

### ➤ **EARNEST MONEY DEPOSIT**

When you write a contract, you will be required to deposit 'Earnest Money' with the Title Company. If the contract falls through due to no fault of yours, the earnest money is refunded. However, a default on your part could result in loss of your deposit. State law strictly governs the disposition of these deposits. The deposit can only be returned to you once the contract has been ratified, by agreement of all parties or by the court.

### ➤ **TITLE REPORT**

Within a few days of opening escrow, you will receive a preliminary title report. If there are any problems or unusual items on this report, you will be notified and you will have a predetermined number of days to disapprove the report.

### ➤ **LOAN PROCESSING**

Be sure to provide ALL credit cards, loan numbers and mailing addresses when you make your loan application. Lenders also require that the credit report and appraisal fee be paid at the application. These are non-refundable. The time from application to close will vary but is usually 6-8 weeks. Delays can occur for a variety of reasons so it is VERY IMPORTANT that you respond IMMEDIATELY to information requests from your lender to avoid unnecessary delays. Remember, your loan must be approved before work can be started on your home.

### ➤ **WALK THROUGH**

3-5 days before closing you and your agent will conduct a final walk-through inspection of the house. Remember, the walk-through IS NOT a contingency of the sale and is used only to verify that items like the heater, air conditioner and major appliances are in working order and that any items named in the contract specifically, like painting, patching or other repairs, have been accomplished.

### ➤ **COST ESTIMATES**

TWO forms from a mortgage company could be confusing and differ from costs you and I discussed. Good Faith Estimate forms and Truth in Lending Statements. Should you have any questions after reviewing them please call me.

### ➤ **HOME INSPECTIONS**

If you are using a professional home inspector, keep in mind that they will examine the home in excruciating detail. Many minor items will appear on the report that are not worth of your concern. I will help you resolve any major concerns about your home.



**Prudential**

**Arizona Properties**

This information is deemed reliable as obtained from appropriate sources. However, neither the agent nor Prudential Arizona properties makes any warranties either expressed or implied. Should you have any questions please call the Broker anytime at (800) 795-0121 or email [info@theschutts.com](mailto:info@theschutts.com)

### ➤ **COMMUNICATION**

If you have questions or concerns about a house, please use your agent. Buying and selling a home can be stressful so please let us help. This also helps prevent any misunderstandings between you and the seller.

### ➤ **CERTIFIED FUNDS**

A day or so before closing, the escrow company should get final figures from the lender and work up a settlement sheet. If you need to bring money to closing the exact amount will be made known at that time REMEMBER, it MUST BE certified funds.

### ➤ **BUYERS REMORSE**

It is not unusual for buyers to question their decision after they sign a contract. YOU ARE NORMAL! Remember that much planning and information went into your decision. Take a deep breath and trust your decision. The doubts will pass and you will be looking forward to the next step which is...

### ➤ **SETTLEMENT**

This is the final step in buying your home. You will sign the necessary papers, including loan documents, at the Escrow Company and the loan is funded. The sale usually records within 2 days of funding and then the deed is recorded at the County Records Office. At that moment, THE HOME IS YOURS!!!

### ➤ **PREQUALIFICATION**

It is in your best interest to be prequalified by a lender. This allows both you and the seller to have a higher level of confidence that the sale will close successfully. It will establish a positive atmosphere and can lead to more successful up-front negotiations.

### ➤ **CREDIT CHECK**

To preclude any surprises or delays, we will run an in-file credit report at the outset of our relationship. If there are any errors in the report, you will want to resolve them before we seriously look for a home. A 'good' credit report will carry a great deal of weight with the seller during negotiations. If there are any problems, we will advise you how to contact the Credit Bureau for corrections.

### ➤ **THE SEARCH**

We normally only need to look at 3-4 homes. Once I understand what your price range is and what you are really looking for, most homes will eliminate themselves. I study the market daily so together we can focus in on those few homes that truly meet your needs. If we look at many more, they all tend to 'blend together' so if one of the first group isn't 'your home' we will come back and figure out why before we look at 3-4 more.

### ➤ **INTEREST RATES, ETC.**

Interest rates and point vary from DAY to DAY. Neither the lender nor the real estate agent have any control over these variances. Many lenders will allow you to 'lock in' a rate for 45-60 days or longer. If you don't close by the lock expiration date your costs will likely increase. Be aware of the **CONDITIONS** of your loan.

### ➤ **MONTHLY PAYMENTS**

Estimated monthly payments will be based on the principal loan amount, interest rates, taxes and insurance (PITI). To ensure you are able to take advantage of current interest rates **ACT NOW**. Don't lose your dream home due to procrastination.

### ➤ **CLOSING COSTS**

Your agent can show you an estimate of funds required to close a home in your desired price range. **THESE ARE ESTIMATES** and some variance can occur due to impounds, fees, etc..

### ➤ **INSURANCE**

You will need to talk to an insurance agent to determine needed coverage for your new home. Be sure your insurance agent knows the lender's insurance requirements. Insurance papers **MUST** be at the escrow company before the transaction can close and you move in.



# Prudential

## Arizona Properties

**The Schutt's**

**Richard, Jeremy, Timothy & Ben**

**3200 E. Camelback Road #103**

**Phoenix, Arizona 85018**

**Voice (800) 795-0121**

**Fax (800) 795-0178**

**[info@theschutts.com](mailto:info@theschutts.com)**

**Now that you have hired us to help purchase your new home, there are a few things to keep in mind that will help you understand the process.**

*Each office is independently owned and operated  
If your property is currently listed with another broker, this  
is not a solicitation for business.  
Equal Housing Opportunity*