

Jonathan's Simple Buying Process

When you are serious about finding a home (at least 75 days before your desired move date)

- Start the **Preapproval** process. If you are planning on getting a mortgage, I require a mortgage Preapproval Letter before we tour homes together.
 - o Do you need a lender? I recommend Susan Brown of Guaranteed Rate Affinity—312.884.7373 Susan.Brown@grarate.com
 - o Simon Liang at Homeland Mortgage Company is also a good choice—630.663.1788 simonliangus@yahoo.com
 - o Your lender will need to review your last two years tax returns and W2's, two most recent paystubs, and last two months bank statements
- **Let's find what you're looking for**—fill out my Home Finding Needs Worksheet so I can show you only homes you really want to buy
- I'll send you details on all the homes available that fit your needs—together we'll **choose the top five or so that you are really excited about**—we'll tour those in person
- When we find the right one, **we write an offer** for you to e-sign, then negotiate with the seller to reach an agreement. I'll do a Comparative Market Analysis to make sure you don't overpay

After the offer is accepted (usually about 60 days before you take possession):

- The **initial earnest money** is due when the contract is signed by both parties. This usually ranges from \$1000 to \$10,000 (depending on purchase price), and yes, this money is part of your down payment
- Next comes **attorney review and inspections**. This is your chance to clarify and fine tune the terms of the contract, correct any contract typos, ask all our questions, and work through any inspection concerns
 - o Need an attorney? I recommend
 - Jeff Marks—847.348.8262 jmarks@bussepc.com
 - Central Law Group—847.866.0124 CONTACT@CentralLawGroup.net
 - o Need an inspector? I recommend these experienced professionals
 - John Bruner—847.702.2267 jbruner.jbinspections@comcast.net
 - Kevin Raugstad—847.722.5626 kevin@dynamichis.com
 - Fang Hongye—847.417.9778
- Following the inspection, we **review any notable items indicated in the inspection report** to determine our path forward. My goal is to advocate for you and your needs while keeping things in a positive place with the seller
- Finalize your mortgage and set a closing date
- Move in and enjoy your new home!



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