

Jeanette's

# 7 Steps to Buying a Home

**You, your real estate broker and your lender are the team that will work together to get you into your new home.**

**Pick a qualified real estate broker.** Find a qualified professional whom you like, and who you are confident will help find the home you want. I am happy to meet with you to talk about the home buying process and how we can work together.

**Meet with a lender and get pre-approved for your loan.** Give a copy of the pre-approval letter to your broker. If you are a cash buyer, you will need to provide proof of funds. If you plan to sell your current home and use those proceeds to buy your next home, set up a home equity line of credit or investigate a bridge loan. You may need temporary funds if you find the home you want to buy before yours sells. Talk to your lender now and get a plan in place. Need a lender? Call me, I will be happy to provide you with several referrals.

**Decide what is most important to you in the home you will buy.** Share this with your broker. When your broker finds the home, be ready to buy it!

**Look at homes with your real estate broker.** Your broker can also provide you with the addresses of homes to preview by driving by on your own. If you like to use the Internet, you can go on-line and preview homes. These techniques can save you time and expedite your search. If you are in a competitive price category, or you are looking for a hard-to-find property be prepared to make time in your schedule on short notice. This will allow your broker to show you a new listing as soon as it is available - and often before it is on the market!

**Write a contract.** Prepare to write a great contract by reviewing the Contract to Buy and Sell Residential Real Estate now. Your broker can provide you with the standard Colorado contract. Note any questions you may have and ask your broker. When the time comes to make an offer, she will help you complete your contract based on your goals. She will provide you with the information you need to negotiate successfully. She will also present your contract to the seller's broker. Keep your long term goals in mind, and the reasons that you are moving. Consider how you want to take title, the price you will offer, the terms of your financing, property inclusions, when you want to take possession of the home, and any special considerations that are important to you.

**Close on the home.** During the contract process you will review the title work, have the home inspected, and attain final loan commitment from your lender. Your broker and your lender will work together to get you to closing on time and with no surprises. They are your team.

### **Move in and enjoy!**

If you have any questions about this process, or are interested in buying or selling a home, please call me. I would be pleased to meet with you at no charge to talk about buying a home!