Stand Tall. Stand Out.
SOLD.

Midwest Hometown Realty, LLC
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STEPS TO BUYING A HOME- BEGINNING TO END

You've chosen me as your Realtor! Thank you! I appreciate your business and will do my very best to make your buying experience a great one!

This guide is intended to give you the basic information of expectations through the buying process. This guide is not all inclusive and there may be variances in your process as no two situations are ever exactly alike. One process that will be the same is, I will be here with you through the entire process! Please always ask questions, ask for explanations if you don't understand something, ask multiple times if you need to. I am here to help! My responsibility is to represent you and give you guidance.

Get your lending pre-approval (not pre-qualified). It is very important to have your pre-approval before we begin touring homes. I need to know the type of loan you're getting (it matters) and the amount you've been pre-approved for. Having a pre-approval also gives us leverage when making offers. It lets the seller know you're serious and you are qualified to buy.

Sign a Buyer's Agency. This document is required by the National Association of Realtors BEFORE we are permitted to open a single door to show. This document is the agreement between you and I, indicating responsibilities to you, acting as your buyer's representative. If I neglect to have a signed Buyer's Agency prior to showing you a property, I can be fined $500 the first incident and the fine increase per violation and I am also subject to disciplinary action by the Missouri Real Estate Commission. I am not willing to risk my career and livelihood for neglecting to have a signed Buyer's Agency.

Start looking at properties! By this point, I will have or will be setting you up to receive automated emails directly from the MLS with any listings that fall into the pre-set criteria in what you're looking for in a property. We will tour homes that interest you and within your search parameters and discuss your thoughts along the way, this can help me better assess the type of property to focus on. Note: It is unadvisable to show you homes beyond your pre-approved price point or to show you homes that will not qualify for the specific type of loan you're applying for. This will set you up for disappointment.

We found the house you love and now it's time to make an offer! We will discuss what is a good amount to offer, I will look at several things to help guide you in an offer amount.I look at comparable home sales, the condition, days on market, assess will it appraise, etc. However, it is ultimately your decision what you offer- I will guide you, I will not tell you definitively what to offer. This is a very important financial decision that you must make to best fir your financial expectations and goals.

What goes into an offer? How will the property be titled? How much are you offering? How much earnest money will you give (usually 1%-3% of sales price)? Will you be asking for any seller concessions, such as seller paid buyer's closing costs? Have you read the seller's disclosure? Will you be doing any inspections, if so, we'll discuss an appropriate time-frame, typically 10 days from execution of contact. What closing date is best for you- any certain day of the week or part of the month? VA and FHA can take 45 or so days for your lender to get the loan ready to close. Conventional loans can take up to 30 days for your lender to get the loan ready to close. USDA can take up to 45 days. Cash sales can close in a little as a week. Do you have a contingency (must sell a current home before purchasing another)? Who is paying the buyer's agent commission (we almost always request the seller to pay buyer's agent commission)? These appropriate documents become part of the offer/contract. There may be additional forms that become part of the offer but these are the basics.

Once the offer has been written and all purchasers are in agreement of the terms and have signed it, I then submit it to the seller's agent to present to their seller. The seller's agent and their seller's will discuss the terms and the agent will reply back to the offer upon discussion with the seller. The seller may respond immediately or sometimes they may take a few days. The sellers' response could be that they accept (we hope) your offer as written or they could counter-offer a term or terms of the offer or they could reject your offer. If they accept, great, we'll move to the next step. If they counter-offer, you and I will discuss the terms of their counter offer and decide if you want to accept their counter-offer, counter-offer something back or reject their counter-offer. This can go back and forth several times and for a few days. Patience is important during this phase.

We have an agreement now! If buyer and seller have come to an agreement on all terms, and all parties have signed the final agreed upon terms, you're now under contract! Congratulations!

At this point,most things happen behind the scenes now between myself, the title company, the other agent, inspectors, appraiser, and lending. My intent is to make the rest of this transaction as smooth and stress-free as possible for you!

