

## THE TEN STEPS TO BUYING A HOME

There are ten basic steps you can take to help achieve your goals when buying a home.



- Select a buyer's agent to represent your interests.
- Begin your search for a new home before your existing home is under contract.
- Discuss your needs. Make sure your agent fully understands what type of home will best suit you.
- Learn all you can about the neighborhood you would like to live in.
- Become pre-approved with a mortgage lender, as this will make you a more attractive buyer when making an offer.
- Make an offer by submitting your contract, through your Prudential Rubloff agent, to the seller for review.
- Finalize an official contract with your Prudential Rubloff agent. Submit earnest money as required.
- Secure mortgage commitment.
- Make preliminary moving plans with regard to utilities, insurance policies, etc.
- Final inspection and closing.

### What the Written Offer Includes

**Address** or legal description of the property.

**Price** you are offering to pay for the property.

**Terms** such as all cash or subject to your obtaining a mortgage for a given amount.

**Target closing date** when title is transferred.

**Earnest money** accompanying the offer and balance required, as well as the form it is in — check or promissory note—and how it should be returned if the offer is rejected.

**Payment provisions** stating which party is responsible for the title insurance, survey, termite inspection and similar expenses.

**Type of deed** to be given.

**Other requirements** specific to your sale, which might include a charge for attorney review of the contract, disclosure of specific environment hazards or other state-specific clauses.

**A provision** that the buyer may make a last minute walk-through inspection of the property just before closing.

**A time limit** after which the offer will expire.

**Contingencies** that state the sale will only go through if certain conditions are met. Common contingencies include the buyer obtaining specific financing from a lending institution, attorney approval of the contract or a satisfactory report by a home inspector.