

REAL ESTATE

# Buying Guide

Helping You Navigate the  
Path to Homeownership

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BestChoiceRealtyHomes.com

Best Choice  
REALTY

01

## Your Funding Options

Which option works for you? Cash or Financing. Conventional 3-20% down, government backed programs FHA 3.5% down, VA 0% down, USDA 0% down, and special programs such as Grants, Teacher or Doctor Programs, Jumbo, Bridge, and downpayment assistance.

02

## Your Financial Position

To improve negotiations it will be important to have either an underwritten preapproval letter or verification of funds. Assemble proof of funds and/or meet with a lender to determine your budget. A lender will provide you with a loan cost estimate and allow you to shop.

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## Search for Properties

Let's discuss your search criteria and schedule. It is important to be flexible in order to view properties as soon as they become available. We leverage market knowledge, property disclosures, floorplans, video tours, and more to identify properties that match your criteria.

04

## Make an Offer

When we find the right property, we review the property details and market conditions to prepare and present a compelling offer. We will answer any questions about documentation and ensure the terms are in your best interest.

05

## Under Contract

You will see a lot of email communication after the seller accepts the terms of your offer. Escrow will be opened and earnest money will be required to be deposited timely into the escrow account. Wiring instructions may be available. We will keep you apprised of the key dates.

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## Inspections, Insurance & Title

Inspections are performed by a licensed Home Inspector of your choice to help you understand the condition of the property. These typically take 1-10 days. Contract details such as repairs may be further negotiated. During this time, you will arrange for home insurance and the title company will provide a commitment to review.

07

## Appraisal

Most lenders will order an appraisal and the value must support what we negotiated. If there are work orders specified by the appraiser or the value is not supported, we will review your options outlined in the contract. Sometimes we will need to provide a comparative market analysis to the appraiser to assist.

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## Go to Closing

When you sign closing documents, you will need a photo ID. If making a downpayment or paying cash, you will arrange for a wire or a certified check. Possession is typically not given until after the transaction has been recorded at the county office.

# The Buyer's Roadmap

Step-by-Step to  
Home Purchasing

## Buying Smart Starts Here

We do more than open doors. As your partner, we simplify the buying process, ensuring a smooth, on-time transaction with minimal hassle. Selling 2,000+ properties annually, we bring expert market knowledge to negotiate the best price and terms. You'll be informed every step of the way with our full commitment to protecting your investments.

## Ask me about:

### Home Warranty

Many of our preferred vendors provide, but must be secured before contract.

### Remote Closing Options & Language Assistance

Many of our clients enjoy signing their closing documents in the comfort of their home. This is a convenient solution for clients out-of-country and local clients that desire to save time, frustration and even gas money. Translators are available upon request.

### Prescreened Vendors & Access to In-House Legal Counsel

With the complexity of contracts, clients can easily become overwhelmed. We have established relationships with experienced, honest and reputable vendors. We can help coordinate everything from attorney consultations and inspections to plumbing quotes to save you time and money.

### Distressed Sellers Program

HUD Homes, Short Sales, Foreclosures, off-market opportunities and more.

### In-Office & Home Remodel Consultations

With our unique consultation payment options, we can help you navigate important decisions. We provide confidential consultations either at the site or at one of our office locations.

### Full Transparency of Costs

1-3% of the sales price is customary for a good faith deposit of Earnest Money. Closing costs will vary between 2-5% of the purchase amount depending on your loan program. Additional upfront costs you may expect will be for inspections and appraisals. Depending on the inspections and the size of the property, expect at least \$500+ plus add-ons for inspections. Appraisals will cost at least \$1000+ with rush appraisals costing more. Our professional fee is negotiable.

### Service Guarantee

We want clients for life. If you are not completely satisfied with the services we provide, simply contact our office and ask to speak with our Designated or Principal Broker.

