



Buying a Home. *Here's how it works.*

You've done this before — but a lot has changed. Your honest, no-fluff walkthrough of the Arizona buying process, from pre-approval to keys.

YOUR JOURNEY AT A GLANCE



CHAPTER 01

Before You *Fall in Love with a House*

1 FINANCIAL READINESS

Are you *ready?*

CREDIT SCORE

620+ for most loans. 740+ for best rates.

DOWN PAYMENT

3-20% of purchase price.

CLOSING COSTS

Budget an extra 2-5% on top of your down payment.

RESERVES

Lenders want 2-3 months of payments left after closing.

WHY THIS MATTERS

Knowing your numbers before we shop means zero surprises — and a much stronger offer when we find the right home.

2 PRE-APPROVAL

Get pre-approved *first*.

A lender reviews your income, assets, and credit and tells you exactly what you can borrow. Do this before you fall in love with anything.

- W2s, tax returns (2 yrs), pay stubs, bank statements, photo ID
- Rate locks are 30-60 days — we'll time this to protect you
- **Golden rule:** No new credit, no new car, no job change until keys are in hand

WHY THIS MATTERS

Sellers won't take you seriously without one. It's also how you shop with confidence instead of guesswork.




3 MAKING AN OFFER

What's it *actually worth*?

Before we write a number, I pull **comps** — recent sold homes nearby, similar size and condition. This tells us what the market is actually paying, not what the seller hopes to get.

WHY COMPS MATTER

We walk in with evidence, not emotion. Comps protect you from overpaying and make our offer defensible if the seller pushes back.

-  **Purchase price**
Based on comps. Sometimes at ask, sometimes under — the data tells us.
-  **Earnest money**
1-2% of purchase price. Shows you're serious. Fully refunded if we cancel during the inspection period.
-  **Closing cost concessions**
Sometimes we ask the seller to cover part of your closing costs instead of dropping price. Same savings, often easier for sellers to say yes.

BRI'S TAKE

"I build a relationship with the seller's agent from day one. How we show up sets the tone for everything that follows. The negotiation isn't over until we close."

CHAPTER 02

You're Under Contract. Now what?

4 THE 10-DAY INSPECTION PERIOD

Look under *the hood*.

Arizona's standard contract gives you **10 days** from acceptance to inspect everything. Schedule your inspector within the first 2 days — this window includes seller negotiation time too.

WHY THIS IS GOOD FOR YOU

You can cancel for any reason during this window and get your earnest money back in full. Buyer protection built right into the Arizona contract.

You hire the inspector — not the seller. Expect \$300-\$500. They check: roof, HVAC, electrical, plumbing, foundation, windows, and drainage.

After inspection, you submit a BINSR. Three choices:

✓ Accept as-is

Satisfied. No repairs requested. We move to closing.

↻ Request repairs or a credit

We list what we want fixed — or ask for a closing credit so you control the work. Seller has 5 days to respond.

✗ Walk away

Something major came up. You cancel, earnest money is fully refunded, and we find something better.

5 NEGOTIATING REPAIRS

What we can *ask for*.

The inspection report is a negotiating tool, not a wish list. I help you prioritize what matters vs. what's cosmetic — and how to ask without blowing up the deal.

Repairs before close

Credit at closing

Price reduction

Home warranty

WHY A CREDIT OFTEN WORKS BETTER

You choose the contractor, control the quality, and handle it on your timeline. Sellers say yes more easily because they don't have to manage a thing.

BRI'S TAKE

"The relationship I built with the seller's agent from day one pays off right here. Professional, calm, strategic — that goodwill is why we get more done at the table."

6 THE APPRAISAL

Making sure you *don't overpay*.

Your lender orders an independent appraisal before finalizing your loan. The appraiser uses comps — just like I did — to determine what the home is actually worth on the open market.

WHO PAYS

You. Typically \$450-\$800 in Arizona.

WHO ORDERS IT

Your lender. Appraiser is fully independent.

WHY THIS IS GOOD FOR YOU

It's an independent check that you're not overpaying. If the bank won't lend at the purchase price, that's valuable leverage to renegotiate.

If it comes in low, we have options:

- Renegotiate — ask the seller to drop to the appraised value
- Pay the gap in cash (only if it makes sense)
- Walk away — appraisal contingency protects your earnest money

BRI'S TAKE

"When we built the offer on comps, we already knew what the appraisal would support. We don't walk in blind."

7 LOAN APPROVAL

Conditional vs. *clear to close*.



Conditional approval

Lender approved your file — conditions still to clear. Common ones: appraisal, updated pay stubs, sourcing a deposit. Progress, not the finish line.



Clear to close (CTC)

All conditions satisfied. Official loan approval. The best message you'll receive. Now we schedule closing.

REMEMBER — THE GOLDEN RULE STILL APPLIES

Your lender re-verifies your finances right before closing. No new credit, no new car, no job change — all the way to keys.



CLOSING DAY

From signing *to keys*.

Arizona is an escrow state — a title company handles closing, not an attorney. Plan 60–90 minutes.

- Two forms of government-issued photo ID
- Wire confirmation for closing funds — sent 24–48 hrs before
- Proof of homeowner's insurance, active and bound
- Final walkthrough 1–2 days before to confirm all repairs complete

⚠ WIRE FRAUD WARNING

Always verify wire instructions by phone before sending funds. Call the number you have on file — never a number from an email. Wire fraud is real.



MY ROLE — EVERY STEP

I do *all of this* for you.

From first conversation to closing day — here's what that actually looks like:

Comps & pricing

Market data so we offer smart, not emotional.

Offer strategy

Price, terms, concessions — built to win and protect you.

Inspection support

I'm there. I help decide what to ask for and how.

Appraisal backup

If it comes in low, I'm already building the case.

Deadline management

Every date tracked — BINSR, CTC, closing.

Relationship building

I work with the seller's agent. That rapport gets deals done.

BRI'S TAKE

"The negotiation isn't over until we close. I'm at the table — and in your corner — the entire time."



480.634.0732

bri@rochehomeco.com

rochehomeco.com · [@rochehomeco](https://www.instagram.com/rochehomeco)

Let's find your home.