

# CharleyFarleyHomeLoans.com

## Charley's 10 Easy Steps to Purchasing a Home in New Hampshire

### Purchasing a Home – How the Process Works

A new home is exciting because it can change the way you live and increase your happiness. The process of buying that new home can be very stressful, but it doesn't have to be. Think about it this way – millions of people do it, it's not considered life threatening, and I've never heard of it being described as physically painful! We're part of your team making sure the purchase of your new home is a great experience. Here is an overview of the home-buying process in 10 steps so you know what to expect.

Step 1) **Make a phone call.** Before you start a 10-week home-buying process, if you have any concerns about mortgage qualifications, spend 10 minutes on the phone with me. Together, we can make sure you know how much home you can afford and qualify for. If there are any issues that might affect your financing choice, it's always good to know about them ahead of time.

Step 2) **Look for homes online.** Realtors have the best online property search engines. In addition to conventional real estate sites, you can try any of the following services:

[www.zillow.com](http://www.zillow.com)

[www.trulia.com](http://www.trulia.com)

[www.NNEREN.com](http://www.NNEREN.com)

Step 3) **Go for a ride.** Yes, get in your car and drive by homes you have found online that interest you. It's like a treasure hunt! Try to enjoy the process with healthy curiosity and a good cup of coffee. You're going to be really surprised how beautiful and how awful some of these homes look in real life! 😊 Although often disappointing, doing these drive-bys is a really important part of the home-buying process as you narrow and hone your focus on the perfect home for you.

Step 4) **It's time to go in! Schedule some showings.** It's time to do more than just drive by: you're ready to schedule an appointment with a Realtor to look inside some of these homes. If you don't have a Realtor, we know some of the best in the business, and we'll help you choose the right one for you.

Step 5) **You'll need a mortgage pre-qualification letter from us to present to your Realtor.** You can start the pre-qualification process by [clicking here](#) and completing the form, or feel free to call me at (603) 471-9300 or email me at Charley@CharleyFarleyHomeLoans.com. As you view various properties and narrow your focus to one home, I can provide you with numbers to help you compare monthly

payments, requirements for cash to close, maximum sale price, etc. I'll even coach you on how to structure your offer to maximize seller concessions to give you the lowest possible monthly payment.

Step 6) **Make an offer.** You've narrowed your choices down to the home you want to make an offer on. Now is when a good Realtor is worth his or her weight in gold. He or she will help you by:

- Providing comparables to help you decide how much to offer
- Determining and getting the protection you need in your purchase and sale agreement: home inspection, appraisal contingencies, finance contingencies, closing date, and contingency dates
- Seller concessions on closing costs and/or repairs, etc.
- Scheduling a home inspection and helping you negotiate a resolution of any meaningful problems with the property

Step 7) **Complete the mortgage application.** We can do that over the phone, via email, or in person. Here is the info we will need from you:

- Your two most recent tax returns (1040s, schedules, and W-2s)
- Your two most recent pay stubs (if you receive them)
- Two months of your most recent statements for checking, savings, 401(k), etc. (all pages)
- Your photo ID
- P&S on the home you are purchasing
- Divorce decree, stipulations, and child support order, depending on your circumstances

Step 8) **Lots of small chores.** We'll work on getting your mortgage approved. It is normal for us to call you during the process for additional info such as updated bank statements, pay stubs, and other information that may be requested for your application and is pertinent to your particular circumstances. All the while, you'll be working on a checklist of things to prepare for the closing: contacting utility companies, movers, etc.

Step 9) **Go to the closing.** It's a one-hour meeting where you meet with the seller, sign paperwork, and exchange funds and house keys.

Step 10) **Move in!**

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