

Your complete guide to the **HOMEBUYING PROCESS**



presented by:

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SERVICES

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Integrity

Service

Honesty

Excellence

YOU'RE ABOUT TO EMBARK...

on the journey of

HOME OWNERSHIP

dear prospective buyer,

Thank you so much for reading what is the product of hundreds of phone calls, emails, and transactions. I've made it my goal to become a master of the ever changing home-buying process. Although there is always much more to be learned, my goal is to create an enjoyable and exciting home buying process that minimizes frustration and disappointment.

I've thought through the most frequent buyer questions I have encountered in my career and provided answers to them in this guide. My hope is that this guide brings you confidence and direction to help you move forward on what is, for most people, the biggest financial purchase of your life!

I always appreciate feedback, comments, and further questions. I'm in the business of helping people and I LOVE IT-- so please don't hesitate to reach out. After you read this guide I know you will feel better equipped, more knowledgeable, and ready to take the next steps in your home buying adventure!!

Wishing you success and happiness,

THANKS

Ben Fuller

SO YOU DECIDED

you want to buy a house

Congratulations!!! You are about to embark on one of the most exciting roller coasters of your life. Though the home buying process can have it's highs and lows and can be one of the most stressful events in your life- I believe, the home buying process should also be a time of anticipation and excitement concluding in the fulfillment of one of your biggest life goals and accomplishments.

As a licensed Indiana Broker/Realtor®, I get the opportunity to partner with buyers on this adventure on a daily basis. As a result, I have encountered 100s of things that can go wrong. This guide can't tackle every issue that can go wrong in the purchase of a home, but I believe it will set you on the right path toward the realization of your home purchasing dream!

I have made it my life's work to make this process as FUN and ENJOYABLE as possible. With my proven systems, I have the ability to solve problems before they even become problems, which allows you - the homebuyer - to have the best experience with the least amount of hassle. Are you ready for the wild ride of homeownership?

DEFINE GOALS & *objectives*

The first step to beginning this process is to decide your WHY. What is it that you are hoping to accomplish by buying a home? Is it because you're tired of paying your jerk landlord too much money every month? Or maybe you're ready to own a real piece of the pie and live the American dream? Maybe you're ready to create a sanctuary where you can raise children and get more dogs (because getting more dogs is always the right answer). Get crystal clear on your why, and you'll always have an inspiration to move forward.



when in doubt

WRITE IT OUT

I've personally found it easiest to reflect on my 'WHY' when I use statements like the ones below. Take some time and ask yourself these questions to help you get crystal clear on your vision for home ownership.

i want to buy a house because...



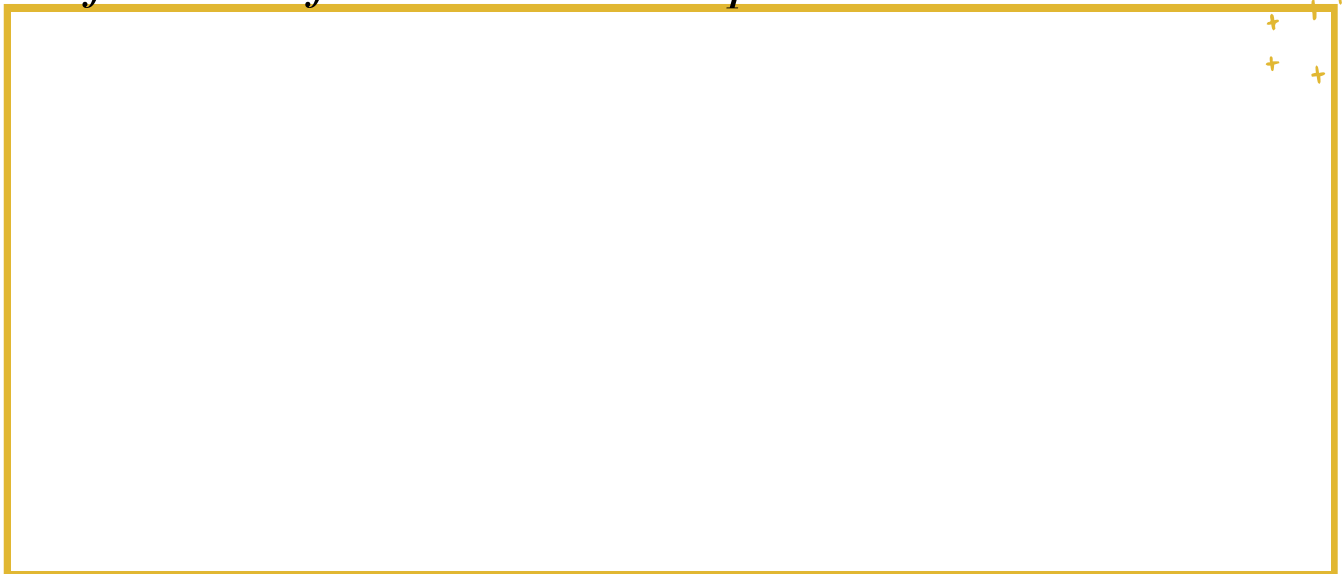
owning a house would make me feel...




