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Home Buying Process:

1. Select a Real Estate Agent:
 - work with experienced, knowledgeable agent.
 - be able to communicate openly with the agent.**
 - choose an agent who knows the market and the inventory of homes on the market.
2. Obtain Financing Pre-approval:
 - work with a reputable company known for getting deals closed on time.
 - lender will run a credit check and need following documents
 - 1 month pay stubs, 2 years tax returns, 3 months bank statements.
 - lender's will advice of appropriate steps and options for obtaining a loan
 - a seller will not accept of an offer without a pre-approval.
 - You do NOT need to have 20% down to buy a home.**
3. Analyze your needs in a Buyer Consultation:
 - Write out a list of wants, needs, must haves, and don't wants at all.
 - Discuss locations
 - Keep open minded and trust your agent to make suggestions**
 - Based on lenders recommendation determine price point.
4. Select properties:
 - Look on line to pre-view properties.
 - Drive through neighborhoods of interest.
 - Attend open houses
 - Be sure to let your agent know if you see something of interest. They will be able to provide list of others that are similar.**
5. Begin looking at homes:
 - Don't overdo the first time out. Stick to 5-6 homes at a time unless relocation and have limit time to look.
 - Don't become frustrated. So buyers need only look at 3 houses and find the perfect one, others may need to see 30.
 - There is no perfect home. Regardless of price point the likelihood you will find the perfect home is about 1%. Stay open minded and way the pluses and minuses.**

6. Write on offer:

- All offers must be submitted on a contract which the agent will fill out and discuss with you.
- Key points to every offer include, buyers and sellers names, address of property, what is included in property such as appliances, drapes, etc. offer price, financing terms, earnest money offered, closing date, inspection contingencies, title contingency, special provisions plus much more.

7. Negotiate Terms:

- Your agent will relay your offer to the listing agent or sellers directly. The sellers have the option of counter-offering on terms that you have set out in your original offer, accept offer or decline your offer.**
- A set amount of days for response or acceptance of offer is stipulated in contract to ensure the sellers will not sit on an offer.

8. Accept contract:

- An offer becomes a legally binding contract once all parties mutually agree to terms.**
- At this point earnest money will be deposited, you cannot walk away without just cause.

9. Removing Contingencies:

- As mentioned earlier, there are 3 contingencies, financing, inspections, clear title.
- It is your obligation to provide lender with all documentation they ask for in a timely manner.
- The listing agent will order a title report to ensure there are no legal loopholes to resolve.
- Upon discussing with your agent you will decide when and who will perform your mechanical, termite and any additional inspections.**
- The lender will order an appraisal, and survey of home. They will ask you to provide an insurance company for Home Owners.
- After inspection you and your agent will discuss and resolve any repairs that may need to be done to home. Sellers have option to do work, refuse, or re-negotiate offer.
- Agents will work to ensure any obligations on Title Search are resolved.

10. Closing:

- Once all contingencies are met we move on to closing. You will need to have appropriate funds for closing, scheduled time to sign all closing papers, and movers ready.
- **Take Possession of the home.**