



# Buying STEP BY STEP

Consultation

Pre-Qualifying

Home Search

Making  
an Offer

Home  
Inspections

Final  
Walk Through

Appraisal  
& Title Search

Closing



# 1. CONSULTATION

This is an in-person or virtual meeting between you, the client, and me, the Real Estate Agent. It is an opportunity for us to get to know each other and to ensure that we are a good fit for business. Consultations typically last 45 minutes to 75 minutes. You'll leave with a lot of useful information and a good understanding of the buying process.

## *Questions to ask*

### 1. WHEN DO I START THE PROCESS

When you feel ready! Don't rush into the process if you don't have to. Once we talk through the process, you can make an informed decision and we will work as fast or slow as you want/need to.

### 2. WHO DO I TALK TO FIRST?

Start with your Realtor®. The consultation will give you a good understanding of the entire process.

### 3. WHAT DOES MY CREDIT SCORE NEED TO BE?

Lenders can loan with a Credit Score as low as 560. There are many factors that determine the qualification beyond just a credit score. Debt to income ratio is a major player!

### 4. WHAT UPFRONT COSTS WILL I HAVE?

Earnest Money Deposit, Inspections, Appraisal, are all upfront costs. There are closing costs and down payment costs that will be needed for the act of sale. (closing)

### 5. DO YOU WORK FULL-TIME OR PART-TIME AS AN AGENT?

Our team of agents are all Full-Time Agents and as a team, we take pride in our ability to serve our clients at their convenience.

### 6. WHAT PROFESSIONAL CONTACTS DO YOU HAVE?

The list is endless! From mortgage lenders, appraisers, inspectors, real estate lawyers, general contractors, moving companies, estate planners, etc. We have several resources for all of your home buying needs.

### 7. HOW WILL YOU SEARCH FOR MY HOUSE?

We setup a real-time search for you that instantly lets us know when a home matches your needs. We also connect with local agents and get your wishlist out there for properties that may be coming to the market.

### 8. HOW MUCH DO I OFFER ONCE I FIND THE HOUSE I WANT TO BUY?

An offer that is too low may not even be looked at by the seller. You don't want to make an offer too high and risk overpaying. We will use real time data to determine a fair offer price!

### 9. HOW DO I COMPETE WITH OTHER OFFERS?

We connect with the listing agent to determine seller needs, have multiple offer workarounds to get your offer noticed, have the lender connect with the listing agent to let the seller know that you are serious, etc.

### 10. HOW LONG UNTIL I GET THE KEYS TO MY NEW HOME?

The Act of Sale (Closing) is when you get the keys to your home. This is typically 30 to 45 days from acceptance of the offer.

## 2. PRE-QUALIFYING

### WHAT:

This is a quick, necessary process that helps narrow down and determine how much you can afford! It is important to consider what you are comfortable spending monthly on your mortgage note, and not solely rely on, the overall approval amount.

### WHO:

If you aren't already working with a lender, you will find two reliable, trusted and recommended local lenders below.



**SUMMIT  
FUNDING,  
INC**

*Debra Macaluso*  
(985) 302 - 1902

<http://www.summitfunding.net/dmacaluso>



**DRAPER &  
KRAMER  
MORTGAGE  
CORP.**

*Suzy Ortiz*  
(504) 236-6679

<https://dkmortgage.com/ortiz/contact.php>



**Amres  
Corporation**

*Tim Pillsbury*  
(985) 777 - 2837

<https://www.nolalender.com>



### WHAT:

#### GET ORGANIZED

A lender will need information from you in order to get you pre-approved for a mortgage loan. Here are few things to have ready for them:

- W-2 forms from the past two years
- Pay stubs from the past 30 days
- Tax returns from the past two years
- Proof of other sources of income
- Recent bank statements
- Details on long-term debts such as car or student loans
- Photo Identification (Driver's License/ID) and Social Security number

\*If you're self-employed, you may have to provide proof of your financial stability, including reasonable credit score, profit & loss statement, Year-to-date revenue, and possibly providing business tax returns.

