

# Buying Your Home

Phil Wells | Spokane Realtor®



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# Before You Start

Before you start looking for your home consider the following:

What features must your home have?

What features should your home never have?

Where do you want to live?

What local amenities are important to you?

How much home can you afford? Get Pre-  
Qualified

Save for a down payment

Select a Real Estate Agent who understands your needs and who you get along well with

# The Offer

Once we visit a property you like enough to want to call home we'll discuss making an offer. The amount and terms of the offer are your decision. It is my job at this stage to gather material facts inform you as much as possible and to advise on the strength of your offer.

The offer is then drafted by me and sent to you for E-signature. Once signed the offer is submitted to the Seller's Real Estate Agent.

The Seller and their Agent will then sit down to discuss the offer(s) they have received and the Seller will then make the decision on which offer to accept.

Earnest Money is typically offered with an offer as a gesture of your "earnest" intention to purchase the property.

# Acceptance

Your offer will have an expiration date (usually 3 days). In order to form a contract the Seller must communicate acceptance of the offer back to the Buyer via the Agents.

Once the Seller's acceptance has been communicated the property can then be said to be "Under Contract".

This is a major milestone in the home buying process and you should congratulate yourself for getting the property Under Contract, but there are still a number of major milestones to get past before the property becomes your home.

# Financing

The lender you're pre-qualified with will now guide you through the loan application. This will involve submitting important documents such as your W2s, tax returns, bank account statements, etc.

Your lender at this stage should be able to give you an estimate of how much you will need to bring to the closing table in the form of a "Good Faith Estimate" or "GFE".

Your lender will also discuss different rate options with you and the possibility of paying upfront for a lower rate.

Applying for your loan in a timely manner is critical to uphold your end of the contract you have agreed to with the Seller.



# The Inspection

The Inspection is a crucial stage in the home buying process. I will present you with a panel of 3 inspectors to choose from - you are of course free to choose your own inspector.

It is important you schedule the Inspection as soon as possible after your offer has been accepted as you only have a 10 day window after Acceptance to inspect the property.

Once you have the Inspection report back we can proceed in one of 4 ways:

- 1) Accept the condition of the property
- 2) Propose repairs or modification
- 3) Request time for additional inspections
- 4) Walk away from the deal

# The Appraisal

If your loan type mandates an appraisal this will take place after the inspection. Appraisals are typical with VA & FHA loans.

An appraiser technically works for the bank but is paid for by you, the Buyer. Their job is to satisfy the bank that the property you have Under Contract is worth the amount you have offered.

An Inspector will report back to the bank how that they believe the property to be worth. If that figure is above or equal to the Offer value then we can move forward to close. If the figure is below the Offer value then we enter Renegotiations with the Seller.



# Renegotiation

Renegotiation typically occurs after an unfavorable inspection or appraisal.

In the case of an inspection the Seller may consent to making repairs before closing or to a reduction in price.

In the case of a low appraisal the Seller may consent to a reduction in price to the appraised value or may propose meeting somewhere in the middle.

Renegotiations carry the inherent risk of neither side finding a tenable position and the deal falling apart. Agents on both sides of the deal will work to keep the deal together in a way that benefits both parties.

# Closing Day

Congratulations, the property is nearly yours.

On or before closing day you should exercise your right to conduct a final walk through of the property to ensure the condition of the property you are about to close on is satisfactory.

Once all documents are signed there is a delay of a few hours while your name is recorded as the rightful owner of the property with the County records.

Once the property is recorded **and** the contractual possession time has arrived the property is now your home!

# Move In Tips

Change your locks ASAP

Do not back a moving truck onto your new driveway. Sewer lines may get crushed under their weight

Register your address change with USPS

Set up your utilities

Get home insurance

Meet your new neighbors

Reach out to me if you have any questions or concerns

# Phil Wells

Originally from the UK, Phil got his Law Degree from the University of East Anglia. After that Phil worked in the legal department of one of the UKs largest companies.

In 2018 Phil moved to the USA and a year later ended up in Spokane - a city that he loves.

Phil prides himself on his excellent, timely communication skills and pledges to keep you up to date at every stage of the buying process. Please do not hesitate to call or text him should you have any questions.



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