

10 Simple Steps To Home Buying

- 1. GET READY** One key to making the home buying process easier and more understandable is simple planning, and that usually begins by asking yourself some simple questions. For instance: Do you know what you want and why you want it? Are you planning to move to a new community due to a lifestyle change? Or is buying an option rather than a requirement? What would you like that you don't have now? Once you've determined what you really want or need, the next question is: Do you have the money you need? The bank will want a minimum 5% of a cash down payment. Less money down means higher monthly payments, so most homebuyers choose to buy with as much cash up front as possible. You'll need good credit. So, ask yourself: Do you have your financial house in order?
- 2. GET HELP** Buying real estate might seem as simple as checking online listings and finding the right home at the right price, but no two properties—even two identical models on the same street—are exactly alike. Homes all differ and so do contract terms, mortgage options, inspections requirements and closing costs. In this maze of forms, financing, pricing and processes, it makes sense to work with professionals who know the community—and much more. That's where we come in and the best place to find us is at www.comoxvalleyrealty.com. We will explain all the options available, describe how we work with our clients, provide complete agency disclosure, outline current market conditions, potential financing options and negotiate issues that might apply to any give situation.
- 3. GET PRE-APPROVED** Virtually all buyers (especially first-time buyers) require a home loan of some type. But the big issue with real estate financing is not getting a loan. Almost anyone willing to pay high interest rates can qualify for a mortgage. The big idea is to get the loan that's right for you—the with the lowest costs and best terms. We suggest that you start the mortgage process well before bidding on a home. By meeting with lenders and looking at loan options, you'll find programs that best suit your needs and learn home much more you can afford. But we also recommend pre-approval for another reason: Purchase forms often require buyers to apply for financing within a given time period; in many cases 7 to 10 days. If you meet with lenders in advance, it won't be necessary to find a lender, check credit and then rush into a financing decision. "Pre-approval" means you've met with a loan officer, your credit files have been reviewed and the lender believes you can readily qualify for a give loan amount. Although not a final loan commitment, a pre-approval letter can be shown to listing brokers to demonstrate your financial strength and ability to complete a purchase. This is important to owners, since they don't want to accept an offer that may fail because financing can't be obtained.
- 4. LOOK AT HOMES** Some 6 million homes are sold each year, so choosing the right home can be downright complicate. The selection of home for sale is always in flux, so you're aiming at an ever-moving target. Even on a website that showcases every home available—like the new realtor.com—the list becomes obsolete within seconds as new homes become available and other properties are put under contract. So, it's important to work closely with us as we have our fingers on the pulse of the marketplace. What are you looking for? Each of us is different, so the first step is to list all of the features and benefits you want in a home. Consider such things as pricing, location, size, amenities and design. Then consider your needs in a few years. If you're likely to need a larger home, maybe now is the time to buy it rather than moving or expanding in the near future. All neighborhoods and communities have a special nature that gives them identity and value. We can help you find all the neighborhoods and homes that are likely to be just right for you.
- 5. CHOOSE A HOME** Choosing a home is a big decision and you want to do it right. Noaspect of thehome buying process is more complex, personal or variable than bargaining between buyers and sellers. This is the point where the value of an experienced agent is clearly evident. We know the community, and are familiar with local values and have spent years negotiating real estate transactions. How do you know if a house is *the* home for you? The best approach is to look at as many homes as possible. But once you've narrowed your choice to just one, you'll want to move quickly. Do you remember Step 2: The pre-approval process? Getting pre-approved means you have very good idea of how much can borrow, which loan programs might work best for you and how much home you can afford. Despite fluctuating interest rates, pre-approval nonetheless provides a reasoned, careful analysis of what you can afford and gives you the "green light" to make your dream home your home.
- 6. GET SET** Because financing is so important, you should acquire as much information as possible regarding potential mortgage options and costs. There are thousands of loans available from a variety of lenders; but in general, the mortgage you choose will likely be determined by three key factors: How much down? How's your credit? And are you a first-time buyer? You may believe that "first-time buyer" means someone who has never owned property but, the term refers to those who have not owned a property within the past three years. To obtain loan you must complete a written application and provide supporting documentation. Mortgage financing can be obtained from mortgage bankers, mortgage brokers, credit unions, and insurance companies.

7. **MAKE AN OFFER** Once you've settled on the home for you, you'll want to extend an offer. While much attention is often paid to offering prices, a proposal to buy includes both the price and terms. In some cases, terms can represent thousands of dollars in additional value or additional costs for buyers, so they should be reviewed carefully. The process of making offers varies around the country, but in a typical situation, you'll complete an offer and we will present to the owner and the owner's representative. The owner, in turn, may accept the offer, reject it or make a counter-offer. Because counter-offers are common, it's important to remaining close contact with us during the negotiation process. Home inspections are also common in residential real estate transactions. They include checks for termites, surveys to determine boundaries, appraisals to determine value for lenders and title reviews. Such inspections for a single-family home often require two or three hours and buyers should attend at the end of the inspection. This is an opportunity to examine the property's mechanics and structure, ask questions and learn far more about the property than is possible with an informal walk-through.
8. **GET INSURANCE** You wouldn't drive a car without insurance, so it figures that you shouldn't buy a home without it either. The essential idea behind real estate insurance is to protect owners in the even of catastrophes. If something goes wrong, insurance can be the bargain of a lifetime. There are various forms of insurance associated with home ownership, including Title Insurance, Homeowners Insurance and Home Warranties. We can explain the need and benefits of all of these instruments and provide a list of recommendations regarding sources of each.
9. **CLOSING** This is the day you've been waiting for; the day your new home becomes yours. The closing process brings together all of the parties who are part of the transaction so all the paperwork necessary can be reviewed, approved and signed at your respective lawyer or notary's office. From the amount credited to the sellers, the closing lawyer or notary subtracts money to pay off the existing mortgage and other transaction costs. One of the best parts of closing is that buyers and sellers need to do very little.
10. **GET MOVING** You've done it. The home is yours. But there are several more steps you'll want to take. Those papers you received at settlement are extremely valuable, so hold on to them. Also at closing, determine the status of the utilities required by the home, items such as water, sewage, gas, electric and oil service. You want utility bills to be paid in full by owners as of closing and you want services transferred to your name for billing. It is a good idea to notify the utilities 3 weeks prior to when you have taken over ownership. For most owners, a home is the largest single asset they hold, so it makes sense to protect that asset. Many homeowners make a photo or video record of the home and their possessions for insurance purposes and then keep the records in a safety deposit box.

For full details please contact us and allow us to discuss with you, your needs and present to you what we have to offer.



RE/MAX

Dave Procter Realty
Independently Owned and Operated

Phone: 250.339.2021
Toll Free: 1.888.829.7205
Fax: 250.339.5529
info@comoxvalleyrealty.com

www.comoxvalleyrealty.com
www.dndrelocation.com