

- #1 Get Pre-qualified for financing-** When obtaining a mortgage, you will need to be pre-qualified by a lender. Ask the Neil Mathweg Team for a list of hand selected lenders.
- #2 Study and get educated -Read Neil's Free Special Reports-** These reports will give you great advice on how to buy your next home. It is filled with strategies and ideas to find the home you are looking for and at the price you want.
- #3 Start Shopping!!! Home Searching-** Once we have our initial meeting, we will begin our search. We will give you your own login and password to our private buyer's website. We will post your Buyer ID on wisconsinbls.com for Sellers to come to you.
- #4 Second Showing** - This is when all of the hard work starts to pay off, and the fun begins. Here you can verify measurements, visualize how your furniture will fit, see yourself living in the house, and coming up with any challenges you might not have thought of. This is also a good time to bring your family to visit the house for the first time.
- #5 Draft an Offer To Purchase-** Once you have found your home, we will begin negotiations by drafting an Offer To Purchase contract. This offer will be to determine the price you will pay for the house, the inspection contingency, the financing contingency, the earnest money, the closing date, and many other contingencies needed to complete the purchase in your best interest.

Steps following an Accepted Offer - Pending Process

Typically once we have an accepted offer, we will complete the list below. However, in some cases the offers are drafted in different ways, for different needs. Once you have an accepted offer, we will draft a list of deadlines and guidelines to complete your specific contract. In the meantime, the list below, will give you an idea of a typical transaction.

- #6 Earnest Money-** Earnest money will be held in a trust account. It is typically paid within 5 days. The earnest money is held until closing, where it is then credited to you. **Out of Pocket Expense \$1 to \$1000+**
- #7 Complete an inspection of the property-** Inspections typically need to be completed within 5-15 days from the acceptance date. The inspection is done to find any mechanical, structural, or hazardous defects. The inspection will take a couple of hours, and it is always recommended that the buyer attends. **Out of Pocket Expense \$250 to \$450+**
- #8 Acquire proper financing-** Prior to drafting the Offer to Purchase, you will be pre-approved to purchase the property. In that pre-approval letter, the lender will state that it is contingent upon; Buyer's income, appraisal of the property, proper title insurance, and confirmation of Buyer's employment. Now that we have an accepted offer, the lender will need to begin completing all of these contingencies. The lender will receive a copy of the accepted offer (with your permission) once we have it. Your lender will then start the process.
- #9 Acquire proper home owner's insurance-** Prior to closing you will need to hire an insurance company to insure your new property. Your lender will need a receipt of the policy you purchased as soon as possible.
- #10 Address Change and Utility Setup-** Prior to closing you will want to let the US Postal service and all utility companies know you are moving. We will supply necessary forms and phone numbers to complete this.
- #11 Final Walk Through-** Within 1-2 hours of closing we will need to complete a final walk-thru of the property. We will verify that everything included in the offer has been left on the property, and any work needing completion prior to closing has been completed. We will also make sure there are no drastic changes to the property.
- #12 Closing-** The fun begins! Following the walk through we will go to a title company and close your loan. The paper work is extensive, but it all needs to be signed. It will take about an hour and then you will get the keys to your new home.

