

Your home purchase team

Buying a home requires a team of professionals – each one with a unique and important job. Together, they will move you through the process and to your final goal of homeownership. So who makes up this starring cast? Let's meet the key players.



▶ Realtor®

Your Realtor is your trusted partner throughout the homeownership journey. They work to help you find the right home, negotiate a fair offer and coordinate the details. If a home is in your future, it's smart to develop a relationship with a Realtor in your area. (And once you've purchased, your Realtor is your go-to resource for questions about homeownership.)

INSIDER TIP: Your Realtor does not get paid until you close on a home.

▶ Mortgage Consultant / Loan Officer

In today's market, you'll likely connect with a lender BEFORE you start shopping for a home. By getting pre-approved, you'll know how much home you are qualified to purchase and can move quickly when you find the right home. Allen Tate Mortgage specializes in home purchase financing.

INSIDER TIP: Getting pre-approved can help define a clear path to improving your credit or savings, if you're not quite ready to buy.



▶ Insurance Agent

Homeowners insurance is based on the home's value and protects the lender if something would happen to the home. It must be in place prior to closing. Allen Tate Insurance represents a variety of insurance carriers to meet your coverage needs at competitive rates.

INSIDER TIP: Bundling your home and auto insurance with the same insurance carrier can save you an average of 15%.



▶ Attorney

You will need a real estate attorney to handle your closing. They will review the offer to purchase, conduct a title search to make sure there are no disputes or liens against the property, and arrange the transfer of title and payment of any fees or taxes.

INSIDER TIP: You may choose your own closing attorney or ask your Realtor to arrange for one.

▶ Home Appraiser

The home you wish to purchase must be appraised to determine its market value. The appraiser will research recent property sales in the area and compare your home with other similar properties. They will also consider the condition of the home and any structural or system improvements. Home appraisers must be licensed or certified.

INSIDER TIP: Your appraiser may require payment up front, which you can arrange with your lender.

▶ Home Inspector

Your home inspector will check every aspect of your home before you purchase it, and itemize their findings in a detailed report. Any needed repairs or issues may affect the terms of your transaction. The buyer and seller will discuss and agree to a list of repairs.

INSIDER TIP: Conduct your own inspection as well – by examining walls, opening windows, testing electrical outlets and light fixtures and checking plumbing.



▶ New Construction Professionals

If buying new construction, you might encounter a New Home Salesperson and Builder's Design Team. Keep in mind that you can – and should – bring your own Realtor and use a lender of your choice when buying new construction.

INSIDER TIP: You will not save money by not using a Realtor and going "direct" with a builder when buying new construction.

Contact an Allen Tate Mortgage Consultant and start building your home purchase team today!