



# HOMEBUYER GUIDE

GREEN VALLEY

NORTHWEST

SOUTHWEST

*Let's Roc*



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# QUICK REFERENCE

Escrow #	
New Address	
City/State/Zip	

Complete the following information as it becomes available.  
**IMPORTANT:** Do not cancel your home insurance or disconnect utilities prior to the close of escrow.

REAL ESTATE AGENT	
Name	
Team Members	
Company	
Address	
City/State/Zip	
Phone #	
Cell #	
Fax #	
Email	
Website	

LENDER	
Name	
Team Members	
Company	
Address	
City/State/Zip	
Phone #	
Cell #	
Fax #	
Email	
Website	

CLOSING AGENT OR ATTORNEY	
Name	
Phone #	
Fax #	
Email	

Assistant	
Phone #	
Email	
Address	
City/State/Zip	

HOME INSURANCE	
Current Agent	
Phone #	
Policy #	
<b>END</b> Date	

New Agent	
Phone #	
Policy #	
<b>START</b> Date	
Home Warranty	
Plan #	
Policy #	

PHONE SERVICE	
Company	
Phone #	
Account #	
New Phone #	
Activation Date	

SERVICE	COMPANY	PHONE #	ACCOUNT #	ACTIVATION DATE
Internet				
Cable/Satellite				
Gas				
Electric				

# RENT OR BUY

## *You decide*

As real estate is the nation's largest market, its purchase and sale is essential to the health of the U.S. economy. However, these transactions are never without risk. That's why title insurance has been protecting American homeowners for more than 130 years.

RENT	5 YEARS	10 YEARS	15 YEARS	20 YEARS	25 YEARS	30 YEARS
\$1,000	\$60,000	\$120,000	\$180,000	\$240,000	\$300,000	\$360,000
\$1,200	\$72,000	\$144,000	\$216,000	\$288,000	\$360,000	\$432,000
\$1,400	\$84,000	\$168,000	\$252,000	\$336,000	\$420,000	\$504,000
\$1,600	\$96,000	\$192,000	\$288,000	\$384,000	\$480,000	\$576,000
\$1,800	\$108,000	\$216,000	\$324,000	\$432,000	\$540,000	\$648,000
\$2,000	\$120,000	\$240,000	\$360,000	\$480,000	\$600,000	\$720,000
\$2,200	\$132,000	\$264,000	\$396,000	\$528,000	\$660,000	\$792,000
\$2,400	\$144,000	\$288,000	\$432,000	\$576,000	\$720,000	\$864,000
\$2,600	\$156,000	\$312,000	\$468,000	\$624,000	\$780,000	\$936,000
\$2,800	\$168,000	\$336,000	\$504,000	\$672,000	\$840,000	\$1,008,000
\$3,000	\$180,000	\$360,000	\$540,000	\$720,000	\$900,000	\$1,080,000

## RENT

- No interest-payment deductions
- Rental amount may increase at any time
- Landlord approval needed for any changes
- No capitalization; your money disappears forever
- Rental is temporary and often subject to a 30-day notice

## BUY

- Mortgage interest may be tax deductible
- Decorate and make changes, without prior landlord approval
- The value of your property may increase in time
- Your house will become a home, not a temporary living situation; you are not at the mercy of a landlord



# KEY PROFESSIONALS

## *Involved in Your Transaction*

### **REAL ESTATE AGENT**

Licensed by the state to represent parties in the transfer of property.

### **HOME INSPECTOR**

Objectively and independently provides a comprehensive analysis of a home's major systems and components.

### **LOAN OFFICER**

A representative of a bank or other financial institution. They help customers identify their borrowing options and help them understand the terms of their loan.

### **APPRAISER**

Works on behalf of a lender and provides a market analysis of the subject property. An appraiser's finding is subjective and combined with market findings of sold properties within the surrounding neighborhood.

### **INSURANCE AGENT**

Helps a homebuyer determine the homeowner's protection coverage needed and then finds the right insurance policy to fit those needs.

### **REAL ESTATE ATTORNEY**

Can give advice on all legal aspects of the real estate transaction. Additionally, they are able to draft and review contracts, help decide how to take title and assist with the closing process. In some states, real estate closings can only be conducted by attorneys.

### **ESCROW/CLOSING OFFICER**

A non-biased third party who works with all participants to facilitate a successful closing of a real estate transaction. At closing, the closing officer will collect the purchase money funds from the buyer and lender as well as the settlement costs from each party. They disburse the funds in accordance with the closing documents and record the necessary documents to transfer ownership of the property.

### **CLOSING/SETTLEMENT/TITLE AGENT**

Performs title searches to ensure a clear title so a title insurance policy can be issued. In some states, they facilitate the transfer of real estate.



# OBTAINING

## *A New Loan*

### **WHEN AND WHERE TO APPLY FOR A LOAN?**

There are many sources for home loans including banks, credit unions, mortgage companies, and mortgage brokers. You may consider asking friends and relatives or your real estate agent for recommendations. Knowing what you can afford before you begin looking may give you more bargaining power when negotiating with a seller.

