

Tips for Buying a Home:

Determine what you want - This is the time to consider where you would like to live and what type of home you envision yourself in. Take into consideration the size of home you need for your family, the type of home, the commute to work, the importance of schools and all amenities. Consider the neighborhood you would like to live in, and whether you prefer newer or older homes?

Consult your Mortgage Specialist - See what you can realistically afford. Get Pre-approved as soon as possible. Sellers will most seriously consider the offers that are accompanied by a pre-approval letter. I have lists of referrals and contacts if you need help getting started.

Consult Julie - Now that you have a list of what you want, and you know what you can afford, it's time to consult me. I will provide you with a detailed list of homes that meet your criteria.

View Homes - After reviewing all the current listings, you need to go out and see the homes that pique your interest. Take a few notes after each showing in order to highlight the details. After seeing one or two homes it is a great reference to remember your likes and dislikes of each property you viewed. It is also important for you to give me feedback about each home, letting me know what you like, dislike and why. This will help to determine the next homes that are best suited for you to view.

Offer & Negotiate - Now that you have found your home, it's time for the Offer and Negotiation. You must consider the following points when making an offer:

- Offer Price
- Closing Date --when is it most convenient for your family to move?
- What conditions do you want in the offer -- financing, home inspection, etc.
- Amount you are able to put down as a Deposit
- What items are Included/Excluded?

After you have negotiated these points, I will present your offer. The Seller can accept, reject it, or counter. If the offer is countered, then you must consider whether you want to accept the counter offer and proceed with the process or if you want to end the process and look for another home. I will guide you through this process, but the final decision will always be yours.

Satisfy Conditions - If you decide to proceed, the following must be done:

- Ensure that you submit a mortgage application to a lender within the timeframe indicated in the Offer to Purchase.
- Complete any desired inspections of the property within the timeframe allotted.
- Ensure that your financing is approved and provide the mortgage commitment letter to Julie by the date specified in the Offer to Purchase.
- Obtain an insurance binder for the property prior to your scheduled closing date.

It is important that you satisfy all conditions listed in the contract before their deadlines. I will help you keep track of the dates in order to keep the process moving, checking that timelines are being met.

Select an Attorney – You may decide to hire your own attorney to represent you or you may allow the lender's attorney to review the Purchase & Sale Agreement and to handle the closing. The seller's attorney will conduct the title search and prepare all necessary documentation for the new deed. Your attorney's role is to ensure that all terms of the Purchase and Sale Agreement are met. A few days before your closing you will receive information on what you need to bring to the closing including any monies due for closing costs, reimbursement to seller for fuel left in the oil tank, insurance binder, driver's license, etc.

Preparing for the Move - As soon as possible you will want to contact movers for quotes. Approximately one month before closing contact your bank, the post office, your cable company, Internet provider, telephone company, newspaper, utilities, credit card companies, etc. to give them the date to begin service in your name at your new address.

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