

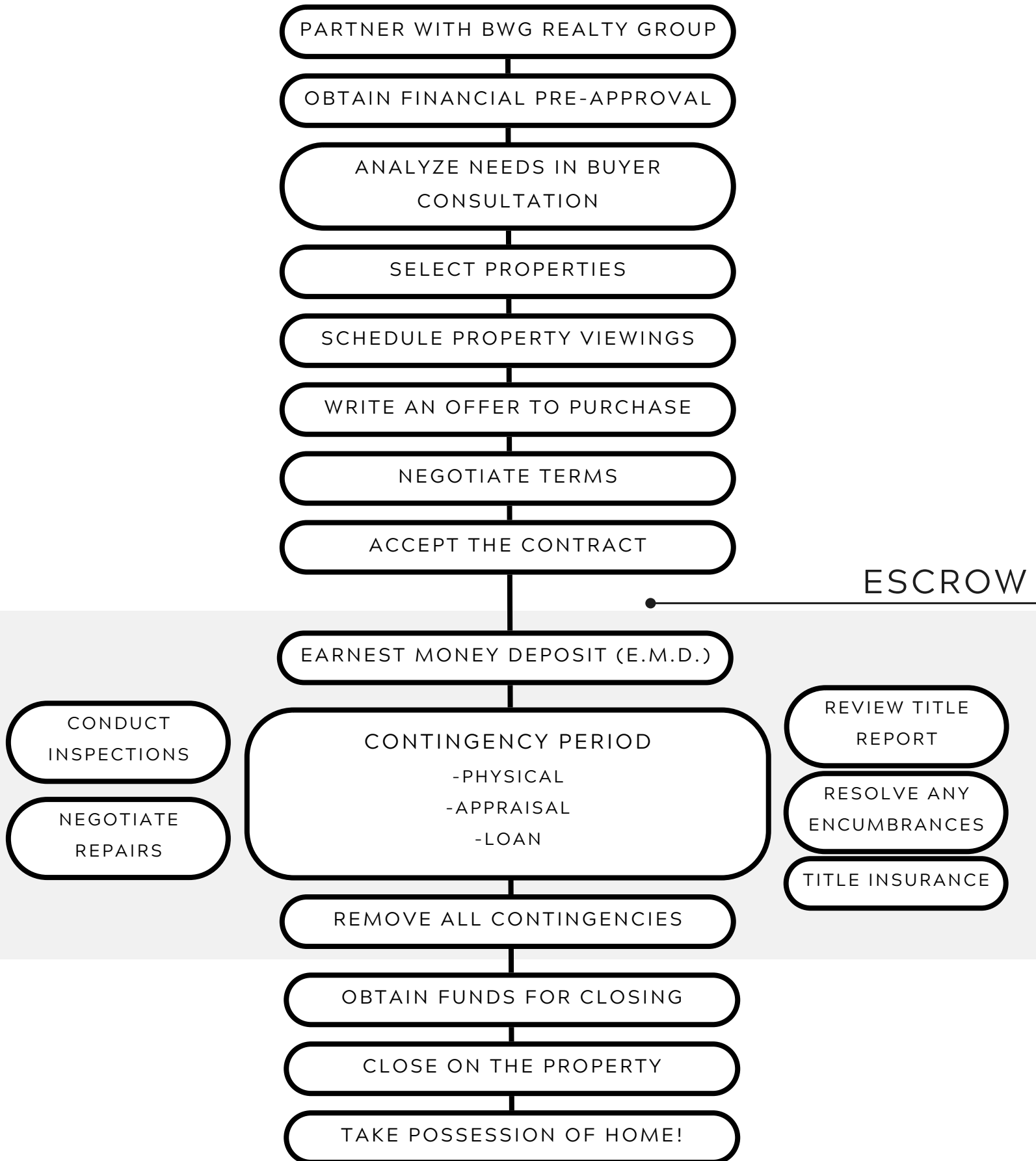


BWG REALTY GROUP
BWGREALTYGROUP.COM

• BUYER'S CONSULTATION



THE BUYING PROCESS



• MORTGAGE PROCESS



1. PRE-QUALIFICATION OR PRE-APPROVAL

- Application and interview
- Buyer provides pertinent documentation & employment verification
- Credit report is requested
- Appraisal scheduled for current home owned, if any

2. UNDERWRITING

- Loan package is submitted to underwriter for approval

3. LOAN APPROVAL

- Parties are notified of approval
- Loan documents are completed and sent to escrow



4. ESCROW & TITLE COMPANY

- Title exam, insurance and title survey conducted
- Borrowers come in for final signatures

5. FUNDING

- Lender reviews the loan package
- Funds are transferred by wire

Why pre-qualify?

We recommend our buyers get pre-qualified before beginning their home search. Knowing exactly how much you can comfortably spend on a home reduces the potential frustration of looking at homes beyond your means.

• THE OFFER

Once you have found the property you want, we will write a purchase agreement. While much of the agreement is standard, there are a few areas that we can negotiate:

THE PRICE

What you offer on a property depends on a number of factors, including its condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a low offer just to see if the seller accepts, this often isn't a smart choice, because the seller may be insulted and decide not to negotiate at all.

THE TERMS

- MOVE IN DATE

If you are flexible on the possession date, the seller will be more apt to choose your offer.

- ADDITIONAL PROPERTY

Often, the seller plans on leaving major appliances; however, which items stay or go is often a matter of negotiation.

Typically, you will not be present at the offer presentation - we will present it to the listing agent and/or seller. The seller will then do one of the following:

- Accept the offer
- Reject the offer
- Counter the offer with changes

By far the most common is the counteroffer. In these cases, my experience and negotiating skills become powerful in representing your best interests. When a counteroffer is presented, you and I will work together to review each specific area of it, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.



THE CLOSING

PREPARE FOR IT

Closing day marks the end of your home-buying process and the beginning of your new life! To make sure your actual move goes smoothly, there are some things we will send you ahead of time to help you be prepared.

- Moving Checklist - to help make sure you have updated your address in the necessary places.
- Preferred Vendor List - in case any projects come up and you need a trustworthy trade.
- Home Warranty Info - You'll want to set your account up ahead of time when possible in case you need it
- Utilities - You can set your "start service" date for move-in day.



CLOSING IT

When we talk about "closing", it's actually a 2 day process in LA County. On day 1, funds are sent to escrow (the balance of your down payment, and any lender funds, if applicable). On day 2, the sale is actually recorded with the county, and you are officially the new owner. This will happen some time before 5pm on the day of recording.

It is important to remember that your closing date is a moving target that is set at the beginning of escrow, but it can fluctuate slightly based on any hiccups that come up. It's our job, as your team, to help us stay on track!