### **WHAT IS HAZARD (OR FIRE) INSURANCE?**

Hazard insurance covers the dwelling itself and may be required for your home. Your lender or real estate agent may explain the necessary hazard insurance coverage to you. If you are buying a condominium, ask if a master policy will be included with your unit.

### **CONTACT YOUR INSURANCE AGENT EARLY**

This coverage may need to be provided so the closing/ settlement agent can release loan funds to the escrow company. Order your insurance as soon as your loan is approved; then furnish your closing/settlement agent with the insurance agent's name and phone number. When you talk with your insurance agent, ask about additional coverage in a homeowner's policy to insure your personal belongings and protect against liabilities.

### **WHAT HAPPENS AFTER LOAN APPROVAL?**

After loan approval and prior to your planned closing date, you will receive a Closing Disclosure from your lender with details of the final loan terms and closing costs. Your closing/settlement agent may also prepare a separate Settlement Statement which indicates what funds go where and how much money you may need to bring to the closing appointment.

# WHAT YOU MAY NEED

## *For the Loan Application*

- Addresses of residences for the last two or more years
- Social Security number
- Driver's License or other valid ID
- Names and addresses of employers for the last two or more years
- Two or more recent pay stubs showing year-to-date earnings
- Federal tax returns for the last two or more years  
W-2s for the last two or more years
- Checking and savings account statements for last two or more months
- Debt: names, addresses, account numbers, and payment amounts on all loans and credit cards
- For a VA loan, Certificate of Eligibility or DD-214s
- Divorce decree if applicable
- Letters of explanation regarding credit inquiries or special circumstances
- Funds to pay for credit report and appraisal

# 5 MORTGAGE CLOSING TERMS

## *Every Buyer Should Know*

When the housing crisis and economic recession hit, it put many prospective home buyers' plans on hold, forcing those considering purchasing a home into the rental market. Now, as the economy continues to improve, some of those renters are looking to own.

However, there are many factors to consider when buying a home. When it comes to the closing process, it is a good idea to know the terminology that will be discussed. This can help make the situation much more comfortable and professional for all parties involved. Below are some of the terms that may be discussed during the closing process.



### **ANNUAL PERCENTAGE RATE (APR)**

This term reflects the cost of all credit and finances as determined by the length of a year, including the interest rate, points, broker fees, and other credit charges obligated to the buyer.



### **DOWN PAYMENT**

Like many transactions involving large sums of money, the mortgage process involves a down payment - the amount a home buyer pays in order to make up the difference between the purchase price and the mortgage amount. Some experts advise no less than 10% to 15%. However, any amount over 20% of the purchase price is often recommended, and may be required to avoid having to pay for private mortgage insurance.



### **PRIVATE MORTGAGE INSURANCE (PMI)**

PMI is typically required if a borrower puts a down payment that's less than 20% of the home's value. The charge is usually included in the monthly mortgage payment in an attempt to protect the lender from possible default.



### **LOAN ESTIMATE (LE)**

The Consumer Financial Protection Bureau, or CFPB, requires your lender to issue a Loan Estimate within three business days of receiving your mortgage application. The Loan Estimate details the terms of your loans along with estimated closing costs.



### **CLOSING COSTS**

Closing costs may also be referred to as transaction costs or settlement costs and may include various fees and charges associated with finalization. These may include or be related to application fees, title examination, title insurance, property fees, as well as settlement documents and attorney charges.



