HOME BUYING PROCESS

Steps for Home Buyers



Dorie Leal

REALTOR®

Cell: 989.213.9078

dorisleal@bhhsmi.com

The Sarmiento Dream Team

BERKSHIRE HATHAWAY HOMESERVICES | MICHIGAN REAL ESTATE

2825 Bay Rd., Saginaw, MI 48603

This guide outlines the home buying process, but you may be asking how long will it take? In our current competitive market, the home shopping process may take longer than expected, as homes sell quickly with many competing offers. Once an offer is accepted, you can usually expect to close the sale in 4-6 weeks.

1. Pre-Approval

- Speak with a lender - you can often get pre-approved within one day
- Address any credit issues
- Determine the right mortgage for you which will help determine your monthly payment

2. Home Shopping

- Discuss your budget and criteria with your agent
- Tour listings in your price range
- Adjust criteria if necessary

3. Offer & Negotiation

- I will discuss with you the components of a competitive offer for that property
- Submit offer to seller
- Negotiate and sign a contract

4. Due Diligence

- Home inspection ordered right after offer is won
- Negotiate repairs if necessary
- Agent orders title
- Lender orders appraisal

5. Pre-Closing & Title

- Confirm repairs are complete
- Pre-Closing walk-through
- Send funds to title company

6. Closing

- Review closing statement
- Sign closing documents
- Congratualtions, you're a home owner!



HOME BUYING LINGO

A cheat sheet for buyers!

Offer

An agreement between a buyer and a seller to purchase real estate. Also known as a sales contract.

Closing Costs

Fees paid at the end of the transaction either by the seller or buyer, or both. They include taxes, insurance, title work, and other lender fees and expenses.

Earnest Money

A deposit made to a seller showing the buyer's good faith in a transaction, typically held in an escrow account by the title company.

Contingent

An offer on a home has been accepted, but final sale is contingent upon certain criteria. Typical contingencies are a satisfactory inspection and mortgage approval.

Home Inspection

An examination of the property's condition, usually performed by a licensed home inspector of your choice.

Title

A bundle of rights in a piece of property. The Title Company will provide you with a title report that will show the history of ownership, and ensure title can be transferred to the new owner.

Appraisal

The property and/or land valuation completed by an appraiser who determines the market value. When purchasing with a home with a mortgage, your lender will order an appraisal.

Clear to Close

Our favorite phrase in real estate! This is the final approval by the lender that the loan is fully approved and the transaction can be completed.

Closing

This is when you will be singing paperwork for the home and gain ownership. This is not necessarily the same day you get keys to the home, that depends on any occupancy terms in your purchase agreement. Your agent can help you determine this.