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## What to Expect when Purchasing a Home

### Initial Meeting with Realtor

- Determine your needs and wants and begin an MLS search with automatic updates
- Determine your financial comfort zone

### Loan Qualification/Proof of Funds

- Discuss finances with Mortgage Banker/Broker/Lender or obtain proof of funds for cash purchases
- Obtain financing pre-qualification letter if needed

### Find a Home

- Select a property that fits your needs and budget and review disclosures
- Discuss offer terms with your real estate professional and ask any questions before signing off on it

### Present and Negotiate Offer

- Your real estate professional presents your offer to listing agent and begins negotiations
- Prepare Earnest Money deposit (typically, 1 to 2% of purchase price) and Option Fee
- Complete negotiations with seller (Seller can accept your offer, counter your offer, or reject your offer)
- Deliver Option Fee to seller or listing agent once an acceptable contract is negotiated and executed

### Open Escrow

- Deposit Earnest Money into escrow at selected Title Company
- Escrow Agent will order Preliminary Title Report and receipt the contract and Earnest Money

### Option Period

- Conduct Physical Inspection of property by a qualified inspector
- Perform termite, well, septic, pool, sprinkler and other inspections as recommended by your agent
- Discuss results with your agent and negotiate repairs with seller

### After Completion of Option Period

- Review Survey, Title Report, and HOA Documents
- Conduct property appraisal if financing the property
- Obtain loan approval from lender or begin to prepare assets for cash purchase

### Obtain Homeowner's Insurance

- Select insurance company and coverage and notify lender; policy must be in effect at time of closing

### If applicable, obtain Residential Service Plan

- Select Residential Service Plan (ask your agent for some choices)

### Payment of Funds

- Send fund transfer or deliver Cashier's Check for down-payment and closing costs prior to closing date

### Closing the Escrow

- Sign all required closing documents at title company or with mobile notary
- Lender releases loan funds to title company and keys are released to you
- Deed is recorded with County Recorder's office
- Don't forget to change the locks, change your address, obtain mailbox keys, etc.