

Buyers Check List

Congratulations! You have made the decision to buy a new home!

Once you have made your list, contact a **Juniper Realty & Associates** agent to begin the home buying process. Be assured that by choosing a **Juniper Realty & Associates** agent you will find a professionally trained, experienced agent to offer you agency representation options and full service.

Your agent can put you in contact with local banks to obtain a pre-approval for a mortgage even before the house hunting starts. Although the pre-approval is not a final loan commitment, the pre-approval letter will demonstrate your financial strength and ability to go through with the purchase when you are ready to make an offer.

Your agent can provide detailed information on almost any property currently listed for sale. This includes **Juniper Realty & Associates** listings as well as all other real estate broker listings on the Multiple Listing Service. In addition, your agent can also provide information on homes that you see advertised for sale in the newspaper or online. This also includes information on properties that are advertised "For Sale by Owner."

Your **Juniper Realty & Associates** agent is the only resource you will need.

In addition, during this initial phase of your home search, you may wish to begin the process of selecting a local Real Estate attorney to represent you once you have an accepted offer on a home. If needed, your agent can provide you with a list of local attorneys that specialize in real estate.

The Next Step...you have found a home and ready to make an offer!

The initial step will be to instruct your agent to make an offer. The paperwork process can vary between regions. Please check with your agent to determine the regional differences, as some areas use Offer to Purchase Forms and others use Fill-in-the-Blank Contracts for Sale.

Typically, you will provide your agent with the following information for them to relay to the seller's associate regarding the paperwork required in their marketplace:

- The amount you are willing to pay
- Mortgage amount
- Closing and occupancy dates
- Contingencies, such as obtaining a mortgage, building inspections, and pest inspections to include where appropriate (but not limited to): termite, pest, radon, water, well, lead, septic, oil tank, etc.

Any personal property specifically included or excluded If the offer is not acceptable to the seller, further negotiations may be necessary to reach terms agreeable to both buyer and seller. Because counter-offers are common (any change in the offer is considered a counter-offer) it is important that you remain in close contact with your **Juniper Realty & Associates** agent during the negotiation process so that proposed changes can be reviewed and responded to quickly.

You have an Acceptable Offer!

When writing the Contract to Purchase, down payments required, building inspection contingency dates, etc., will be discussed, please consult with your agent so that they can inform you of the immediate action steps. Timing is critical at this stage!

Between the Contract and the Closing

From moving companies and new community information, to home improvement services we are here to help you every step of the way.

What you should expect at the Closing

The closing is a formal process where all parties sign all of the necessary paperwork needed to complete the transaction Title. The property is transferred from the Seller to you. The Seller will receive payment for the home, and you will receive the house keys!

From the amount credited to the Seller, the title representative subtracts the funds to pay off the existing mortgage and other transactions costs. Deeds, loan papers, and other documents are prepared, signed, and ultimately filed with local property record office. Please bring a current license or ID to the closing.

Review the list below and find out how your **Juniper Realty & Associates** agent will help you conduct a home search, negotiate, and close on a new home.

Your **Juniper Realty & Associates** agent will help you with the process of buying a home while representing your best interests throughout the purchase process.

Use the home buyer checklist below to prevent errors and to stay on track:

- First step, obtain a pre-approved for a mortgage, look into credit report, FICO score, type of mortgage, shop for best rates, and programs. Determine your wants and needs: style of home, size, price, location
- Check out the neighborhoods, schools, crime rate, traffic, zoning, and work commutes
- Rely on your agent's expertise and resources.
- Check the Web for helpful information.
- Do your research and evaluate each property of interest.
- Visit the town or city hall to learn of any zoning changes, liens, easements, or other restrictions.
- Be informed and your agent will prepare your offer and apply his/her trained negotiating skills during the buying process
- Get your agent to prepare a property value study. Ask the Seller's agent if there are any other offers and ascertain his motivation for selling, deadlines, etc.
- Hire a certified inspector to conduct a home inspection and any other specific inspections
- In order to prevent surprises and disappointments after you move into your new home, use the inspection period written into your contract to fullest advantage by hiring a licensed home inspector to thoroughly examine the home you want to buy.
- Be aware of the final negotiating factors that may benefit you in the purchase of the home.
- Use the inspection report to re-negotiate, if necessary.
- To prevent any surprises after the fact, your agent will schedule a walk-through of the property before the actual closing (usually an hour or two before). Together, you and your agent will re-examine the home to (1) see that requested repairs have been made,(2) to determine if there are any changes or new damage since the home inspection, and (3) see that all of the seller's belongings have been removed from the premises as agreed. Make sure seller brings keys and any garage door openers to closing. Once your walk-through is completed, you can sit at the closing table with less worry knowing that your home is ready and waiting for you. Contact all utility companies for a change of name as soon as your closing is complete.

You many find that you need to add some steps, based on your special situation, to create a customized home buying checklist for yourself. However, this should serve as a helpful guide as you start on the road to purchasing your dream home.