

GET ON THE PATH TO HOME OWNERSHIP

1 START YOUR JOURNEY

Contact your Realtor and your local Bay Equity Home Loans branch. Begin to set goals for loan type, price, style, and location.

TIP: Take one of many free homebuying courses to help gauge your ability and interest in the buying process! Some government assistance programs require these courses.

2 GET READY FOR PRE-APPROVAL

Loan Officers can usually Pre-qualify you in a couple hours. A pre-approval document sets reasonable limits on your monthly payments, and lets sellers know you are serious.

TIP: Gather financial information ahead of time. **Remember the 2-2-2 rule:** Two years of W-2s, two years of tax returns (federal and state) and your two most recent pay stubs.

3 GO ON THE SEARCH

Your Realtor can help you take tours of homes. Ask plenty of questions, listen carefully – even take notes. And don't forget to have fun!



4 MAKE AN OFFER

Your Realtor can help draw out details about a seller to make an offer. Your agent will prepare the offer based on the price and terms you choose.

TIP: Writing a cover letter describing why you're personally invested might help. **About 40% of successful bids include a cover letter.**

5 NEGOTIATION & CONTRACT

You're almost there! It may take a little wheeling and dealing to get it just right, but don't stop now!

When you've agreed on a price and terms, congrats! But there is still a mountain of paperwork to get the sale to the closing table. Your loan officer will help you with your credit checks and document prep. There is also the option of an escrow account.

6 GET IT DONE

The home appraisal is ordered. As part of due diligence, a buyer should conduct a home inspection. Review all terms with your lender.



7 CLOSING TIME

It's time for the official transfer of ownership and funds! A title company or attorney may act as an independent third party to facilitate. In many states, "witness-only" closings can be performed with the help of a notary.

TIP: Bay Equity's e-signing platform, **"BE Express Closing,"** turns hundreds of inked signatures into a few, reducing time spent at the closing table from hours to mere minutes!

8 MAKE YOUR MOVE!

CONGRATULATIONS ON YOUR NEW HOME!

Move in, make it your own and enjoy!



IF YOU HAVE ANY QUESTIONS, BAY EQUITY WILL BE THERE FOR YOU EVERY STEP OF THE WAY.

GIVE US A CALL - WE'RE HERE TO GET YOU HOME.

BEHL

Cindy Allen - The Allen Team

Senior Loan Officer

NMLS #452448

434 Hale Ave Suite 100

Oakdale, MN 55128

Direct: 651-245-3940

lois@the-allenteam.com

www.the-allenteam.com

HOME LOANS
bay equity
THE CINDY ALLEN TEAM



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