

THE ULTIMATE BEGINNER'S GUIDE TO THE

Homebuying Process



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You're about

TO EMBARK... on the journey of HOME OWNERSHIP

Dear reader,

Thank you so much for reading what is the product of hundreds of phone calls, emails, and transactions. Over the years, I've made it my goal to become a master of the home-buying process. Although there's always more to be learned, I've put my best foot forward in making this experience as enjoyable and exciting for you as possible, with the least amount of hassle.

I've thought of every question I've ever received from home buyers, and tried my best to address them in this document. There is so much love and effort put into every single page, and I hope it brings you confidence so that you can move forward on what may very well be the biggest decision you've ever made (no pressure).

I always appreciate feedback, comments, and further questions. I live for assisting people with financing their homes, so please don't hesitate to reach out at your convenience. I welcome you on this fun, sometimes stressful but so incredibly rewarding journey and can't wait to see you go from overwhelmed and empowered.

Wishing you all the success with your home purchase,



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let's get social



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01 So you

WANT TO BUY A HOUSE

Congratulations on your decision! You are about to embark on one of the most exciting roller coasters of your life, one that costs a lot and tends to have a lot of dramatic ups and downs that are sure to challenge you in a number of ways. This is why you need a solid, knowledgeable partner, someone to guide you through the process and help you get through the obstacles and safely into your new home.

Not to worry, I do this every single day, literally, and I have encountered hundreds of things that could go wrong. In doing so, over the years, I have created a formula for my clients that will expertly guide them through the process that will ultimately result in a rewarding home purchase experience.

I have made it my life's work to make this process as stress-free as possible. My proven systems allow me the opportunity to solve problems before they become problems, which allows you - the home buyer - to have the best experience with the least amount of hassle.

So let's begin.

[APPLY NOW](#)



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Define your

GOALS & OBJECTIVES

The first step to beginning this process is to decide your "why." What is it that you are hoping to accomplish by buying a home? Are you tired of paying your landlord (too much) money every month?

Or maybe you're finding yourself ready to own a real piece of the pie and live the homeowner's dream?

Perhaps you're ready to create a sanctuary where you can raise children and get a pet? Find out your exact "why," and you'll always find an inspiration to move forward.



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01 Write IT OUT

Perhaps the easiest way to reflect on your "why" would be by using the statements like the ones below. Take time writing these down. Find your favorite playlist on Spotify and ask your self these questions so that you can get as much clarity as possible on what your overall outcome will be in your journey toward homeownership.

I WANT TO BUY A HOUSE BECAUSE...

OWNING A HOUSE WOULD MAKE ME FEEL...

02 *Imagine* **THE FUN PART**

Now that we've got your "why," go ahead and close your eyes. Imagine your beautiful home. What features does it have? Does it have granite countertops? An open floor plan? Is it close to a great school? Are grocery stores nearby? Is there a yoga studio somewhere in the walking distance? A dog park? Write down what matters most to you.

THE FEATURES OF THE HOME MOST IMPORTANT TO ME ARE...



IT'S IMPORTANT FOR MY HOUSE TO BE...



03 The Timeline

WHAT & WHEN EXPLAINED



INITIAL CONSULTATION

Discuss your goals and how I can be an asset to you in the process.



FIND A HOME

Once you have an accepted offer, submit your mortgage application.



ORDER A HOME INSPECTION

Schedule a home inspection as soon as possible. This will give you adequate time to negotiate with the seller.



BE RESPONSIVE TO YOUR LENDER

If you qualify, you'll receive conditional approval. The lender may require additional documentation. Make sure to respond promptly.



PURCHASE HOMEOWNER'S INSURANCE

Lender will require proof of insurance before the loan can receive final approval.



LENDER ORDERS HOME APPRAISAL

To ensure that the value of the home you're buying is in line with the purchase price.



7

LENDER ORDERS TITLE SEARCH

To ensure that there are no outstanding liens on the property.

8

AVOID TAKING ON NEW DEBT

This can derail the process. Avoid opening new credit cards, or getting a new car lease, or making any other major financial changes.

9

LOCK IN YOUR RATE

Your rate must be locked in no later than 10 days before your closing date. If you haven't already locked in your rate, do it now.

10

PREPARE FOR CLOSING

Your lender will set a closing date and let you know exactly how much money you'll need to bring with you to the closing.

11

PREPARE CLOSING COSTS

Get a cashier's check or arrange to wire money to cover your down payment and closing costs.