# SAMPLE MORTGAGE PAYMENT

**30 YEAR LOAN / PRINCIPAL AND INTEREST ONLY**

LOAN AMOUNT	INTEREST RATE						
	4.25%	4.50%	4.75%	5%	5.25%	5.50%	5.75%
\$260,000	\$1,280	\$1,318	\$1,357	\$1,396	\$1,436	\$1,477	\$1,518
\$280,000	\$1,378	\$1,419	\$1,461	\$1,504	\$1,547	\$1,590	\$1,634
\$300,000	\$1,476	\$1,521	\$1,565	\$1,611	\$1,657	\$1,704	\$1,751
\$320,000	\$1,575	\$1,622	\$1,670	\$1,718	\$1,768	\$1,817	\$1,868
\$340,000	\$1,673	\$1,723	\$1,774	\$1,826	\$1,878	\$1,931	\$1,985
\$360,000	\$1,771	\$1,825	\$1,878	\$1,933	\$1,988	\$2,045	\$2,101
\$380,000	\$1,870	\$1,926	\$1,983	\$2,040	\$2,099	\$2,158	\$2,218
\$400,000	\$1,968	\$2,027	\$2,087	\$2,148	\$2,209	\$2,272	\$2,335
\$420,000	\$2,067	\$2,129	\$2,191	\$2,255	\$2,320	\$2,385	\$2,452
\$440,000	\$2,165	\$2,230	\$2,296	\$2,363	\$2,430	\$2,499	\$2,568
\$460,000	\$2,263	\$2,331	\$2,400	\$2,470	\$2,541	\$2,612	\$2,685
\$480,000	\$2,362	\$2,433	\$2,504	\$2,577	\$2,651	\$2,726	\$2,802
\$500,000	\$2,460	\$2,534	\$2,609	\$2,685	\$2,762	\$2,839	\$2,918
\$520,000	\$2,559	\$2,635	\$2,713	\$2,792	\$2,872	\$2,953	\$3,035
\$540,000	\$2,657	\$2,737	\$2,817	\$2,899	\$2,982	\$3,067	\$3,152
\$560,000	\$2,755	\$2,838	\$2,922	\$3,007	\$3,093	\$3,180	\$3,269
\$580,000	\$2,854	\$2,939	\$3,026	\$3,114	\$3,203	\$3,294	\$3,385
\$600,000	\$2,952	\$3,041	\$3,130	\$3,221	\$3,314	\$3,407	\$3,502
\$620,000	\$3,051	\$3,142	\$3,235	\$3,329	\$3,424	\$3,521	\$3,619
\$640,000	\$3,149	\$3,243	\$3,339	\$3,436	\$3,535	\$3,634	\$3,735
\$660,000	\$3,247	\$3,345	\$3,443	\$3,544	\$3,645	\$3,748	\$3,852
\$680,000	\$3,346	\$3,446	\$3,548	\$3,651	\$3,755	\$3,861	\$3,969
\$700,000	\$3,444	\$3,547	\$3,652	\$3,758	\$3,866	\$3,975	\$4,086
\$720,000	\$3,542	\$3,649	\$3,756	\$3,866	\$3,976	\$4,089	\$4,202
\$740,000	\$3,641	\$3,750	\$3,861	\$3,973	\$4,087	\$4,202	\$4,319
\$760,000	\$3,739	\$3,851	\$3,965	\$4,080	\$4,197	\$4,316	\$4,436
\$780,000	\$3,838	\$3,953	\$4,069	\$4,188	\$4,308	\$4,429	\$4,552
\$800,000	\$3,936	\$4,054	\$4,174	\$4,295	\$4,418	\$4,543	\$4,669

**CONTINUED ON NEXT PAGE >>**

# SAMPLE MORTGAGE PAYMENT

**30 YEAR LOAN / PRINCIPAL AND INTEREST ONLY**

	INTEREST RATE					
LOAN AMOUNT	6%	6.25%	6.50%	6.75%	7%	7.25%
\$260,000	\$1,559	\$1,601	\$1,644	\$1,687	\$1,730	\$1,774
\$280,000	\$1,679	\$1,725	\$1,770	\$1,817	\$1,863	\$1,911
\$300,000	\$1,799	\$1,848	\$1,897	\$1,946	\$1,996	\$2,047
\$320,000	\$1,919	\$1,971	\$2,023	\$2,076	\$2,129	\$2,183
\$340,000	\$2,039	\$2,094	\$2,150	\$2,206	\$2,263	\$2,320
\$360,000	\$2,159	\$2,217	\$2,276	\$2,335	\$2,396	\$2,456
\$380,000	\$2,279	\$2,340	\$2,402	\$2,465	\$2,529	\$2,593
\$400,000	\$2,399	\$2,463	\$2,529	\$2,595	\$2,662	\$2,729
\$420,000	\$2,519	\$2,587	\$2,655	\$2,725	\$2,795	\$2,866
\$440,000	\$2,639	\$2,710	\$2,782	\$2,854	\$2,928	\$3,002
\$460,000	\$2,758	\$2,833	\$2,908	\$2,984	\$3,061	\$3,139
\$480,000	\$2,878	\$2,956	\$3,034	\$3,114	\$3,194	\$3,275
\$500,000	\$2,998	\$3,079	\$3,161	\$3,243	\$3,327	\$3,411
\$520,000	\$3,118	\$3,202	\$3,287	\$3,373	\$3,460	\$3,548
\$540,000	\$3,238	\$3,325	\$3,414	\$3,503	\$3,593	\$3,684
\$560,000	\$3,358	\$3,449	\$3,540	\$3,633	\$3,726	\$3,821
\$580,000	\$3,475	\$3,572	\$3,666	\$3,762	\$3,859	\$3,957
\$600,000	\$3,598	\$3,695	\$3,793	\$3,892	\$3,992	\$4,094
\$620,000	\$3,718	\$3,818	\$3,919	\$4,022	\$4,125	\$4,230
\$640,000	\$3,838	\$3,941	\$4,046	\$4,152	\$4,258	\$4,366
\$660,000	\$3,958	\$4,064	\$4,172	\$4,281	\$4,391	\$4,503
\$680,000	\$4,077	\$4,187	\$4,299	\$4,411	\$4,525	\$4,639
\$700,000	\$4,197	\$4,311	\$4,425	\$4,541	\$4,658	\$4,776
\$720,000	\$4,317	\$4,434	\$4,551	\$4,670	\$4,791	\$4,912
\$740,000	\$4,437	\$4,557	\$4,678	\$4,800	\$4,924	\$5,049
\$760,000	\$4,557	\$4,680	\$4,804	\$4,930	\$5,057	\$5,185
\$780,000	\$4,677	\$4,803	\$4,931	\$5,060	\$5,190	\$5,321
\$800,000	\$4,797	\$4,926	\$5,057	\$5,189	\$5,323	\$5,458

