

STEPS TO PURCHASING...

Get a pre-approval letter- It's just a basic letter given to you by a lender saying you can qualify for a certain amount. Usually it takes minutes or a day to get this. If it's cash loan, you are still required to have proof of funds. (I will need a copy of this to submit an offer)

You're ready to home search- After finding what you can afford we will look for a home in the range you feel comfortable spending in. Once you found the home you want I will write up a contract and let you know what to expect. **Important Note: Earnest money-** This goes towards your down payment , it's letting the sellers know you are serious about moving forward to get this home and secures the contract on the sellers end. Usually the seller likes to see 1% of the offer price. (I will need this to submit an offer)

***Important Note:** If the property is sold "as-is", the seller expects you to have the home inspected **before submitting** an offer. However, if we are allowed to put a "due diligence period " in the contract we only have a few days **after acceptance** of contract to have an inspection done and get familiar with the property:*

The difference is if you decided to submit an offer without a due diligence period there is a chance of forfeiting your earnest money if you decided to back out for things you find out later.

Basically "As-Is" properties are what you see is what you get and what you don't see you get that too.

We wait for an answer- this along with submitting all the paperwork to your lender tends to be the most frustrating thing for people. I don't care what time it is I will let you know as soon as possible. **Important Note: Bank foreclosures** usually take about three to four days to answer back

Once you have a binding agreement- I will work with your lender to get you to the closing, s/he will have you send all the paper work to do the final approval, the due diligence such as appraisal and title work will be done during this time. This is the time you want to make sure you don't make any big purchases so it doesn't change your finances. The attorney will make sure the title is clear and if any problems arise it may take a little longer to close than expected so that all problems with title are handled.

Closing- Congratulations! I will be there with you to hand you over the keys to your new home after you sign all the documents needed from attorney. **Important Note: If opting for an out of state closing** I will need to know that before hand. And never book your ticket until we're sure it will close on time because sometimes dates will change.

Important note: Inspections with as-is properties MUST be done before submitting offers. If you choose not to have one before submitting an offer you are accepting the property as you see it with all known and unknown issues.

