

# 12 STEPS TO BUYING YOUR NEW HOME

## 1. Loan Application & Doc Collection

A mortgage prequalification is strongly encouraged before starting your home search, as it gives you an idea of which homes are in your price range. A pre-qualification requires information such as income, assets, and mortgage type.

## 2. Mortgage Planning Session

The Mortgage Planning session is a face-to-face or virtual meeting with a loan officer, during which you will be educated on the details of the financing of your new home. It is also a great opportunity to ask any questions you may have.

## 3. The Hunt

Now it's time to start your search for a new home with your real estate agent. Once you've found your dream home, you need to negotiate the terms of the sale, including price, possession date, and any seller's concessions if applicable.

## 4. Sign Disclosures & Lock Rates

After your offer has been accepted, your Mortgage Application and Loan Estimate is revised to reflect the details of the real estate contract. Locking in an interest rate should also be discussed at this time.

## 8. Abstracting/The Opinion

The abstract is a document that shows the property history and any liens it might have against it. Liens consist of mortgages, judgements, etc. An attorney provides a title opinion and requires all liens to be clear to convey a clean title before closing.

## 7. Appraisal

An appraisal on all home sales is required. The appraisal justifies the price you will pay for your new home. In the unlikely event the home does not appraise for the purchase price, you may have the ability to renegotiate your purchase agreement.

## 6. Inspections

There are a variety of inspections; whole house inspection, radon, termite, and if applicable, well and septic. Your agent is a valuable resource in learning more about these inspections.

## 5. Pre-Qualified Processor's Review

A loan processor performs a review of your mortgage request; making sure all documents are collected and filled out correctly. Your mortgage packet is then forwarded to Underwriting for loan approval.

## 9. Insurance

Fire, hazard, and flood insurance may be required depending on the condition and location of your home. Please contact your insurance provider as soon as you have a finalized offer.

## 10. Underwriter's Review

Based on the information sent by the loan processor, the underwriter makes the final decision to approve your mortgage. At this time, additional information may be requested before final loan approval is granted.

## 11. Full Loan Approval

The underwriter gives the final approval for financing, and a closing time and location are chosen.

## 12. Closing

Final mortgage documents are reviewed and signed. You will be required to present your government issued photo ID and, if funds are needed for closing, a certified check.

**MOVE IN AND ENJOY YOUR NEW HOME!**



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