



FREQUENTLY ASKED QUESTIONS

HOW DO I KNOW HOW MUCH I CAN AFFORD?

How much you can afford depends on your income, credit rating, current monthly expenses, down payment and the interest rate.

HOW DO I FIND THE BEST LOAN?

You can save money by doing your homework. Talk to several lenders, compare costs and interest rates and negotiate to get a better deal. There are many first time home buyer programs available. It's a good idea to get pre-approved for a loan before you start looking for a home.

Understand exactly what cost are associated with buying a home, the difference between a down payment, pre-paid items, and escrows, which can be thoroughly explained by a mortgage professional.

WHAT'S A HOA?

A Home Owners Association. If you choose a home in a neighborhood with an HOA, your Agent will make sure you get a copy of the HOA packet, so you can review it before closing.

WHAT HAPPENS AFTER MY OFFER IS ACCEPTED?

Your agent will assist you in organizing a home inspection. An inspection will tell you about the condition of the home and can help you avoid buying a home that needs major repairs.

WHO PAYS THE REALTOR FEES WHEN BUYING A HOME?

One reason why buyers ask the question about the need of having a Realtor when buying a home is because they don't understand who pays the Realtor fees when buying a home. There are no guarantees, however, in most cases the seller pays the Realtor fees.

WHAT ELSE WILL MY AGENT DO FOR ME?

Your agent will handle all of the details involved in home buying, guide you through the process and make the experience much easier. Your agent will be well-acquainted with the neighborhoods you are considering, will help you figure out the price range you can afford and will search the Multiple Listing Service (MLS) for home you'll want to see. With immediate access to homes as soon as they are listed, your agent will save you hours of valuable time. When it is time to make an offer, your agent will know how to save you money, guide you through the paperwork and answer any last minute questions.