

Buying a home

For most of us, it is difficult to know what to expect, or the right questions to ask, when it comes to homeownership. As the process unfolds, a number of overlapping considerations may arise. You might wonder about what you'll find for a new house. Is there a home out there that resembles your wishes, isn't too far from the job, and works with your furniture?

At American Heritage, we appreciate the unique personality of home ~ the place where we walk around in stocking feet and sing off-key. Whether a primary residence, vacation or rental, our dwellings are sanctuaries from the fast pace of life.

When buying a home, it is extremely beneficial to have access to every property available on the market, as well as a full range of related services. Our integrated approach provides everything needed to help you move into your new home smoothly and efficiently. Whatever the scenario, you can rest assured that we have the people and programs in place to make it all come together.

As with selling a home, the process of buying a home can be complex and time consuming. Here are some of the steps you can expect to take during the buying process:

BUYER REPRESENTATION

As a prospective buyer, you now have a choice or representation - an agent can represent you or the seller. By signing a Buyer Agency Agreement, I am legally bound to work in your best interest, including strategies of negotiation and making offers on properties.

For additional information on Buyer Representation:

[Click here –\(Goes to Feedback form\)Stuart](#)

MORTGAGE PRE-QUALIFYING OR PRE-APPROVAL

Prior to searching, it is beneficial to meet with a mortgage consultant and begin the application process.

- *Pre-qualification will provide an understanding of how much you can afford, which will help to determine the price range of homes to review.*
- *Pre-approval not only tells you what you can afford, it makes you more attractive to sellers, allowing you to negotiate from a position of strength.*

HOME SEARCH

From the start, I will compile the characteristics you wish to have in your new home and those to be avoided. All qualifying properties listed by American Heritage and other companies will be researched and made available for your review. After selecting the homes you wish to see in more detail, I will arrange a tour. The search will continue until you find the home of your dreams.

EXTENDING AN OFFER

Once you've selected a home, an offer price will be determined and the negotiation process will begin.

- *If you have signed a Buyer Agency Agreement, I can provide you with a Comprehensive Market Analysis which analyzes sales of similar homes in the area. This will help determine the price of the offer.*
- *Once the seller has accepted an offer and all contracts are signed, it is common to pay a deposit to hold the property until closing.*

INSPECTIONS

Several types of property inspections may be required by you, your financial institution, and the state. I will provide all the necessary details.

CLOSING

When the financing has been arranged, inspections completed, terms of the Purchase and Sales Agreement fulfilled, and home insurance obtained, the closing will take place. I, or a member of my team, will be present at your closing - once it's finished, you'll be ready to move in.

