingencies to protect your interests.
- A buyer's agent should track and handle many of the day-to-day needs required to get to closing (such as inspections, helping you find a lender, tracking the progress of the loan, working with the closing attorney or agent).

7. Your agent will schedule appointments to view homes meeting your criteria.

-Ask your agent for a Comparative Market Analysis (CMA) of this property to other like homes in the area that have sold for a price comparison.

8. Write an offer and let your agent negotiate the terms in your behalf.

9. Arrive at a ratified contract (this occurs when both Seller and Buyer have signed the offer agreeing to all terms, contingencies and conditions).

What's a contingency?

- a condition of the contract that must be met by either the Seller or Buyer in order for the sale to go to closing.

10. Perform inspections and fulfill all contingencies and meet all conditions agreed to in the contract (some will be at Buyer's expense and some at the Seller's).

11. Apply for your loan (typically a buyer's expense)

12. Choose a closing agent (can be an attorney or a Title Agency of your choice.). This is typically a buyer's expense.

13. Go to closing! (Buyer pays Seller—Seller hands over a new deed and the keys!)

CONGRATULATIONS — YOU ARE NOW A NEW HOMEOWNER

And

IT DIDN'T HURT A BIT!

PS. AND THE BEST PART IS: YOU DON'T PAY JUDY A THING FOR HER SERVICES!