



☒ **Before You Start**

- ☐ Review your credit score and history
- ☐ Set a budget and savings plan for down payment & closing costs
- ☐ Research neighborhoods, schools, commute times, and local amenities

☒ **Step 1: Pre-Approval**

- ☐ Compare lenders and loan programs (FHA, VA, USDA, Conventional)
- ☐ Get pre-approved and know your buying power
- ☐ Review estimated monthly payments and funds needed at closing

☒ **Step 2: Connect With a Buyer's Agent**

- ☐ Choose a trusted Williams Elite Realty buyer's agent to represent you
- ☐ Review and sign a Buyer's Representation Agreement (we'll walk you through what it means)
- ☐ Discuss your goals, must-haves, and preferred locations with your agent
- ☐ Benefit from our local knowledge of Kentucky

☒ **Step 3: House Hunting**

- ☐ Create a must-have and nice-to-have list
- ☐ Tour homes in person or virtually
- ☐ Compare market data with your agent's guidance

☒ **Step 4: Submitting an Offer**

- ☐ Decide on offer price and terms with your agent
- ☐ Include earnest money deposit
- ☐ Review contingencies: inspections, appraisal, financing
- ☐ Negotiate and finalize agreement with seller

### ✓ **Step 5: Inspections & Appraisal**

- ☐ Schedule a standard home inspection
- ☐ Order any additional inspections (septic, pest, radon, etc.)
- ☐ Review inspection results with your agent
- ☐ Lender orders appraisal to confirm property value

### ✓ **Step 6: Underwriting & Title Work**

- ☐ Provide lender with any requested documentation
- ☐ Review title report to ensure property is free of liens
- ☐ Purchase homeowner's insurance and provide proof to lender

### ✓ **Step 7: Closing Day**

- ☐ Complete final walkthrough of the property
- ☐ Review your Closing Disclosure
- ☐ Bring down payment and closing funds (certified or wired)
- ☐ Sign loan documents and deed
- ☐ Get the keys to your new home! 🎉

### 🔑 **Key Terms Every Kentucky Home Buyer Should Know**

- Pre-Approval – A lender's written estimate of how much you can borrow, based on verified income, credit, and financial history.
- Buyer's Agent – A licensed real estate professional (like Williams Elite Realty) who represents your interests in the home buying process.
- Earnest Money Deposit – A good-faith deposit you provide with an offer to show you're serious, typically applied toward closing costs.
- Inspection Period / Due Diligence – A negotiated timeframe for the buyer to complete home inspections and decide whether to move forward.
- Appraisal – A professional estimate of a home's value, often required by lenders before approving a mortgage.
- Closing Costs – Fees paid at closing, such as lender charges, title fees, taxes, and insurance.
- Clear to Close (CTC) – The lender's final approval, meaning all conditions have been met and you're ready to close.
- Contingent – A property under contract, but the sale depends on certain conditions (like financing or inspections).
- Pending – A property under contract where most contingencies have been satisfied and the sale is moving toward closing.