



Joe and Erika
Homes



Home Buyer Strategy

This document provides you with an overview of the strategy. However, contact us for a buyer consultation and we will review the strategy in more detail and answer your questions.

Pre-Approval Letter: The very first step is to get a pre-approval, almost every seller requests a pre-approval be submitted with your offer as it gives them confidence of your ability to purchase a home. The pre-approval lets you know how much mortgage you can qualify for and gives you an estimate of what your total housing payment would be.

Determine your “Must Haves” and Wants: Make your list - For example, determine where you want to live and the home features important to you. Consider your lifestyle and define what is important to you. Research communities.

Focus on your home search: We will assist you in finding homes that meet your needs. We will set up a “Real-Time” search for you so you receive information on a home that meets your criteria right when it hits the market.

Select your home - Think long-term. No home is perfect, so don't let minor flaws influence you. Determine which home best suits the activities and needs of your household now and in the future? Don't buy more than you need or can comfortably afford.

Make an offer - After you find the perfect home, we work with you to determine an offer strategy. We will provide you comparable homes and housing inventory data. We will gather as much information as we can to help you determine the offer price and terms.

Negotiation: We use our expertise to negotiate the best possible price and terms for you.

Home inspection: We highly recommend that you conduct the home inspection. A home inspection is a professional opinion of the home's condition. The inspector will point out the age of systems, and large and small repairs that are needed, so you'll know what you're facing as the next owner.

Appraisal - The bank appraisal determines market value. If the home doesn't appraise for the purchase price, the bank will refuse to make the loan unless you renegotiate with the seller. If it appraises, the lender will move toward closing.

Closing - Once negotiations are complete and the lender has given a clear to close, paperwork is signed by both parties. The lender pays the seller, minus any liens against the home such as the seller's mortgage. Once all the disbursements have been made, you get the keys to your new home, according to your agreement. You are ready to move into your new home