## Buyer Mistakes

### HOME SHOPPING BEFORE GETTING PRE-APPROVED

A pre-approval can make your bid more competitive and show sellers that you can back up your offer.

### EMPTYING YOUR SAVINGS

Save enough money for the possibility of a down payment, closing costs and moving expenses.

### CHOOSING THE WRONG LENDER

Apply with multiple lenders. Mortgage applications made within a 30-day window will count as one credit inquiry.

### PURCHASING BIG TICKET ITEMS BEFORE CLOSING

It's important to keep accounts current, not incur any more debt, and wait until after closing to make any purchases for your new home.

### 3. HOME SEARCH: FINDING "THE ONE"

I will tailor listings based on your criteria. Then you will start saving homes that you want to set up a private tour for.

Most buyers look at approximately 6 properties and are then ready to make an offer. At that time, if you have not found a home you are looking for - it's HIGHLY recommended that we sit down and review your criteria to make sure that we are still looking for the right house! It is important to prioritize the features that can't be changed. You can always get new carpet or add a fresh coat of paint, but things like lot size, location, and number of bedrooms can't be changed. Your home search can take as little as one day or as long as you need!

Once you find one you love... it's time to determine the market value of that property. I will compare that home to others that have sold in the same area and from there we will determine the value for the home!



### 4. MAKING AN OFFER

When you are ready to write an offer, I will walk you through the contract. It is important to write a fair offer or you run the risk of the seller not responding or even losing the property to another buyer making an offer.

Terms of the offer and items of negotiation include, but are not limited to:

- Price
- Date of Closing
- Earnest Money Deposit
- Negotiated Items (Ex: appliances)
- Due Diligence Period
- Loan Terms
- Seller Concessions (Ex: closing costs)
- Specified Needs (Ex: flood ins. assumption, survey)
- Deadline to respond to offer
- Home Warranty

# 5. INSPECTIONS

## WHAT:

Home inspections can uncover necessary, major home repairs that can be potentially hazardous and/or expensive. We encourage you to contact an inspector right away to schedule the 1st available general home inspection. Many lenders require the home to be inspected prior to approving the loan, but most importantly it brings awareness and peace of mind to you! In addition to a general home inspection, you may opt for a sewer scope, wood destroying pest inspection, etc. You, as the buyer are responsible for the fees associated with home inspections, but will receive an in depth report on the construction of your prospective home. Home Inspections typically range from \$350 - \$600.

## WHEN:

The immediate step after your offer is accepted is to schedule inspections. You will have an agreed upon number of days to complete this inspection after the offer is accepted. Inspections such as overall home inspections, termite inspections, and video plumbing inspections are all encouraged, but not required. At a minimum we highly recommend a home inspection.

## WHAT HAPPENS AFTER THE INSPECTION?:

The home inspection report will have lists of items to be considered defective or needing to be investigated further before continuing forward with the purchase. You will discuss these items with me, your agent, and then I will negotiate your requests with the seller's agent. The seller may agree to all, some, or none of your requests, but on your behalf, I will work towards getting the more important deficiencies addressed and fixed.

The seller will have until 5 days before closing to complete the agreed upon repairs.

Your due diligence period is the perfect time to conduct research about the neighborhood, schools, crime statistics and whatever else may be important to you. Additionally, it is recommended that you seek affordable Homeowners Insurance at this time.

# HOME INSPECTORS



20/20 Home Inspections

(504) 439-1285

HDMK

(888) 401-4365

Acutec Home Inspections

(985) 290-8993

1 Home Inspections

(985) 373-1641

Top to Bottom Home Inspections

(985) 718-2789

### HOME INSPECTION

An examination of the condition of a real estate property. A home inspector assesses the condition of a property, including its heating / cooling systems, plumbing, electrical work, water and sewage, as well as some fire and safety issues.

### DUE DILIGENCE PERIOD

The time period negotiated on the contract between the buyer and seller that provides the buyer with the opportunity to have the property inspected. This allows the buyer assess the home and decide upon moving forward with the transaction.

### PROPERTY INSPECTION RESPONSE

A formal response initiated by the buyer in request of repairs from the seller.