# HOME COMPARISON CHART

Remembering each home would appear easy, but it can quickly become confusing. Which home was near the school? Which one had the great pool? Did it have a family room? How many bathrooms? In the “Something Memorable” category, note something you think is unusual and memorable about each home, such as a stained glass window, fruit trees, a child’s playhouse. This will make it easier for you to recall the property later and refer to a specific address. And, last but not least, maybe the most important question, does this house feel like home? The following home comparison chart is designed to help you remember the homes you visit and what you liked best and least about each one. Rate features or make notes that will help you determine what pleased or displeased you.

	HOME 1	HOME 2	HOME 3	HOME 4	HOME 5
ADDRESS					
ASKING PRICE					
NO. BEDROOMS/BATHS	/	/	/	/	/
SQUARE FOOTAGE					
FIRST IMPRESSION					
LOCATION					
NEIGHBORHOOD					
APPEALING STYLE					
LIVING ROOM					
DINING ROOM					
GREAT ROOM					
KITCHEN					
FAMILY ROOM					
BATHROOM					
MASTER BEDROOM					
MASTER BATH					
BEDROOMS					
FLOOR PLAN					
PATIO					
POOL					
LANDSCAPING					
GARAGE OR CARPORT					
SOMETHING MEMORABLE					
DOES THIS FEEL LIKE HOME?					



# WHAT IS TITLE INSURANCE?

Title insurance protects against covered title defects such as a previous owner's debt, liens, and other claims of ownership that may have been instituted prior to purchasing the home.

As real estate is the nation's largest market, its purchase and sale is essential to the health of the U.S. economy. However, these transactions are never without risk. That's why title insurance has been protecting American homeowners for more than 130 years.

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## OVERVIEW

When a piece of real property is financed, purchased or sold, a record of that transaction is generally filed in public archives. Likewise, other events that may affect the ownership of a property are also documented and filed. These may include liens, levies, encumbrances, etc. When a buyer purchases title insurance, the title company searches these records to find (and remedy, if possible) issues that may affect the purchaser's ownership.

## TITLE SEARCH AND EXAM

That's where title insurance differs from traditional insurance models. When you purchase a policy insuring you for matters relating to your car or health, the insurance company assesses the risk of insuring you, and bases its premium on the risk being assumed. With title insurance, the insurer first works to identify the status of ownership, liens and other matters affecting title by collecting documents affecting title from the public records that are statutorily identified for the recording of real estate transactions. This process is called the search. Once the search is complete, the title insurance underwriter can then determine the insurability of the title and list exceptions from coverage and requirements to insure.

## UNDISCOVERED RISKS

Of course, even the most skilled title professionals may not find all title problems. Other risks include matters that are more difficult to identify, such as title issues resulting from filing errors, forgeries, undisclosed heirs, and other unforeseen problems. That's one reason why your title insurance policy can play a key role in protecting your real estate investment.

## **LOAN POLICY**

When you purchase a new home or other piece of real property by securing a mortgage, you may be required by your lender to purchase a Loan Policy of title insurance. This policy insures the lender against covered title defects up to the amount of insurance. This coverage in favor of the lender lasts for the life of the loan under limited circumstances stated within the policy.

## **OWNERS'S POLICY**

You will also have the option of purchasing an Owner's Policy of title insurance, which provides insurance directly to the insured owner listed in the policy, and describes the type of real property interest owned. The insurance in both an owner's and a Loan Policy is subject to the policy provisions, which include the covered risks, exclusions from coverage, the conditions and the exceptions to title listed on a schedule to the policy.

## **PREMIUM**

You will pay a one-time premium for both the Loan Policy and the Owner's Policy at the close of your transaction, based on the total value of your home and the amount of your loan. This is another way in which title insurance differs from other insurance models, where premiums are paid on an ongoing basis. The purchase of a home or other real estate may be the largest financial investment you ever make. Title insurance can give you added peace of mind in knowing that the title to your investment is insured.



An Owner's Title Insurance Policy is your best protection against potential defects that can remain hidden despite the most thorough search of public records. A Lender's Title Insurance Policy also exists to protect your mortgage lender's interest.

# 10 COMMON TITLE PROBLEMS

## **1 ERRORS IN PUBLIC RECORDS**

To err is human, but when it affects your home ownership rights, those mistakes can be devastating. Clerical or filing errors could affect the deed or survey of your property and cause undue financial strain in order to resolve them.