NOW, FOR THE FUN PART

Now that we've got the WHY, here comes the fun part!! The part where you close your eyes, imagine your beautiful home. What features does it have? What are the must have features of the home in your mind? Does it have to have open spaces great for entertaining? Is a large lawn w/ privacy a must, or maybe less lawn and less maintenance are more your thing? Go ahead, figure out what matters to you and put pen to paper.

the features of the home most important to me are...



it's important for my house to be...



THE TIMELINE

what you should expect & when

1

initial consultation

Discuss your goals and how we can help you achieve them.

2

mortgage preapproval

This will give you an essential tool you need to make an offer once you find the right home. Just reach out if you need a lender referral!!

3

instant home alerts through your Portal"

You will be set-up with a custom home search specific to your needs that will provide you with email alerts the moment a new home hits the market.

4

showings

Working around your schedule, we will make appointments at the homes you have chosen to see.

5

drafting an offer

Discuss the terms of your offer and compile them into a contract.

6

the negotiation

I will fight for every penny as though it was my own money.

7

managing the details

We manage all the details necessary to get you to keys.

8

closing

You will receive keys and become the owner of your new home, yay!

9

after closing

We pride ourselves on maintaining life-long relationships with our clients and continuing to add value.

04 ALL ABOUT ESCROW

Escrow is actually a person, place, and thing in real estate. It's the neutral 3rd party that takes paperwork from all sides, handles the process of delivering funds to the appropriate parties, and works with a title company to ensure the deed is recorded in the buyer's name. Escrow can take anywhere from 20-45 days, depending on how quickly everyone can work together. Below you will find an example timeline of a 30 day escrow. Please know, nothing is ever set in stone in escrow - it's a fluid timeline.

01

open escrow

Pop some champagne! You're buying a home!

03

earnest money due

EMD is due within 3 days of opening escrow. This is your 'good faith' deposit. Typically this is in the form of a personal check and I will deliver to the listing brokerage to be held in escrow until closing. EMD is applied toward your down payment and/or closing costs.

14

physical inspection period ends

You have 14 days (this varies depending on contract. Typical timeframe between 7-15 days) to conduct inspections looking for any unknown major defects/costly or concerning items. Following the inspection we will discuss the findings together and draft up an inspection response to the seller(s) regarding your desires for how the inspection items should be addressed. This is another negotiating period back and forth between seller and you until we reach an agreement between parties.

21

loan contingency period ends

Your lender has 21 days to collect documentation and decide if you are fully approved or not.

25

final walkthrough

The day of closing, we will walk through the property to ensure all requested repairs are done, and to make sure the property is in the same condition as it was when you went under contract.

