

THE HOME BUYING PROCESS



DAVID LEWIS

REALTOR
THE DENISE PAYNE REAL ESTATE TEAM

Office 573.777.7237
Cell 573.999.6199
david@denisepayne.com
denisepayne.com



CLOSING
This is the transfer of funds and ownership. A title company or an attorney typically acts as an independent third party to facilitate the closing.

MEET WITH A REAL ESTATE PROFESSIONAL
Discuss the type of home you're looking for, including style, price, and location.

THE BUYER'S ADVANTAGE
As the home buyer, your agent's commission is paid by the seller of the home in almost all circumstances. This means your representation costs you nothing!

GET PRE-APPROVED
You will need pay stubs, W2s, and bank statements. Knowing what you can afford is critical to a successful home shopping experience.

SEARCH FOR HOMES
The fun part! Your agent will schedule showings and help you find the perfect home.

MAKE AN OFFER
Your agent will prepare the offer based on the price and terms you choose.

NEGOTIATION AND CONTRACT
It may take a few tries to get it just right, but hang in there. You're on your way!

IN ESCROW
You and the Seller have agreed to the price and terms. The home is effectively held for you until closing.

FINAL DETAILS
Perform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

PREPARING FOR CLOSING

You will be finalizing your loan, reviewing documents, and discussing the findings from the inspection. Your agent will be managing this entire process for you.

THE CONTRACT

In most cases the contract provides you with a timeline to obtain financing, as well as time to inspect the physical condition of the home. Your real estate professional will inform you of all your rights and responsibilities related to the contract.

CONGRATULATIONS!

YOU ARE A NEW HOME OWNER!