12

CLOSING

At the closing, review and sign all the documents... then unlock your new home's door and celebrate!



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04 All about **CONDITIONS**

Conditional time is a time that needs to pass in order to ensure that the home you have selected is the right one for you. Title searches, inspections, appraisals, status certificates and financing are part of that process. Rural properties, for instance, carry additional conditions, which means their purchase may come with a different timeline. The conditional process is flexible, and depends on the terms negotiated by your real estate broker and the lender's (and related professions) timeline.

In staying with the idea of costs, let's proceed to review how much a home will actually cost you and at what times what costs shall be payable.



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05 How much

DOES A HOME ACTUALLY COSTS?

Deposit

DUE 24 HOURS AFTER CONTRACT ACCEPTANCE

Typically the deposit amount is dictated by the purchase price in your market. Most commonly, this will run about 5%-10% of the purchase price. The moneys must be delivered in the form of certified funds. The contract deposit will become part of your downpayment.

Down Payment

DUE AT CLOSING

The amount you will need for a down payment is determined by the type of loan you qualify for. Insured loans typically call for less than 20% whereas conventional loans are often at a minimum of 20% of the home purchase price. I will be happy to guide you with the requirements for your specific circumstances.

Home Inspection

DUE AT TIME OF INSPECTION

It is always recommended to hire a home inspector, as you never truly know the real condition of the home may be from just observing it from the outside. The cost ranges from one inspector to another and depends on the size of home and its features.



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*Appraisal**

DUE AT TIME OF APPRAISAL

Like home inspections, appraisals also range and depend on the appraiser and size of the home. Appraisers are hired by the lender to ensure that the property is worth what they are willing to lend to the borrower.

Closing Costs

DUE AT CLOSING

Closing costs are the fees included in the purchase of your home, from legal work to real estate agents to title and mortgage broker services. They can be expressed as a percentage or as flat fees and will also vary depending on the home's purchase price. Some of them can be negotiated directly with each partner, ahead of closing.

IMPORTANT

If financing your purchase, you will most likely have to pay for a home inspection report and an appraisal report. These fees are non refundable, even if you don't end up buying the home.

**may be waived
by lender*



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06 What are

CLOSING COSTS?

Closing costs are all the third-party fees paid at the close of a real estate transaction. They are due at closing. The buyer closing costs usually range from 2% - 5% of the home's final sale price, and may include, but not be limited to:

Lawyer Fees

paid to the transaction attorney for their services.

Mortgage Broker Fees

Generally paid by the lender upon successful completion, if a mortgage broker was involved in the transaction.

Homeowner's Insurance

Required by most lenders, you will typically pay your premium for the coming year.

Mortgage Insurance

Typically required if your down payment is less than 20%.

Title Insurance

This is a one-time fee, required to protect you in case the seller doesn't have full deed to the property.



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Property Taxes

Included in adjustments, property taxes for the current year are prorated and adjusted by the attorneys.

Land Title Fees

Are also included in adjustments.

Home Appraisal Fees

These fees are only paid at closing if they have not been paid for in advance.

Condominium Dues

if your home has a homeowner's association, you will pay one month's dues upfront at closing.

**please check with me and/or real estate agent for the full scope of what your actual closing costs will be.*



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07 Prior to Closing

CHECKLIST

You're about to get the keys to your amazing new home... Congratulations! Time to move all the boxes, and start the experience of home ownership. You've got a lot on your plate, so we want to highlight some important tasks that are necessary for a smooth and comfortable transition.

CHANGE OVER UTILITIES

We recommend that you switch over utilities either day of or one day before the closing. Keep in mind that it may often take over a week to schedule the internet/phone service transfer.

- GAS OR HEAT
- WATER/SEWER
- GARBAGE
- ELECTRICITY
- INTERNET/PHONE

CHANGE ADDRESS ON DRIVER'S LICENSE & HEALTHCARE INSURANCE CARD

This can be done at the local DMV office and/or your local healthcare insurance branch, or by visiting their websites online.

UPDATE CHANGE OF ADDRESS AT THE POST OFFICE

This can either be done at the local post office, or by visiting the USPS online. Please note there may be a processing fee involved.

UPDATE CHANGE OF ADDRESS OF YOUR SUBSCRIPTIONS

Make sure your Amazon Prime, Costco, local grocers, etc are brought up-to-date so you don't miss any deliveries.

[APPLY NOW](#)



LOOKING FORWARD

to helping you reach your homeownership goals



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