30

closing

You will receive keys and become the owner of your new home.

****Don't forget to bring your state approved photo ID to closing!****

5 *how much does a home*

ACTUALLY COST?

earnest money deposit

DUE 3 DAYS AFTER CONTRACT ACCEPTANCE

Typically the EMD amount is determined based on the purchase price in our market. It's common for 1-2% of the purchase price. It can be delivered by wire (usually there's a \$20-30 fee included), cashier's check or personal check. This will become part of your downpayment and is not an additional fee.

down payment

DUE AT CLOSE OF ESCROW

The amount you will need for a downpayment is determined by the type of loan you qualify for. FHA is a minimum of 3.5% whereas conventional loans can range anywhere from 3 - 20%. Ask your preferred lender for options available.

home inspection

DUE AT TIME OF INSPECTION

We always recommend hiring a home inspector, as you never truly know the real condition of the home from just the outside. The cost ranges from inspector and details such as size of home, age, and location of home. We typically see \$300 - 600, payable by cash, check, or card. This is an additional fee.

appraisal

TYPICALLY DUE PRIOR TO CLOSING

Like home inspections, appraisals also range on the appraisers and size of the home. They are hired by the lender to ensure that the property is worth what they are lending to the borrower, they range from \$300 - \$600.

closing costs

DUE AT CLOSE OF ESCROW

Closing costs are the fees included for escrow, title and lender services. They range from 2.5 - 3.5% of purchase price. We go into detail on the next page as to what those fees entail.

IMPORTANT

You will pay for a home inspection report and an appraisal report (if financing) which is nonrefundable (approximately \$1,000), even if you do not end up buying the home.

what are

CLOSING COSTS?

Closing costs are the lender third-party fees paid at the close of a real estate transaction due at the close of escrow (hint the name). The buyer closing costs usually total 2% - 5% of the final sale price which may include but not limited to:

escrow fees

paid to the escrow firm for their services

lender fees

this can include everything from underwriting to loan discount points, which can be purchased to lower your interest rate.

homeowners insurance

required by most lenders, you will typically pay your premium for one year.

private mortgage insurance

typically required if your down payment is less than 20%

title insurance

a one-time fee, required to protect you in case the seller doesn't have full deed to the property

property taxes

you will typically pay six months of county property taxes

recording fees

paid to the city or county to record your deed in public records

home appraisal fees

only paid at closing if not paid for in advance

homeowners association HOA dues

if your home has a homeowner's association, you will possible be charged a transfer fee and a pro-rated amount due for the rest of the HOA pay period.

**please check with your lender for the full scope of what your actual closing costs will be.*

7 AFTER ESCROW

checklist

So you got the keys to your amazing new home... Congratulations! Time to move allll the boxes, and start the amazing experience of homeownership. You've got a lot on your plate, so we want to highlight some important tasks that are necessary for a smooth, comfortable transition.

change over utilities

Although this is on the 'After escrow checklist', we best recommend that you contact utilities a week before closing and set them to be switched over to you day of closing. Keep in mind internet often takes over a week to get scheduled/on the books.

- GAS
- ELECTRIC
- INTERNET
- WATER
- TRASH

update change of address at post office

This can either be done at the local post office, or by visiting the link: www.moversguide.usps.com. Can be done in advance of closing.

line up help moving

If you want to hire movers, Uhaul (www.uhaul.com/MovingHelp/) has a great search portal for locally trusted and reviewed movers. It also allows to to easily compare pricing and see mover availability.

speaking of moving day...

One thing we like to do for our buyers to help make moving day just a bit easier is to provide pizza to you and your friends and family you roped into helping you move. The day of closing we will email you a link to your pizza order form. Just be sure to fill out the form letting us know where, when, how much, and what toppings you need and we will handle the rest!

send introduction letter to your neighbors

It's always good to know and befriend your neighbors, as good ones always look out for each other!