

The Buying Process

Initial Consultation

- Define agency relationship
- Determine needs and wants
- Discuss financial qualifications
- Fill out worksheet



Loan Qualification

- Discuss financial resources
- Obtain pre-qualification letter



Home Shopping

- Tour properties you consider an "ideal home" while learning about current market values



Find "Ideal Home" and make offer

- Discuss appropriate strategies with agent, and make reasonable offer
- Review blank contract
- Prepare money deposits



Present & Negotiate Offer

- Let your Real Estate Agent negotiate & make the best offer based on market conditions
- When both parties agree and sign sales contract



Open Escrow

- Your Realtor with open escrow with a title company
- Escrow officer will order Preliminary Title Report and send copies to your Real Estate Agent & Lender
- Your check is deposited



Submit Loan Application

Submit loan application to the lender with all necessary documents

Inspections & Disclosures

- Buyer's approval of Transfer Disclosure Statement, Preliminary Title Report, etc.
- Physical & pest inspections



Homeowner's Insurance

- Select insurance company & coverage then give information to your Escrow Officer



Loan Commitment

- Loan is approved



Sign Documents

- Loan documents will go to the title company
- Sign loan documents closing cost statements
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Loan Funding

- Lender sends funds to the title company



Record/Transfer Title & Close of Escrow

- Deed is recorded by County Recorder's office
- Congratulations! You get keys to your new home

