



LET'S FIND
HOME

The process
of purchasing your first home.



ABOUT ME



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2901 Main Ave, Durango, CO,
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Ashley Blackmore has lived in this area her entire life and has been in real estate for almost 10 years. Ashley has a proven record of success in helping home sellers with a timely and effective sale of their homes. She has helped investors make just under \$1 million ROI in under 6 months on auction homes, and secured sales on homes that were impossible to sell before her.

Her marketing of strategic & target rotational marketing is so well known. She has also sold other CO real estate agents homes!

"Real estate is more than a career to me, it is my passion and has been my life for many years and hopefully the next 40 . Getting to help people with the sale of their home is such an honor and a pleasure for me." *Ashley*

The Home Buying Process



STEP 1

Finances

- ✓ Gather your documents
- ✓ Obtain pre-approval or proof of funds
- ✓ Locate down payment funds
- ✓ Prepare for any additional costs

The Home Buying Process



STEP 2

Home Search

- ✓ Preview potential properties online
- ✓ Schedule showings and view the properties you are most interested in

The Home Buying Process



STEP 3

Under Contract

- ✓ Write an offer to purchase on your favorite property
- ✓ Negotiate the terms of the offer and accept the contract
- ✓ Deposit escrow, complete loan application and homeowners insurance quotes

The Home Buying Process



STEP 4

Due Diligence

- ✓ Conduct inspections
- ✓ Resolve/negotiate any issues from inspection
- ✓ Your lender will order the appraisal
- ✓ Obtain homeowners insurance

The Home Buying Process



STEP 5

Closing Time

- ✓ Title company will conduct title search and order survey
- ✓ Receive closing statement/clear to close
- ✓ Wire funds to closing company
- ✓ Conduct a final walk-through of property and close
- ✓ Closing day: Get your keys, it's all yours!

The Mortgage Process

The very first step of the home buying process is to get a pre-approval letter from a lender stating how much you are qualified for. It's important to ask your potential lenders some questions to make sure they are a good fit for you.

A pre-approval is only valid for 30-90 days, so while you can start talking to lenders, you'll want to wait on getting that pre-approval letter when you're ready to buy.



Searching Strategically

Before we hop into the home search, I like to advise my clients to create a "Needs" list and a "Wants" list. This will help us to really focus on the things that are most important in your future home.

Needs are the non-negotiable features; the features you simply must have in your next home. Wants are the ones you'd like to have, but you can add or change down the road.

Needs might be things like:

- Enough square footage for you and your family
- Sufficient bedrooms and bathrooms
- First floor master bedroom
- Close proximity to work and school
- Grassy yard for children's or pet's play area

Wants will look more like:

- Pool, jacuzzi, or other exterior water feature
- Fenced-in backyard
- Specific carpet, hardwood floors, or tile
- Kitchen amenities like countertops and appliances
- Walk-in shower or double bathroom vanity in master

Find a property that interests you?

If you have any questions about a property, send me the information and I will find out for you. Send me listings you like and I can get more information and set up showings on your behalf.



Tip: Remember, you can't change the lot or the location so make sure you love both.

You also don't want to be the priciest home on the block. I will help you assess whether or not that's the case.



So you think you've found the one?

It's time to make an offer! To make an offer, you'll need your pre-approval letter or proof of funds. You'll also need to make an escrow deposit of at least 1-2% of the purchase price. This will go towards your closing costs at closing.



We're under contract... now what?

You made an offer, and it has been accepted—go ahead, cue the confetti! And while it'll be a few more days until you can move in, you're well on your way to closing the deal on your new home sweet home.

Here's a quick rundown on what happens after you make an offer and your new home is "under contract."



STEP 3: UNDER CONTRACT

- First, I will carefully review important dates and information you will need to know to ensure a successful closing.
- You'll need to meet with a mortgage lender to firm up financing details and lock in your interest rate.
- Once the home inspection report comes in (and you should definitely request a home inspection), we may need to negotiate any repairs with your seller.
- Towards the closing date, you'll get a call from your closing attorney's office to schedule your closing.



Now that we are under contract, it's time for inspections!

During the inspection period, the buyer has the right to hire a professional to inspect the condition of the home.

If the results on the inspection report comes back with any issues that need to be addressed, the buyer may ask the seller to cover the costs of these repairs, reduce the sales price, or fix the repairs before closing.



What is the appraisal?

An appraisal is an estimate of the value of the property by a licensed professional appraiser.

Once any problems during the inspection are solved, the appraisal will be ordered by the lender and paid for by you. .



What is the appraisal?

The goal of the appraisal is to verify the value of the property for the lender and to protect you from overpaying.

The contract is contingent upon whether the appraisal comes in at or above the purchase price. If the appraisal comes back short, we will be back to the negotiating table



Finalizing the mortgage

It is very important not to make any major job changes, major purchases, or open new credit cards or lines of credit, as any of these activities could alter your qualifications for a loan.



Clear-to-Close!

Once the lender tells us we have a clear-to-close, all that remains is the actual closing process. This means the mortgage underwriter has officially approved all documentation required to fund the loan.



Now what?

We will typically schedule the final walk-through right before closing so we can confirm that the seller made any repairs and to make sure no issues have come up. We'll schedule a closing date where we will meet with the title company to sign the closing documents. You'll receive your new keys at the closing table!



THANK YOU!

Thank you!

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