

BUYING A HOME is an important financial and emotional decision.

Whether you're buying your first home or your last, the REALTORS® at Sterling Real Estate, Incorporated can make all the difference.



Founded by Trish Sterling in 2005, the firm consistently ranks among the most successful in the region. Respected for their high ethical standards, Sterling Real Estate Realtors tackle routine challenges that inevitably accompany real estate transactions with competence, confidence and genuine consideration for their clients.

CONTACT US AT
(812) 333-1966

OR ON THE WEB AT:
sterlingbloomington.com

Important Real Estate Terms

Earnest money: A deposit you make to show that you are serious about buying a house and is applied to purchase.

Mortgage escrowed funds: Amount built into your mortgage payment enables the lender to pay your homeowner's insurance and property taxes on your behalf.

Homestead and mortgage tax deductions: Contact your county tax auditor for information about these common tax deductions.

Closing or ALTA (American Land Title Association) Statements: The title company itemizes all credits and debits for both the borrower and seller for real estate transactions.

The Right Home Loan Matters

CONVENTIONAL LOANS

- ▲ Today, many buyers choose **fixed-rate home loans** because the interest rates and payments remain constant for the life of the loan, despite what happens in the broader economy. Both 5% and 10% down payment options are available.
- ▲ **An adjustable-rate mortgage (ARM)** can be a powerful tool for borrowers who don't plan on living in one place for very long or want to qualify for larger homes than they could otherwise afford. The loans may start with lower fixed monthly payments, making it more affordable. Monthly payments can move up and down as interest rates fluctuate.

GOVERNMENT-BACKED LOANS

- ▲ **Veterans Affairs (VA)** Borrowers can qualify for 100 percent financing. Veterans do not have to be first-time buyers and may reuse their benefit.
- ▲ **USDA loans:** Those that meet the income/location limits may borrow up to 100% of the appraised value of the home.
- ▲ **Federal Housing Administration (FHA)** These mortgages have flexible lending standards to benefit borrowers with lower credit scores, smaller down payments, or people whose house payments will represent a large percentage of take-home pay.

WHAT BUYERS NEED TO KNOW



*The Real Estate Brokers
your Friends Recommend.*



STERLING
REAL ESTATE
INCORPORATED


STERLING
REAL ESTATE
INCORPORATED

509 E. Hillside Drive, Ste. #101, Bloomington, IN 47401
(812) 333-1966 • sterlingbloomington.com


Your Wish List

Creating a wish list can help you decide what you're looking for in a home. With so many things to consider, this exercise will help you prioritize important features and eliminate others.



“ When you tour a home, think outside the box . Allow yourself to see beyond the seller’s possessions & style. ”

FEATURES TO CONSIDER

- ▲ # of Bedrooms
- ▲ # of Bathrooms
- ▲ Floor Plan
- ▲ Privacy
- ▲ Yard size
- ▲ Accessibility
(stairs, levels)
- ▲ Garage
- ▲ Price range
- ▲ Architectural style
- ▲ Location/School
- ▲ Other: _____

CHECK OUT THESE HELPFUL TOOLS AT sterlingbloomington.com

- ▲ **Mortgage calculator:** Find out how much house you can afford!
- ▲ **Meet our Realtors**
- ▲ **See what homes are available** in the neighborhood you wish to live
- ▲ **Search for and save your favorite properties** with our robust search tool
- ▲ **School links**
- ▲ **Community resources & links**

Buyers Tips

1. When you tour a home, think outside the box and beyond the paint color; paint color is a quick and inexpensive fix. Allow yourself to see beyond the seller's possessions and style. Pay more attention to things like floor plan, flow and structure.
2. Consider the age and condition of the roof, heating and cooling systems, which are very expensive to replace.
3. Consider the quality and value of the seller's improvements.
4. Pay attention to the position of the home on the lot; consider things like drainage, sunlight, privacy.
5. Once you've decided to start looking for a home, don't make any major purchases or let credit card balances grow; you'll want to keep your credit score as high as possible to ensure that you qualify for the best loan at the best terms.

The Home Buying Process

FINANCING

- Gather 2 years of tax returns and W2s, 2 months of bank statements and a recent pay stub
- Meet with a lender to get pre-approved

LOOKING

- Create your wish list and home selection criteria
- Browse your listing cart - an online source of available homes that Sterling Real Estate provides to match your needs
- Tour homes and neighbourhoods

OFFER & NEGOTIATING

- Choose a house
- Work with Sterling Real Estate to prepare a written offer
- Submit offer with an earnest money check and pre-approval letter
- Receive a counter offer or an acceptance

LOAN & INSPECTION

- Complete loan application by submitting your written offer and any missing documents to your lender
- Order a home inspection from a licensed inspector
- Respond to inspection: accept property as-is, request repairs, or terminate contract
- Work with Sterling Real Estate to review and approve the preliminary title report
- Research home insurance policies and forward quote to lender
- Remove all remaining contingencies

LOOSE ENDS

- Schedule closing date and time
- Order wire transfers for anything greater than \$10,000
- Transfer utilities to your name
- Receive your approved loan
- Do a final walk-through inspection with Sterling Real Estate to ensure the house condition is as agreed

SUCCESS

- Get the keys to your new home!