



H The **ANSON**
HOME TEAM
real Broker, LLC

Buyers Guide

COMPLETE GUIDE FOR A SUCCESSFUL DREAM HOME PURCHASE

01

Find an Agent

A well-informed real estate agent will guide you through the house-buying process step by step. A good real estate agent will disclose to you upfront any costs or fees that you may be required to pay. Always ask so there are no surprises.

Real estate agents should provide you with a preferred lender list. This list should contain lenders that have a great reputation with your agent's past buyers.

02

Get Pre-Qualified

Before you start looking for a home, you need to know how much you can and want to spend. Your lender will require some financial information from you to get pre-approved. It's important that your real estate agent and lender talk! Everyone must be on the same page, understanding your goals and needs. The Hanson Home Team can connect you with a trusted mortgage broker, who will assess your income and credit history to determine how much a bank will lend you. This will help you determine the price range for your search.

03

Visiting Properties

As you start your search for your dream home, it's important to consider the location and amenities that matter to you. Be sure to write down your wants and needs in a new home. You'll have the opportunity to attend viewings and open houses in various areas and property types. Rest assured, I'm available to show you homes any day of the week.

04

Packaging and Submitting Offers

Your real estate agent should set you up with an inclusive home search based on your wants and needs. The best way to stay ahead of the competition is to have a real estate agent who stays ahead of the competition by keeping you informed, understanding the trends in the market, and knowing where to look for homes that may not be a traditional avenue.

When you find the right home, your real estate agent should guide you through the offer process by researching and giving you market information as it relates to the home and informing you on the steps to submitting your offer. Most offers require you as the buyer to offer an earnest money deposit with your offer as the good faith of purchase.

When you find a home that you're interested in, we can submit an offer to the seller agreeing to pay a certain price for the home. This offer will include a Proof of Funds (POF) and a Pre-Approval Letter. It's important to note that if the seller doesn't agree to the terms of your offer, they may come back with a counter-offer that you can accept, reject, or make another counter-offer on. Throughout the entire process, The Hanson Home Team will be there to provide guidance and advice.



05

Escrow Process

This timeline outlines the typical 30-45 day escrow period for a real estate transaction:

Day 1: Escrow opens and contingency periods begin after your offer is accepted.

Day 2: Contact your insurance agent to arrange for homeowners coverage.

Day 3: Submit the initial deposit as required by the agreement.

Days 1-17: The seller provides disclosures to the buyer, who performs inspections.

Days 1-21: The loan application undergoes underwriting and an appraisal is conducted.

Days 7-30 (or 21-45): The seller signs the grant deed and removes any staging.

End of Escrow: During the final week of the escrow period, the buyer signs all loan and closing documents and sends in the closing funds.

Days 30-45: The loan funds and escrow closes with recordation.

*This escrow process is based on a standard 30-45 day transaction period and may vary depending on the specific terms of the transaction.



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Home Inspections: Review Disclosures Reports & Repairs

It is the buyer's duty, with Blanca's guidance, to schedule all desired home inspections and determine the overall condition of the property within the agreed timeline and contractual contingencies. Buyer will also review the disclosures and the Preliminary Title Report. You may approve or negotiate credits/repairs. Prior to closing, Mara will schedule a final walk-thru of the property to verify property is still in acceptable condition and any negotiated repairs were done.

07

Loan, Appraisal, & Closing

Organize an appraisal with your bank. Your completed mortgage application with all supporting documentation should be submitted to your chosen lender upon receipt of the fully signed Purchase Agreement. The bank then issues the loan approval. Consequently, the buyer wires the closing funds with the homeowner's insurance in place, and then the loan will be funded with clearance to close.

08

Moving Day

Often, the number one thing people forget at closing are utilities. Some utility companies charge you less to transfer services versus installing new ones. If you didn't take care of requesting a transfer of services or activation one day prior, make sure it's one of the first items you do after closing. Remember to change your address at the post office, on your driver's license and other important documents.

09

Welcome Home!

Congratulations on becoming a homeowner! It's an exciting milestone that marks the beginning of a new chapter in your life. Enjoy settling into your new home and making it your own. Wishing you all the best as you embark on this exciting journey!





The Hanson Team Brings You **HOME**

You Don't Have Just A Real Estate Agent, You Have A Team!



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