

# Buying



**YOUR GUIDE TO A SUCCESSFUL  
HOME PURCHASE**

**SHE SELLS SCOTTSDALE**

# Buying Process

**1**

**BUYER'S  
CONSULTATION**

**4**

**DEVELOP A  
PRICING  
STRATEGY**

**2**

**LOAN  
PRE-APPROVAL**

**5**

**WRITING &  
NEGOTIATING AN  
OFFER**

**3**

**SEARCHING FOR A  
HOME**

**6**

**MANAGING THE  
TRANSACTION  
THROUGH CLOSING**





## LOAN PRE-APPROVAL

# *Securing*

## A PRE-APPROVAL FOR YOUR HOME LOAN

### HOW MUCH CAN YOU AFFORD?

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I want to ensure you buy a home at a price point that is affordable to you. Sacrificing too much of your income to pay the mortgage can make home ownership a burden rather than a point of pride. A lender will assist you in finding the right budget.

### A PRE-APPROVAL MUST ACCOMPANY YOUR OFFER

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Once you're successfully pre-approved for a mortgage with a lender, you will receive a Pre-Approval form that we will attach when we submit an offer, This demonstrates you are indeed a serious and capable buyer.



## LOAN PRE-APPROVAL

# WHAT TYPE OF LOAN IS BEST?

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Just like any major purchase, it is usually worthwhile to shop around for the best deal.

There are also many variables to consider to figure out what loan program would be best suited for your needs.

A local mortgage professional will offer you guidance in weighing the many different options. Your income, job history, credit rating and debt-to-income ratio can determine which programs are available to you.

I will offer to arrange a pre-approval meeting with an experienced mortgage consultant if you'd like assistance getting started.







## SEARCHING FOR A HOME

As we begin our search, we'll utilize a variety of resources to find the home that best suits your needs.

We'll compile a list of homes you'd like to tour based on needs, wants, and any other specific criteria outlined in our consultation.

We'll tour the homes, comparing and contrasting what you liked and didn't. We're looking to find the "best home" for your needs. By taking the time to think about what you really need in a home - shopping for the right home is made a lot more simple.







## DEVELOP A PRICING STRATEGY

I'll analyze values of properties comparable to the home you'd like to purchase.

I'll also gather background information on the desired property such as – how long it has been on the market, pricing changes, or if it has gone through a previous listing period.

Using this information, I can assist you in determining a realistic, *yet attractive* offer price to entice the sellers.



**LOCATION**

**MARKET**

**AGE**

**CONDITION**

**IMPROVEMENTS**

# 5

## WRITING & NEGOTIATING AN OFFER

### WRITING AN OFFER: FACTORS TO CONSIDER

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- Purchase price
- Included & excluded items
- Earnest money
- Financing method
- Possession
- Seller disclosures
- Appraisal condition
- Financing condition
- Home warranty
- Due diligence deadline
- Finance & appraising deadline
- Closing deadline
- Response to offer deadline



## WRITING & NEGOTIATING AN OFFER

# PRESENTING AND NEGOTIATING

In most cases, a seller will not accept your initial offer outright. Typically a counter offer can include modifications to the purchase price, closing date, possession date and inclusions. Be prepared for negotiations to go back and forth until both parties agree to the terms. Additionally, in certain market conditions, you might also have to compete with other interested buyers.

As a buyer, you will be in a better negotiating position if:

### ONE

You are not selling a home at the same time.

### TWO

You have been pre-approved for a mortgage.

### THREE

Your offer isn't loaded with other contingencies.





## MANAGING THE TRANSACTION THROUGH CLOSING

# THE INSPECTION PROCESS

Once our offer is accepted and the transaction is officially in contract, the contingency period begins. A home inspection is an all-encompassing examination of the condition of the home, and is an instrumental step of the process.

<input type="checkbox"/>	<i>Appliances</i>	<input type="checkbox"/>	<i>Heating</i>	<input type="checkbox"/>	<i>Roof &amp; Attic</i>
<input type="checkbox"/>	<i>Plumbing</i>	<input type="checkbox"/>	<i>A/C</i>	<input type="checkbox"/>	<i>Foundation</i>
<input type="checkbox"/>	<i>Electrical</i>	<input type="checkbox"/>	<i>Ventilation</i>	<input type="checkbox"/>	<i>Structure</i>

# 6

## MANAGING THE TRANSACTION THROUGH CLOSING

# APPRAISAL

An appraisal is an estimate of the value of a property made by a qualified professional. Although the primary goal is to justify the lender's investment, the appraisal can also protect you from overpaying.

Your lender will typically hire the appraiser and charge you a fee for the service at the closing.





# 6

## MANAGING THE TRANSACTION THROUGH CLOSING

### CLEARING THE TITLE

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Title is the right to own, possess, use, control and dispose of property. When purchasing a home, you are actually buying the seller's title to the home.

Before the closing, a title search will be conducted for any problems that might prevent you from a clear title to the home.

You will also want to determine how you wish to hold title to the property - especially if you're buying with a spouse, a partner, family member, or colleague.





# 6

## MANAGING THE TRANSACTION THROUGH CLOSING

### FINAL WALKTHROUGH

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Together, we'll complete a final walkthrough to confirm the condition of the home prior to closing. We'll ensure any necessary repairs have been completed and the home is in the same condition you expected it to be.





## MANAGING THE TRANSACTION THROUGH CLOSING

# Closing

## THE FINAL STEP

Closing is the legal transfer of ownership of the home from seller to buyer.

This is a formal meeting where the following parties will generally be present:

- Closing officer
- Attorney(s) representing you or the seller
- Home seller & seller's real estate agent
- Home buyer & buyer's real estate agent
- Lender
- Title company representative, who provides written evidence of the ownership of the home

Your closing officer will coordinate the signing of documents and disbursement of funds, and you'll be given the keys to your new home!



# Buy

## WITH CONFIDENCE

every step of the way

Finding you the right home  
Advocating on your behalf  
Avoiding paperwork & contract headaches  
Pricing expertise  
Skilled negotiation

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SELLS SCOTTSDALE