## **2 UNKNOWN LIENS**

Prior owners of your property may not have been meticulous bookkeepers – or bill payers. And, even though the former debt is not your own, banks or other financing companies can place liens on your property for unpaid debts even after you have closed on the sale. This is an especially worrisome issue with distressed properties..

## **3 ILLEGAL DEEDS**

While the chain of title on your property may appear perfectly sound, it's possible that a prior deed was made by an undocumented immigrant, a minor, a person of unsound mind, or one who is reported single but in actuality married. These instances may affect the enforceability of prior deeds, affecting prior (and possibly present) ownership.

## **4 MISSING HEIRS**

When a person dies, the ownership of their home may fall to their heirs, or those named within their will. However, those heirs are sometimes missing or unknown at the time of death. Other times, family members may contest the will for their own property rights. These scenarios – which can happen long after you have purchased the property – may affect your rights to the property.

## **5 FORGERIES**

Unfortunately, we don't live in a completely honest world. Sometimes forged or fabricated documents that affect property ownership are filed within public records, obscuring the rightful ownership of the property. Once these forgeries come to light, your rights to your home may be in jeopardy.

## **6 UNDISCOVERED ENCUMBRANCES**

When it comes to owning a home, three can be a crowd. At the time of purchase, you may not know that a third party holds a claim to all or part of your property – due to a former mortgage or lien, or non-financial claims, like restrictions or covenants limiting the use of your property.



## **7 UNKNOWN EASEMENTS**

You may own your new home and its surrounding land, but an unknown easement may prohibit you from using it as you'd like, or could allow government agencies, businesses, or other parties access to all or portions of your property. While usually non-financial issues, easements can still affect your right to enjoy your property.

## **8 BOUNDARY/SURVEY DISPUTES**

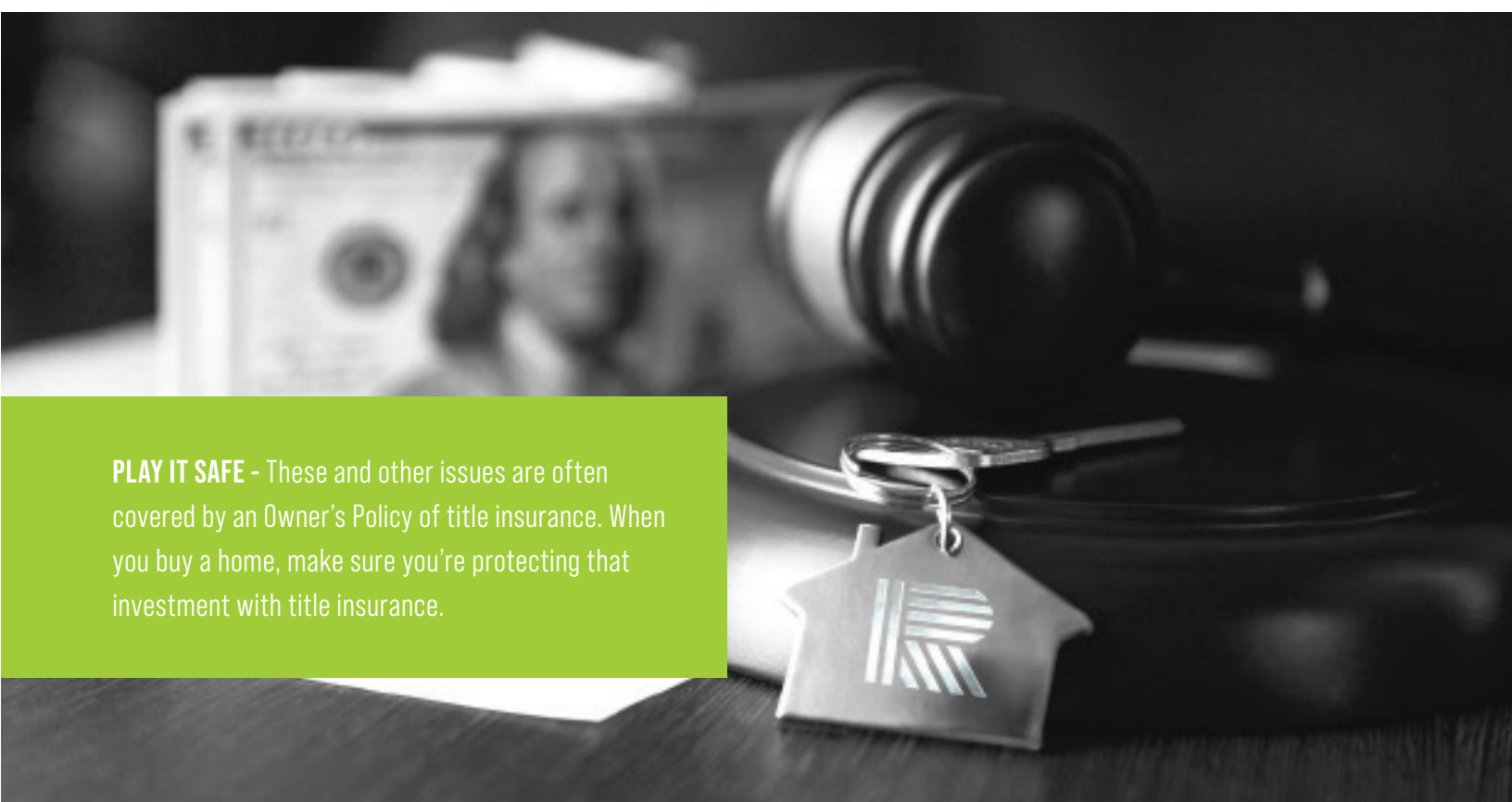
You may have seen several surveys of your property prior to purchasing, however, other surveys may exist that show differing boundaries. Therefore, a neighbor or other party may be able to claim ownership to a portion of your property.

