

Buyer Tips

Here are some suggestions to help you prepare for your search.

Needs & Wants

How many bathrooms do you need?

Do you want a fenced yard, short drive to work, or a water view?

Once you have made your list, go back over it and decide what is most important to your lifestyle.

Decide which items are most important by assigning priority to all items.

Location

Deciding where you want to live is the most important factor. Location affects your day to day life, so evaluate the location carefully. Your choice of location may be limited somewhat by the price you can afford. Make sure you consider such things as:

Type of home

A single family detached home is attractive to a lot of people because it typically provides more living space than other types of homes. Typically the detached structure permits you greater freedom on remodeling, expanding, and painting.

New vs pre-owned homes

Pre-owned homes usually have established yards and usually the neighborhood is built out. On the other hand, older homes may require more maintenance and need some repairs. New homes are not without problems. Although they require less maintenance in the first few years, you may have to put in landscaping and call the builder back to correct faults. Finally consider size and style. You may already have in mind something specific you are looking for. On the other hand, you may not know what you like until you see it. Either way, your REALTOR® will help you find the right home.

Making an Offer

A REALTOR® can help you find your perfect home, but only you can decide how much you're willing to offer for it. The REALTOR® can supply you with information about the selling prices and marketing data on homes in the area. Once you have determined the amount you are willing to offer, the REALTOR® will help you prepare a written offer. In most transactions you will offer to deposit earnest money with the escrow agent. Earnest money shows good faith in making a reasonable offer and abiding by the terms of the written contract.

Your REALTOR® will help you prepare an offer using standard forms. The offer, if accepted, will become a binding contract. This document is the most important paper you will sign because it lays out all the terms of the transaction. It will contain things such as:



2160 Capeview St.
Merritt Island, FL 32952
Phone: 321-506-1009
Email: info@AnchorREPM.com
www.AnchorREPM.com

- ~ Legal description of the property
- ~ Any property that will be transferred with the home (curtains, appliances, etc)
- ~ The price
- ~ Financing conditions and contingencies
- ~ Amount of earnest money deposit
- ~ Proration of insurance, taxes, and interest
- ~ Fees to be paid and who pays said fees
- ~ Dates of closing and possession
- ~ What happens if either party defaults on the contract

Inspections and Warranties

Before signing the contract make sure to take precautions to protect yourself against unseen defects in the home. An inspection by a qualified inspector can provide you with unbiased opinions about the condition of components and systems in the property such as foundation, plumbing, appliances, and etc. It is also recommended a termite inspection be done and is usually a lender requirement. Many sellers provide a home buyers warranty with the sell of a home. This warranty is an agreement with a home warranty company that certain items will be repaired by the company if such items fail to function after you move in for a low deductible. If you buy a new home, the builder may offer a warranty as well. Whether you have a home buyers warranty or receive any other warranty, find out how claims will be processed and how any necessary repairs will be made.

Seller's Options

The REALTOR® working with you will present the contract to the seller's agent. The seller has three options: accept, reject, or make a counter offer. A counter offer is a rejection of the offer with a simultaneous offer from the seller to the buyer. If a seller makes a counter offer to you, you then have three options: accept, reject, or make another counter offer. Whoever makes an offer or counter offer is giving the power of acceptance to the recipient of the offer or counter offer.

Binding Contract

Once you and the seller unequivocally agree to the written terms and both have signed, the document becomes a legal binding contract. As part of the contract you may have the right to have the property inspected. Certain repairs may be specified in the contract. Be sure that you pay close attention as to when certain items must be completed. Otherwise, you may waive some contractual rights. For example: the contract may provide for you to deliver a copy of the inspection report to the seller within a specified time, and to deliver a list of the items you require to be repaired. If you fail to provide the information within the specified time, the contract may provide that you waived certain rights.

The contract may also set out other contingencies that have to be satisfied. We cannot address all conditions and contingencies. Read the contract carefully, know its terms and comply with its requirements in a timely fashion. If repairs are required, the contract will specify who will bear the cost of the repairs, who will arrange for the repairs, and when the repairs must be made. Before you close, be sure that the condition of the property meets the required condition specified in the contract.



2160 Capeview St.
Merritt Island, FL 32952
Phone: 321-506-1009
Email: info@AnchorREPM.com
www.AnchorREPM.com

Closing the Deal

The closing is the end of weeks or even months of research and decision making. The closing could last less than an hour but may take longer, depending on the complexity of the transaction. It often occurs at the title company's office. The title company officer will explain each document before you sign. You and your REALTOR® will attend.

Two Basic Kinds of Documents

If buying a home were a cash transaction, you would simply hand over the money and receive the deed. More than likely, however, you are borrowing money for the home, which means that you are actually making two transactions—acquiring the loan and buying the home.

As a borrower, you will sign a note promising to repay the loan and a deed of trust (also known as the mortgage) pledging the house (or other collateral) as security for the note. You will also sign numerous other papers including things such as acknowledgments, disclosures, surveys, etc. Be sure to read each document carefully. Ask questions if you do not understand anything. There are no dumb questions. As a homebuyer, you will present a cashier's check (or other good funds) to the seller, sign a document that itemizes closing costs (the lender will have given you an estimate in advance), and pay your share of the closing costs. In return, you will receive a deed, transferring ownership rights to you.

The Home is Yours

At the end of the closing, you will likely receive keys to the property. At that moment, the home will be yours. Occasionally, possession of the property will occur after closing. For example, the seller may have negotiated with you for a few extra days after closing, or the loan will not immediately fund. In most transactions, you will be the new owner at the end of closing.