

Finding Financing For Your Home....

Mortgage Brokers and Mortgage Bankers can be recommended by your own bank, your real estate agent or a trusted friend's experience.

Mortgage Brokers usually work with a few banks. In general the banks are not local, so the property will need to meet criteria 'on paper' that is set by the mortgage company.

Many times properties that are antiques, have a large amount of acreage or you are looking for a unique type home, you may want to search for a Mortgage Banker. These properties may need some flexibility with criteria to meet requirements of the loan.

For a VA or FHA loan, you will need to find a mortgage company or bank that works with these type loans specifically.

Make a few calls and talk with different brokers and see what fits your needs.

Mortgage Broker/
Banker: _____

Contact Number: _____

The Title Company or Attorney Office will perform title search on your property and the closing (or transfer of title) for your purchase of your house. Many times your broker or banker will refer a company to you. Be sure the company calls you back and answers questions you may have during the sale process or ask your mortgage broker/banker for a different company referral.

Title Company or
Attorney Office : _____

Email: _____

Phone: _____

NEGOTIATING STYLE

Win Win is the best strategy

Competitive

- Offer based on market research of local sales and pending sales
- Confirm with mortgage lender financial position
- Assess the general property condition

Problem Solving

- Appreciate both parties involved in the sale
- Give and take between parties for best result
- Be informed – may involve outside professionals

Compromising

- Parties involved have needs to accomplish, be amendable
- Appreciate each party's target goal
- Make it Win-Win!

Making your offer!

It's a big step to make the initial offer on a property. It may feel intimidating. Once you know your positioning are comfortable with that position, place the offer and you do need to 'Let it go' in a way. The Seller will most likely want to take time to review and think about your offer. Put yourself in their shoes. They are looking at your proposal from an entirely different vantage point. With this understanding if/when they counteroffer or respond to your initial offer, the negotiation will hopefully move forward as you iron out aspects of the offer. Every negotiation is as different as the personalities working through the agreement. The most important thing is to have the most possible information you can obtain on the property through the process of the purchase. You want to have as much There will always be something come up unexpected, but the goal is to have some expectation of your purchase. That's where outside professionals come in and having people you trust is so helpful.