## **9 UNDISCOVERED WILL**

When a property owner dies with no apparent will or heir, the state may sell his or her assets, including the home. When you purchase such a home, you assume your rights as owner. However, even years later, the deceased owner's will may come to light and your rights to the property may be seriously jeopardized.

## **10 FALSE IMPERSONATION OF PREVIOUS OWNER**

Common and similar names can make it possible to falsely "impersonate" a property owner. If you purchase a home that was once sold by a false owner, you can risk losing your legal claim to the property.



**PLAY IT SAFE** - These and other issues are often covered by an Owner's Policy of title insurance. When you buy a home, make sure you're protecting that investment with title insurance.

# WHAT IS ESCROW?

“Escrow” is a term that describes the neutral third-party handling of funds, documents, and tasks specific to the closing (or settlement, as it is also known), as outlined on the real estate purchase agreement or sales contract. The purpose of escrow is to facilitate the transaction by managing the disbursement of funds.

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## **KEY PLAYERS**

In accordance with local custom, the buyer or seller involved in the transaction will select the escrow provider, though they often defer to their real estate agent to make this decision. This provider could be an escrow company, title officer, or title/escrow attorney, depending upon many considerations, including the geographical location of the transaction.

## **ROLES**

The escrow provider may have a duty to arrange and/or track the requirements and contingencies outlined within the purchase contract. These might include home inspections, the purchase of homeowners insurance, the completion of negotiated repairs, and financing requirements.

## **PROCESS**

Once all transaction contingencies are met, including the execution of all documents necessary to complete the transaction, the escrow company will disburse funds to the seller and other parties, all in accordance with the purchase agreement.

## **COST**

The cost of escrow services is covered by the buyer or seller as determined by local custom, market conditions, or contractual agreements made within the purchase offer.

## **CLOSING/CONSUMMATION**

Once all the tasks described within the sales purchase agreement have been completed and the appropriate funds are disbursed, the transaction is complete and the escrow closes.

# MAIL-AWAY CLOSING TIPS

As opportunities for real estate transactions expand across county and state lines, the frequency of mail-away closings is increasing. If you are involved in a closing that requires the mailing of documents, here are some tips that can help you avoid delays:

- 1** Inform your closing/settlement agent of the need to mail documents as soon as possible. This will allow them to better coordinate the document preparation and signing process.
- 2** Provide your closing/settlement agent with a physical address and the best phone number for each party involved in the transaction. Most overnight delivery services will not deliver to a P.O. Box.
- 3** Be aware that many lenders have specific closing practices that may differ from local customs. Not all lenders allow documents to be signed in advance of the closing date, and some require that the documents be signed in the presence of an attorney or at a local settlement agent's office.
- 4** Allow sufficient turnaround time for the documents to be signed. This may decrease the chances of funding delays due to errors in the signing process. In order to disburse funds on a transaction, your closing/settlement agent may require the original documents to be returned and in their possession. The minimum time required to send and receive documents is three business days.





# 5 THINGS TO AVOID

## *During the Closing Process*

### **1 AVOID CHANGING YOUR MARITAL STATUS**

How you hold title is affected by your marital status. Be sure to make both your lender and closing/settlement agent aware of any changes in your marital status so that documents can be prepared correctly.

### **2 AVOID CHANGING JOBS**

A job change may result in your loan being denied, particularly if you are taking a lower-paying position or moving into a different field. Don't think you're safe because you've received approval earlier in the process, as the lender may call your employer to re-verify your employment just prior to funding the loan.

### **3 AVOID SWITCHING BANKS OR MOVING YOUR MONEY TO ANOTHER INSTITUTION**

After the lender has verified your funds at one or more institutions, the money should remain there until needed for the purchase.

### **4 AVOID PAYING OFF EXISTING ACCOUNTS UNLESS YOUR LENDER REQUESTS IT**

If your loan officer advises you to pay off certain bills in order to qualify for the loan, follow that advice. Otherwise, leave your accounts as they are until your escrow closes.

### **5 AVOID MAKING ANY LARGE PURCHASES**

A major purchase that requires a withdrawal from your verified funds or increases your debt can result in your not qualifying for the loan. A lender may check your credit or re-verify funds at the last minute, so avoid purchases that could impact your loan approval.



