



GETTING STARTED BUYERS

GETTING FINANCING

If you plan to finance your home purchase, it's crucial to start the mortgage loan process well before buying a home; even prior to the bidding process.

LOAN OPTIONS – Talk with loan officers at financial institutions, mortgage companies or savings and loan institutions to review the types of loans that are available and/or applicable to you and compare rates.

FIRST-TIME HOMEBUYER – If you are a first-time homebuyer, you may have the potential of qualifying for mortgage programs with little money down, low interest rates or federal programs that give beneficial rates.

FINANCIAL HISTORY – By having good credit history and a limited debt load, you should gain a better loan rate. However, if your current credit score is less than ideal, ask your financial representative how to improve your score and earn a better rate.

PREAPPROVAL LETTER – Once you've chosen a loan and lender, it's important to get preapproved and obtain a preapproval letter. To do so, a loan officer will need to review your credit files and discuss exactly how much you can borrow. Be sure to show your preapproval letter to your real estate professional before you begin looking for homes.

WHY DO I NEED A REAL ESTATE PROFESSIONAL?

Buying a home is one of the largest investments you will ever make. A real estate professional can research homes that specifically meet your criteria and provide access for you to preview homes, helping you narrow down your list of potential properties. Homes differ and so do contract terms, financing options, inspection requirements and closing costs. When you're ready to make an offer, a real estate professional can assist you with negotiations, and guide you through the process once your offer is accepted.