



COLDWELL BANKER  
FAIRBAIRN REALTY

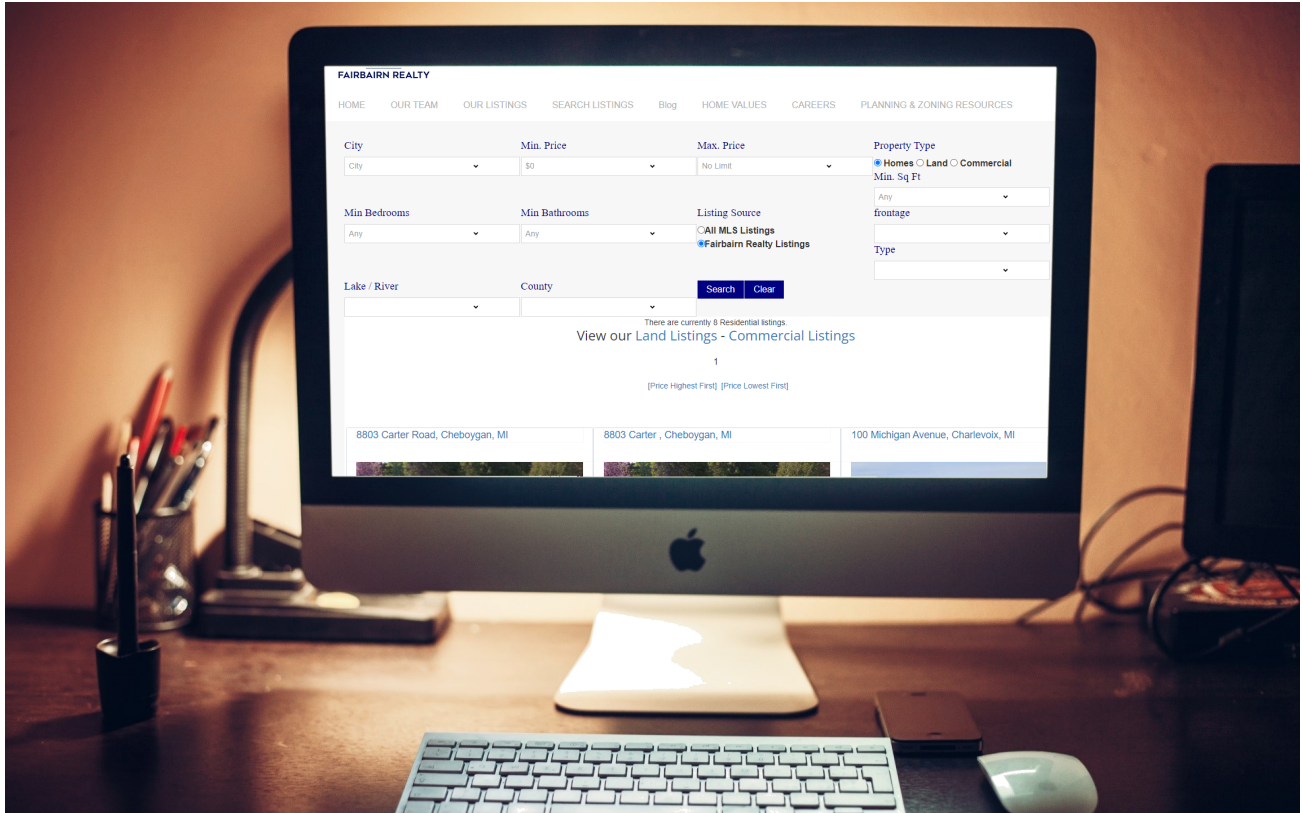
## HOME BUYER GUIDE



[www.FairbairnRealty.com](http://www.FairbairnRealty.com)

## YOUR SEARCH BEGINS

Buying a home is one of life's biggest investments and most exciting adventures. Your Coldwell Banker Fairbairn Realty agent will be your partner in the process, guiding you along the way to make your experience smooth and successful.



## MAKING AN OFFER

There are many factors that influence the market value of a home. We will give you the insight and information you need to make an offer you're comfortable with. Some of the factors to consider include:

- How long the home has been on the market
- If the price has been reduced
- How much the home is worth—we will provide a comparable market analysis (CMA) showing the list and sale prices for similar homes in the area
- If there are multiple offers
- Other items that might be included in the sale (furniture, hot tub, etc.)
- The “list to sale price ratio,” an indication of how competitive the market is homes in this area
- Why the seller is selling
- Whether terms the seller is offering for purchase

Once the offer is written, we will present it to the seller's agent. At that point the seller can accept your offer, reject it or counter it to start the negotiation process. I will work with you to plan a strategy to ensure the most advantageous terms and acceptable pricing for you and your budget.



## CLOSING ON YOUR HOME

Once your offer has been accepted, the closing process begins. Here are some of the typical steps involved.

### Home Inspection

Most property sales are contingent on the results of a home inspection, which is paid for by the buyer. The inspection typically occurs within 10 –14 days of offer acceptance, and includes a review of the home's exterior elements like the roof, siding, trim and windows, as well as kitchen and bathroom fixtures and appliances, and major systems like heating and cooling, plumbing and electrical.

If defects are discovered during the inspection, you may exercise the remedy described in your offer or negotiate with the seller to determine what repairs will be made.

### Title Search

This is a historical review of all legal documents relating to ownership of the property to ensure that there are no claims against the title of the property. It is also recommended that you purchase title insurance in case the records contain errors or there are mistakes in the review process.

### Appraisal

As a standard part of the mortgage process, your lender will order an appraisal report to ensure that the loan will be guaranteed by the home's value.

### Final Walk-Through

If it's requested in the contract, you'll be given the chance to look at the home to make sure it's in the same condition as when you signed the sales agreement.

### Closing Costs

In addition to your deposit and down payment, there are a variety of other costs involved in closing including:

- Loan origination fees, appraisals and reports
- Surveys and inspections
- Mortgage insurance
- Hazard insurance
- Taxes
- Assessments
- Title insurance, notary and escrow fees
- Recording fees and stamps



## GETTING STARTED

**Your home-buying needs are one of a kind. Using the unmatched resources of the Coldwell Banker brand;**

- We will provide you with proven, powerful and personal service
  - Help you find the right home and negotiate the best possible price and terms for it
  - Close the sale in a smooth, timely manner
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## YOUR PARTNER IN THE PROCESS

When you choose a Coldwell Banker Fairbairn Realty agent, you'll have someone by your side every step of the way, giving you the insights and information you need to have confidence in your decision.

### Your agent will:

- Meet with you to discuss your needs and goals, and to plan your property search
  - Show you properties that meet your criteria
  - Keep you informed of new properties that come on the market
  - Work with you until you find the right home
  - Help you determine your offer
  - Negotiate the offer and contract in your best interests
  - Facilitate the home inspection and resolution process
  - Prepare you for closing and the associated costs
  - Keep you updated on the progress of your transaction
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## THE POWER OF PREAPPROVAL

The first step in any home search is finding out exactly how much home you can afford and securing the necessary financing. Once you find a home you love and are ready to make an offer, your mortgage pre-approval lets the seller know that you're serious and fully prepared to buy their home, putting you in a stronger position than other potential buyers.



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