

# The Buying Process

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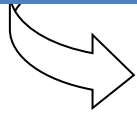
## Mortgage Pre-Approval

Decide how much you can spend, check your credit reports, contact your lender to determine what mortgage programs you qualify for and what you can borrow. Begin loan process. Obtain a pre-approval letter from your lender.



## Select a Real Estate Agent

Contact a real estate agent to work with you as a buyers agent to find and view properties.



## Search Homes for Sale

Search for homes in your desired neighborhoods and price range, view potential homes.



## Make an Offer and Negotiate

With your Real Estate Agent review comparable sales to determine offer price, decide on other terms including financing, inspections, occupancy, personal property. Submit offer with Earnest Money Deposit, pre-approval letter from lender, signed sellers and lead based paint disclosures. Negotiate if necessary.



## Accepted Offer

Once purchase agreement has been accepted by all parties, buyer should apply for mortgage and complete all inspections within time frame outlined in offer and remove all contingencies.



## Closing Preparation

Once the lender requirements are satisfied a closing is scheduled, documents ordered, payoffs ordered. Closing figures will be reviewed with buyers and sellers.



## Closing Your New Home!

Closings usually take place at Title Company. Documents signed, down payment and closing costs paid, loan funding, recording of title. Keys are exchanged according to occupancy agreement.