I'll submit the fully executed contract to your loan officer and title company so they can immediately get to work on it. You will need to touch base with your loan officer now that you're under contract to make sure they have everything needed from your end.

You'll need to drop off/mail your earnest money to the title company, your earnest money can be a personal check or a cashier's check. Most title companies can also accept a wire transfer, (please be very cautious due to wire fraud). The payment must be made payable to the title company and I'll send you the name and address. The title company is also where you'll be closing this transaction on closing day as well.

I'll order the termite inspection.

I will schedule your home inspection (if you elect to do one- I strongly encourage it). If you know of a home inspector you'd like to use, let me know and I'll get it set up. If you do not have a preference, I'll select one and get it scheduled. It has to be done within the agreed upon contractual time-frame so time is of the essence in getting it completed. You must pay the inspector before, or at the time of inspection. Single family property prices start at $300 and go up, depending on the square footage and complexity of the property. You are welcome to be there at the end of the inspection, he will go over the inspection findings with you if you are present. If you are not present, you'll still get a written copy of the report detailing his findings, sent to your email. You are always encouraged to call the inspector with any questions regarding his findings. Please keep in mind, the home inspector IS likely going to find several issues, most are usually minor, normal maintenance items. On occasion however, he may discover more serious concerns which we will discuss how to handle at that time. Always remember... there isn't such a thing as a "perfect" house and try not to let the report overwhelm you. I'll help guide you through this at that time. The home inspection is for your knowledge, your piece of mind. There is no pass or fail. It is NOT a requirement from your lender.

You may also have a sewer/septic inspection and a well test (if applicable) for an additional fee as well as any other inspections you wish to do, such as mold, lead based paint or a radon test,ect., which are all additional fees and not included or part of the general home inspection. Keeping in mind, these must all be done within the contractual inspection time-frame. Payment is due for any additional inspections, to the servicer before or at time of inspection. Note: some loans may REQUIRE septic inspection or a well test (if applicable) and those are at your expense, even if it is a requirement of your lender.

Once all inspections are completed and any re-negotiations and/or acceptance of the property is satisfactory, I'll then submit the request to have your lender order the appraisal. Your lender will request that you pay for the appraisal at this time. Your loan officer will discuss those specific details with you.

After the appraisal is completed and sent to your lender, they review it and will let me know if there are any required repairs and if the value is at least the sales contract price.

If all is well with the appraisal, we're almost to the finish line!! A few days to a week prior to closing, your lender will notify us that we have the “clear to close”. This means they are finished processing your loan application, final approval has been issued and we are ready to close the sale.

A day or two before closing, we will do the final walk-through of the property. This is the final time you’ll view the property prior to closing. This walk-through is intended to ensure all of the seller’s belongings are out and any agreed upon items that are to stay, are in fact still there and to verify the condition of the property is in the same or better condition (any requested repairs were made) than when you made the offer.

I will contact the title company and schedule our closing date and time. This is the day that you’ll sign all of the loan documents and acceptance of the property condition document and you will pay the funds in a cashier’s check or wire transfer (if applicable). After all of the documents are signed and the seller has closed too, the closing agent will send all of the signed documents to your lender to review, checking that all signatures are there and everything is correct. Once that verification is completed, the lender will authorize fund disbursement- this is when the seller and Realtors get paid. When funding has been authorized, this is when you are permitted to take possession of the property. You cannot go to the property or begin moving in until the sale has been funded.

The final step, the title company will record the deed with the county which transfers ownership.

Enjoy your new home! If you were pleased with my representation of you, please tell everyone you know! I love referrals! Referrals are what keep my business alive! Please also, if you could so kindly leave an online review, I would greatly appreciate it. Here a few sites to choose from:

My google business page: Midwest Hometown Realty, LLC (St. Joseph, MO)
http://Realtor.com
https://www.ratemyagent.com