# WHAT HAPPENS

## *After the Closing*

It is recommended you keep all records pertaining to your home together in a safe place, including all purchase documents, insurance, maintenance and improvements.

### **KEYS TO A HOME**

You have been supplied with a set of keys that unlocks the doors to your new home. To ensure security, change the locks upon moving in.

### **UTILITIES**

If you have not already done so, contact the local service providers to make arrangements for electricity, gas, water, phone and cable or satellite services. While some providers may need as little notice as a day to activate your services, it's best to give them a few weeks' notice.

### **OWNER'S TITLE INSURANCE POLICY**

You may have received a First American Title Owner's Policy of Title at the closing table. If this service is not available in your area, you will receive your policy by mail in the weeks following the closing.

### **RECORDED DEED**

Once recorded in the official county records, the original deed to your home will be mailed directly to you.

### **LOAN PAYMENTS**

At the closing, written instructions were provided with details for making your first loan payment. If you have questions about your tax and insurance escrows, please contact your closing/settlement agent.

### **PROPERTY TAXES**

At the closing, property taxes were prorated between the buyer and the seller based on occupancy time in the home. You may not receive a tax statement for the current year on the home you buy; however, it is your obligation to make sure the taxes are paid when due. Check with your lender to find out if taxes are included with your payment and if the tax bill will be paid by the lender from escrowed funds.

### **FILING FOR HOMESTEAD**

If the home you purchased is in a homestead state, you may be required to declare homestead or file a homestead exemption. A homestead exemption reduces the value of a home for state-tax purposes. You can check with the local county recorder's office to determine eligibility, filing requirements and deadlines.

### **POSTAL SERVICE**

Your local Post Office can provide the necessary Change of Address forms to expedite the delivery of mail to your new home. You can speed up the process by notifying everyone who sends you mail of your new address and the date of your move. Many bills provide an area for making an address change. a home for state-tax purposes. You can check with the local county recorder's office to determine eligibility, filing requirements and deadlines.

# CLOSING DAY

Whether you are purchasing a home or selling a house, knowing what to expect and being prepared at the closing can help eliminate stress and result in a pleasant experience. We understand how important this transaction is to you, and we are committed to consistently providing a level of service that prepares you for this final step in your real estate transaction.

Although the settlement process can vary from state to state, here are some common items that may be required at closing to help the process go as smoothly and quickly as possible.

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## **VALID PHOTO IDENTIFICATION**

*Two forms of identification are typically required at closing, including one of the following:*

- Valid U.S. Driver's License or non-driver I.D.
- Valid Canadian or Mexican Driver's License issued by the Official Agency
- Current United States or Foreign Passport Foreign Passport must have been stamped by U.S. Immigration and Naturalized Service

## **CASHIER'S CHECK, TREASURER'S CHECK, OR WIRE TRANSFER**

In the event you are required to bring funds to closing, we cannot accept personal checks or cash. If you prefer to wire your funds, contact us for bank routing instructions.

If you will be bringing a proceeds check from another settlement, contact us to verify the acceptance of those funds - we do not automatically accept all checks.

## **HAZARD INSURANCE POLICY AND PAID RECEIPT**

A hazard policy, also known as homeowner's insurance, with the lender designated as the insured holder of the mortgage, is required on most loans. Evidence of hazard insurance, including a paid receipt, must be provided prior to closing.

## **IF POSSIBLE, ALL PARTIES WHO HOLD TITLE TO THE PROPERTY SHOULD ATTEND THE CLOSING**

State-specific laws may require the spouse of the parties in title, even though their name does not appear on the deed, to sign certain documents when obtaining a mortgage. If anyone is unable to attend closing, contact us to arrange a power of attorney or closing by mail.

# CHECKLIST ITEMS

## *For A Successful Closing*

- ☐ Closing Instructions or Real Estate Broker Worksheet
- ☐ Purchase Agreement
- ☐ Valid Photo Identification
- ☐ Amendments or Addenda
- ☐ All Closing Party Members

### IF APPLICABLE

- ☐ Buyer(s) Pre-Approval Letter
- ☐ Home Warranty Application
- ☐ Payoff Authorization to Release Information
- ☐ Association/Condominium Contact Information
- ☐ Copy of Earnest Money Deposit
- ☐ Check and Escrow Agreement
- ☐ Cashier's Check, Treasurer's Check, or Wire Transfer
- ☐ Power of Attorney *(original needed at closing)*
- ☐ Divorce Decree and Quit Claim Deed *(original needed at closing, if not recorded)*
- ☐ Court Order from Bankruptcy Court
- ☐ Corporation Documents: Board of Resolution, Certificate of Good Standing and Articles of Organization
- ☐ Death Certificate *(original needed at closing)*
- ☐ Prior Owner's Title Policy
- ☐ Trust Agreement and Attorney Contact
- ☐ Letter of Authority for Probated Estate *(original needed at closing, if not recorded)*
- ☐ Limited Liability Company Documents: Operating Agreement and Articles of Organization
- ☐ Hazard Insurance Policy and Paid Receipt



