

# The Purchase Process

We Guide You to Your Next Home

1

## First Steps

- ✓ Review recommendations
- ✓ Review and sign any upfront paperwork
- ✓ Get references for mortgage brokers
- ✓ Begin review of financing options

3

## Home Search

- ✓ Identify home needs and wants
- ✓ Review optional areas based on needs and price range
- ✓ Set plan for new listing updates
- ✓ Preview homes and explore neighborhoods
- ✓ See homes and refine the best options

5

## Under Contract

- ✓ Receive a copy of the ratified contract
- ✓ Deposit earnest monies
- ✓ Review timeline and milestones in the offer
- ✓ Initiate next steps in financing process
- ✓ Take steps to meet all contractual obligations

7

## Secure Financing

- ✓ We will provide mortgage broker with ratified contract
- ✓ Buyer to provide additional requested documentation
- ✓ Appraisal ordered and performed
- ✓ Review appraisal results
- ✓ Provide any follow-up requests from the lender until final sign off
- ✓ Receive final approval letter

2

## Prequalification

- ✓ Run a free credit report yourself
- ✓ Interview mortgage brokers
- ✓ Select a mortgage broker
- ✓ Fill out loan application and provide documentation
- ✓ Figure out how much you can afford
- ✓ Determine which loan package is right for you
- ✓ Get pre-approval letter confirming loan details

4

## Purchase Offer

- ✓ Identify a home you want to purchase
- ✓ Discuss offer options, strategy, and competition
- ✓ Determine offer details (price, financing, inspections, closing, etc.)
- ✓ We will write, submit and present the offer and review responses with you
- ✓ Negotiations until an accepted offer

6

## Inspections

- ✓ We will schedule all inspections
- ✓ Meet the inspectors at the property for inspections
- ✓ Review seller disclosures, inspection reports, and visual inspection
- ✓ Make requests and schedule any follow-up inspections

8

## Final Processes

- ✓ Continue to review all required contractual and legal obligations
- ✓ Review timeline and contingencies of the contract
- ✓ Continued negotiations if applicable
- ✓ Secure a Homeowner's Insurance Policy
- ✓ Sign all final paperwork
- ✓ Sign loan and required documents through the title company
- ✓ Deposit remaining funds for down payment and closing costs
- ✓ Receive closing confirmation
- ✓ Get keys to your new home!