



THE HOME BUYING PROCESS

01. FIND A REALTOR

Why? They answer your questions, represent your best interest vs. the sellers and it's FREE for you.

02. PRE-APPROVAL

Meet with a lender to determine the max loan amount you are approved for. Prelim documents required: W-2s, pay stub, bank statements & tax returns

03. FIND A HOME

Communicate your wants and needs to your realtor, so that they can show you homes that fit your current needs.

04. MAKE AN OFFER

Your Realtor will negotiate on your behalf to get your offer accepted.

05. OPEN ESCROW

Your lender will work on getting your loan approved, while your Realtor takes care of the rest. Prepare to read & sign many documents.

06. INSPECTION

Home inspection will be conducted by a professional home inspector. You will receive a list of repairs that may or may not need to be addressed.

07. APPRAISAL

Professional home appraiser will determine the value of the home. This is important, as it can potentially affect your loan.

08. REQUEST FOR REPAIRS

Inspection may reveal repairs that incur more costs. You will have an opportunity to request that the seller either makes these repairs or covers the cost.

09. CONTINGENCY REMOVAL

All contingencies for this sale will be removed. Loan approval will be one of these contingencies, confirming that you are ready to close.

10. FINAL WALK-THROUGH

Walk through the property with your Realtor to ensure that it is in the same condition and repairs have been made

11. CLOSE OF ESCROW

You are officially a NEW homeowner and your Realtor will deliver you your keys!



WHAT IS ESCROW?

Escrow is a set time during the home buying process where an impartial 3rd party (escrow company) conducts the exchange of payment for property, in order to finalize the transaction

The Escrow Period is typically around 30 days from acceptance of offer to close of escrow.

THE ESCROW TIMELINE

- ✓ **Day 1**
Schedule property inspections (home and termite).
- ✓ **Day 1-3**
Initial deposit is to be paid to escrow company.
- ✓ **Day 10**
Review inspection, submit your request for repairs, and submit signed disclosures.
- ✓ **Day 17**
All contingencies are to be removed (except loan).
- ✓ **Day 21**
Loan contingency is to be removed and meet with escrow to sign documents.
- ✓ **Day 25-27**
Buyer's closing funds are delivered to escrow.
- ✓ **Day 28**
Buyer's final walk through of the property.
- ✓ **Day 29**
Lender delivers the funds for the loan to escrow.
- ✓ **Day 30**
Escrow closes, title is recorded and keys are delivered.



KEY TERMS

01. Appraisal

Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

02. Assessed value

Value placed upon property for property tax purposes by the Tax Collector.

03. Closing Cost

Expenses incidental to a sale of real estate, such as loan fees, appraisal fees, title insurance and escrow fees.

04. Closing statement

The statement which lists the financial settlement between Buyer and Seller, and the costs each must pay.

05. Contingency

Certain criteria that have to be met in order to finalize the sale.

06. Conventional mortgage

A mortgage or Deed of Trust not obtained under a government insured program such as FHA or VA.

07. Credit

Money given to a buyer from a seller through escrow at closing.

08. Escrow

A neutral third party that handles the transfer of any money during the sale of a home from initial deposit to final funding and closing.

09. Earnest money deposit

Buyers in California usually deposit 3% of the purchase price to show that the buyer is serious about purchasing the home. It is usually refundable in the event a contingency in the sales contract cannot be met.

10. Fixed rate mortgage

A loan on which the interest rate and monthly payment do not change.

11. Home warranty

A policy that covers certain repairs (e.g. plumbing/heating) of a newly purchased home for a period of time, typically one-year.

12. Preliminary title report

A report showing the condition of title before a sale or loan transaction. After completion of the transaction, a new title insurance policy will be issued.

13. Title insurance

Insurance to protect the buyer and lender against losses arising from disputes over the ownership of a property.

14. Recording fees

Money paid to the lender for recording a home sale with the local authorities, thereby making it part of the public records.

WHAT DO YOU NEED FOR YOUR FIRST PLACE?



ENTRY

- WELCOME MAT
- AREA RUG
- HOOKS OR HANGERS FOR COATS, ETC.

LIVING ROOM

- COUCH AND CHAIRS
- COFFEE TABLE
- BOOKSHELVES
- TV Stand
- THROW PILLOWS
- THROW BLANKET
- ARTWORK
- LAMPS

BATHROOM

- Shower Curtain
- Shower Curtain Rings
- Bath Mat
- Trashcan
- Towels
- TV Stand
- Throw Pillows
- Throw Blanket
- Artwork
- Lamps

KITCHEN

- Food Staples
- Spices
- Baking Ingredients
- Silverware
- Silverware Organizer

KITCHEN (CONT.)

- Dishes
- Plates
- Bowls
- Mugs
- Glasses
- Serving Ware
- Trashcan
- Pots and Pans
- Spatula
- Ladle
- Whisk
- Measuring Cups
- Measuring Spoons
- Bottle Opener
- Corkscrew
- Ice Cream Scoop
- Dish Towels
- Drying Rack
- Food Storage Containers
- Aluminum Foil
- Cling Wrap
- Zip Top Bags
- Cutting Board
- Ice Cube Trays
- Can Opener
- Colander
- Trivets or Hot Pads
- Table and Chairs
- Table and Cloth
- Napkin