# MOVING CHECKLIST

## SEND CHANGE OF ADDRESS TO

- ☐ Post Office
- ☐ Bank
- ☐ Credit card companies
- ☐ Friends and relatives
- ☐ Insurance companies – Life, health, fire, auto
- ☐ Automobile – Transfer of car title registration, driver's license
- ☐ Utility companies – Gas, light, water, telephone, cable
- ☐ Arrange for any refunds of deposits
- ☐ Arrange for service in new location
- ☐ Home delivery – Laundry, newspaper, magazine subscriptions
- ☐ School records – Ask for copies or transfer children's school records
- ☐ Medical records – Medical, dental, prescription histories
- ☐ Ask doctor and dentist for referrals
- ☐ Transfer needed prescriptions, x-rays, etc.
- ☐ Church, clubs, civic organizations – Transfer memberships and get letters of introduction

## DON'T FORGET TO

- ☐ Empty freezers – Plan use of foods
- ☐ Defrost freezer/refrigerator
- ☐ Have appliances serviced for moving
- ☐ Contact utility companies to disconnect services – Water, power, cable, trash, etc.
- ☐ Stay in contact with your mover – Confirm the following: insurance coverage, packing and unpacking labor, time and date of scheduled move, details of payment

## ON MOVING DAY

- ☐ Carry currency, jewelry, and important documents yourself
- ☐ Let a close friend or relative know route and schedule you will travel including overnight stops; use him/her as message headquarters
- ☐ Have appliances serviced for moving
- ☐ Double-check old closets, drawers, shelves to be sure they are empty
- ☐ Leave old keys needed by new owner







# 10 TIPS FOR MOVING WITH PETS

Moving to a home in a new location can be an exciting adventure, but it can also be the cause of stress and confusion for household pets. To minimize the trauma, here are a few tips that may help make your pet's transition a little easier.

- 1** Schedule an appointment with the veterinarian for a check-up prior to moving.
- 2** Obtain a copy of your pet's medical history along with rabies certifications that state when and where your pet was vaccinated.
- 3** Make sure the supply of current medications will last until a veterinarian in your new location can be found to provide refills.
- 4** Proper identification is essential. Be certain that any required license tags are secured properly and the contact information is current.
- 5** Pets can become anxious with the increase of activity prior to a move. To eliminate the threat of them misbehaving or running off, consider boarding your pet during the most hectic of moving days.
- 6** If you are moving your pet by car, be sure to take a favorite toy or two, a leash for when stops are made, and plenty of water to keep your pet hydrated.
- 7** Requirements for the movement of pets across state lines are set by each individual state. Contact the State Veterinarian in your new location to obtain the most current information.
- 8** Long-distance moves may require an overnight stay. People and pet-friendly accommodations can be found by searching a number of internet sites.
- 9** Once you and your pet have arrived in your new location, allow sufficient time for the new neighborhood adjustment to be made. It could take a few days or a few weeks for your pet to adapt to their new surroundings.
- 10** Carry a current photograph of your pet. If your pet is lost during the move, a photograph will make it much easier to search effectively.



# KNOW BEFORE YOU OWE

The TILA-RESPA Integrated Disclosure (TRID) Rule from the Consumer Financial Protection Bureau (CFPB) went into effect on October 3, 2015. This initiative is designed to help consumers understand their loan options, shop for the mortgage that's best for them, and avoid costly surprises at the closing table. The new Rule not only requires new mortgage disclosure forms, it also changes the way real estate transactions are processed and closed.

## NEW FORMS

### **LOAN ESTIMATE (LE)**

- Replaces the Good Faith Estimate (GFE) and initial Truth-in-Lending Disclosure
- The LE is designed to provide disclosures that will be helpful to consumers in understanding the key features, costs and risks of the mortgage loan for which they are applying.
- The lender or mortgage broker will issue the LE.

### **CLOSING DISCLOSURE (CD)**

- Replaces the Good Faith Estimate (GFE) and initial Truth-in-Lending Disclosure
- The CD is designed to provide disclosures that will be helpful to consumers in understanding all of the costs of the transaction.
- The lender will most often provide this document to the buyer/borrower, but in some cases, may assign the responsibility to the settlement agent or title company.
- The settlement agent, not the lender, is responsible for completing and delivering the seller's side of the CD. Settlement agents may elect to prepare a separate CD for the seller.

## NEW TIMING REQUIREMENTS

- The LE must be delivered or placed in the mail no later than the third business day after receiving the consumer's application.
- The CD must be provided to the consumer at least three business days prior to closing.
- The real estate closing process varies around the country, but every transaction requires coordination between skilled professionals. Working closely with your real estate agent, lender and settlement agent will help the settlement process go as smoothly as possible.

# Notes





# Notes



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