



the home-buying process

phase 1: determine home ownership needs

- What type of housing should I (we) buy?
- How much can I (we) afford to spend?

phase 2: locate and evaluate a home

- Where do I (we) want to live?
- What aspects of the home need improvement?

phase 3: price the property

- What is an appropriate market price?
- How much negotiation movement exists?

phase 4: obtain financing

- How much down payment is available?
- What are current mortgage rates?
- Can I (we) qualify for a mortgage?
- What type of mortgage should be selected?

phase 5: close the purchase transaction

- What is the closing date?
- What funds and documents will be needed for the closing?
- Is everything understood before the final signing?