

THE JOURNEY TO YOUR DREAM HOME

BUYER'S GUIDEBOOK

Our comprehensive buyer's guide simplifies every step of the home buying process, ensuring your ideal home is within reach, whether it's your first or your next. Let's begin this exciting adventure together and unlock the door to your dream home



THE KEY TO YOUR TRANSACTIONS





NEGOTIATIONS:

We offer advice and tips before contract signing. For FSBO deals, we handle negotiations and contract preparation.

ATTORNEY REVIEW (AR):

A period to modify the contract terms. Essential for FSBO contract preparation. Must start within 3 days of contract signing and varies in duration.

DEPOSIT & DEADLINES:

We notify you about deposit instructions and transaction deadlines. Notify us for deadline extensions. Avoid scheduling moves or deliveries until closing is confirmed.

INSPECTIONS:

Highly recommended. Common types include standard home, wood-destroying insect, tank sweep (pre-1970 properties), radon (basement areas), and sewer line (older homes). Focus on major report issues; cosmetic repairs are usually seller's discretion. Consider second opinions for major issues. Inspection resolutions often involve seller credits for post-closing repairs.

OPRA:

We obtain property records including permits, taxes, and violations.

CITY INSPECTIONS:

Vary by municipality. Typically include fire inspection and sometimes a Certificate of Occupancy (CO). Usually seller's responsibility.





MORTGAGE (IF APPLICABLE):

Client responsibility to apply and secure a loan timely. Provide necessary documents to the lender promptly. Closing Disclosure (CD) provided by the lender, with final CD from our office.

If your mortgage is tied to the property's appraised value and it underperforms, we may renegotiate the price, given your contract's terms allow.

TITLE:

Required title searches reveal ownership defects to ensure clear property acquisition. Title insurance rates are state-regulated one-time fees. Surveys recommended to identify property boundaries and avoid encroachments.

CLOSING:

Closing date may vary due to several factors:

- 1. Resolution of inspections and completion of agreed repairs.
- 2. Clearance of the title.
- 3. Lender's readiness.
- 4. Seller's acquisition of city inspection certificates.

Once closing is confirmed, we provide details and next steps. Final CD often received the day before closing.

Closings typically in the afternoon, allowing time for final property walkthrough and bank visits.

On closing day, secure a bank check or wire transfer for the final amount, payable to the title company, which then disburses funds as required.



CONTACT US TODAY FOR A FREE CONSULTATION!



- (732) 292–5662
- Ruma@KeyEsquire.com
- C @KeyEsquire
- 306 Avenel Street, Avenel, NJ 07001