

Buying Right

No one goes solo. Purchasing a home is really a group activity. You don't have to be an expert in every aspect of purchasing a new home—you simply need to surround yourself with people who will give you sound advice on the intricacies of buying a home. Advised by such a crowd, you can then take on the role of decision maker.

In addition to your Account Manager, you will work with the following professionals during the home purchase process.

Real Estate Agent

House hunting begins at home. The best approach is to think in terms of what basic factors are most important to you. Start looking for homes that fulfill those basic criteria (schools, urban living vs suburban living, size, price, etc...). Then take a closer look at that group, number of bedrooms & baths, size of yard, garage capacity, fireplaces. Keep in mind that what appeals to buyers today will probably appeal to buyers tomorrow. In short, buy a home now that others would want to buy from you in the future.

An experienced, successful real estate agent is critical. Your Relocation Today account manager will recommend the top agents and brokers in your new community whom we have already carefully interviewed. Be prepared to fully discuss your needs and desires so the agent can offer you a comprehensive listing of various homes in the new destination.

Before you start looking at properties, your agent will begin your search prior to your home finding trip and email you housing possibilities based on your criteria. This will enable you to have a more productive home finding trip. They also will review the purchase contract, all the closing expenses and pre-paid expenses that will be associated with your purchase. Once a property is identified, the agent will review a copy of the seller's disclosure statement and any other documentation that the seller is required to share with potential buyers.

If you find that you are not comfortable with your agent, advise your Account Manager. The agent will be released and a new agent will be provided.

Buy smart. A real estate agent will help you in locating the home of your dreams and, just as importantly, assist you in making a sound financial decision by preparing a Competitive Market Analysis (CMA) on your prospective home prior to writing an offer. Review the sales and the listings of the properties comprising the CMA. Whether you relocated again in the future or not, you want to be certain to make a wise purchasing decision.

Mortgage Provider

Mortgage Assistance. Your Account Manager will make up to four mortgage providers available to you for interviews. These providers will counsel you on various loan programs and rates that would be a good fit for you. It is important to get pre-approved for a mortgage prior to house hunting. This takes very little time and is critical because it identifies your price range and strengthens your negotiating power when you do make an offer on a home. Your lender will also be able to provide you with a good faith estimate of closing costs that approximates the closing costs on your new home.

Title Representative

Title research. A title company examines the history of the property you are purchasing to ensure the title is clear and can be conveyed. They will review the legal history of the property, including liens, bonds or assessments that have been filed or are pending, and review easements and encroachments. They also issue title insurance on the property for you and your lender.

Depending on the area you make your purchase in, you will work with either a title officer, escrow coordinator, closer or attorney to coordinate the necessary paperwork to purchase your new home and facilitate the closing.

Property Inspector

A closer look. A home's condition significantly affects its value. It is important to have a trained professional examine the property for pest infestation, wood rot, ceiling leaks, and other physical components. They will assess the problems and be able to determine cost and what corrective work needs to be completed.

Get a home inspection by a reputable inspector. Ask about your inspector's qualifications and professional designations. When you hire the inspector, be certain you know what they do and do not inspect. You may also ask about environmental issues such as lead paint, asbestos and radon gas.

Do a final walk-through of your new house just prior to closing to establish that the house is in the same condition that it was in when you purchased it and that the sellers did not cause any damage when they moved out.