### RE-INSPECTION

Post repair completion the buyer may elect to pay a re-inspection fee to insure that repairs were completed as requested.



## 6. APPRAISAL, TITLE SEARCH & CLEAR TO CLOSE

Before closing, a title search is done to ensure there are no liens, or problems that might prevent a clean title for you to close on the home.

An appraisal, is an estimate of the property value. The approval is not only to justify the lender's investment, but to help keep the buyer from overpaying on a property and to ensure that the home meets the condition of your loan type. Your lender will typically hire an appraiser and include the fee in the closing costs.

If the home is not worth the amount offered, a re-negotiation may take place before moving forward.

Once all of the conditions have been met, your loan will be clear to close! The 'final commitment lender's letter' approves your home loan! You will receive a Final Closing Disclosure outlining loan terms to your mortgage agreement. Your Final Closing Disclosure will include your annual percentage rate, monthly fees, and repayment info for the loan. You will need to review this document for accuracy.

## Title Companies



Bayou Title  
1373 Lakewood Drive Unit: 300  
Slidell, LA 70458

985-646-0166 phone  
985-646-0615 fax  
Slidell@Bayoutitle.com



Arena Title  
442 Fremaux Ave  
Slidell, LA 70458

985-607-7630 phone  
consult@ArenaCollective.com



Camellia Title  
2980 Gause Blvd East  
Slidell, LA 70461

985-726-0131  
985-249-2642 (Fax)  
eddie@camelliatitle.com

**Title + Appraisal + Clear to Close = Closing Soon!**

## 7. FINAL WALK THROUGH

A final walk through will be scheduled one to two days prior to closing day.

At this point, we will be going back to the home to check its overall condition, to ensure that the seller has made all of the necessary repairs agreed upon and to make sure that any items promised to remain in the home have not been moved.

# 8. THE CLOSING

The closing process finalizes your home purchase. For the closing itself, we will meet at the title company handling the sale to sign your closing documents.

The process for being under contract to the closing takes from 30 - 45 days, but will surely fly by!

## A FEW THINGS TO BRING

- A valid government issued photo ID
- Cashier's check payable for the total amount due
- Any outstanding documents for the title company or loan officer

## CLOSING COSTS

### Fees typically include:

(typically 3% to 6% of the purchase price)

- Escrow Fees
- Recording fees
- Application and underwriting fees
- Appraisal Fees
- Local Transfer Taxes
- Homeowners Insurance
- Homeowners Association Fees
- Lender Fees



### CLOSING COSTS

ALL SETTLEMENT OR TRANSACTION CHARGES THAT HOME BUYERS NEED TO PAY AT THE CLOSE OF ESCROW WHEN THE PROPERTY IS TRANSFERRED. THESE TYPICALLY INCLUDE LENDER'S FEES AND POINTS OR PREPAID INTEREST, A PRORATED SHARE OF THE PROPERTY TAXES, TRANSFER TAXES, CREDIT CHECK FEES, HOMEOWNERS' AND TITLE INSURANCE PREMIUMS, DEED FILING FEES, REAL ESTATE AGENT COMMISSIONS, INSPECTION AND APPRAISAL FEES, AND ATTORNEYS' FEES.

### ESCROW

THE HOLDING OF FUNDS OR DOCUMENTS BY A NEUTRAL THIRD PARTY PRIOR TO CLOSING YOUR HOME SALE. THIS IS TYPICALLY DONE BY A TITLE COMPANY.

### APPRAISAL

A DETERMINATION OF THE VALUE OF SOMETHING, IN THIS CASE, THE HOUSE YOU PLAN TO BUY. A PROFESSIONAL APPRAISER MAKES AN ESTIMATE BY EXAMINING THE PROPERTY, LOOKING AT THE INITIAL PURCHASE PRICE, AND COMPARING IT WITH RECENT SALES OF SIMILAR PROPERTIES.

### TITLE

OWNERSHIP OF REAL ESTATE OR PERSONAL PROPERTY. WITH REAL ESTATE, TITLE IS EVIDENCED BY A DEED (OR OTHER DOCUMENT) RECORDED IN THE COUNTY LAND RECORDS OFFICE.