



# The Roadmap to a Successful Home Purchase

A guide for first-time home  
buyers in Arizona

Presented by  
Amparo Lopez



About the Realtor

**Hi! My name is  
Amparo Lopez.**

**I am a licensed real estate  
agent at West USA Realty  
for 7 years.**

My clients remember me for my extensive market knowledge and commitment to find them the perfect home.

# Client Testimonials

See what are highly satisfied clients have to say:



## Alexandra Cortes

"Thank you very much for your help in the purchase of our home, and thank you for the kindness and professionalism."



## Dalila Santos

"AJ is truly the best, there isn't enough words to describe the professionalism, dedication and commitment that she has for her clients."



## Porfirio Torres

"AJ was professional, communicative, knowledgeable and attentive to our needs. Thanks to her we found our dream home"

# The Home Buying Process

Here are nine essential steps to  
buying your first home.



# Check your credit score

- Your credit score plays a crucial role in determining loan eligibility and interest rates.
- A credit score of 620 or higher is recommended for conventional loans, with better terms available for higher scores. Lower scores may be considered if down payment assistance isn't required.
- Regularly review your credit report for errors, pay down debt, and avoid new credit lines before applying for a mortgage.



# Closing costs VS Downpayment

**When purchasing a home, it's important to understand the difference between a down payment and closing costs**

The down payment is the upfront amount you contribute toward the purchase price of the home, typically ranging from 3% to 20% depending on the loan type. It directly impacts your loan amount and monthly mortgage payments. Closing costs, on the other hand, are fees associated with finalizing the transaction. These can include lender fees, title insurance, escrow fees, appraisal costs, and prepaid expenses like property taxes and homeowners insurance. While the down payment goes toward your home's equity, closing costs cover the services required to complete the purchase.





**Getting pre-approved for a mortgage involves a lender evaluating your financial situation to determine how much buying power you have.**

## Get pre-approved for a loan

Things to have ready: Government Issued ID , 2 year work history, 4 recent paystubs, W2s for 2023 & 2024, 2 months bank statements, Social Security, ITIN Number, 2 year tax returns if self employed.

Knowing exactly how much you'd be able to borrow sets your budget and shows sellers your seriousness as a buyer.

# Go House Hunting

After finding the right agent to represent you, discuss your needs, preferences and other house criteria.



**It helps to figure out the type of home you want to narrow your search.**

- Partnering with a knowledgeable realtor can help you navigate the market, find homes that match your criteria, and guide you through the process.

# Make your offer

Once you fall in love with your dream home make an offer!

**Your agent will compare recently sold homes nearby to determine a fair price offer.**

A purchase offer includes key details such as the offer price, earnest money deposit, and important contingencies like financing, inspection time frames, and appraisal. It also outlines the closing and possession dates, specifies any included appliances or fixtures, and may request seller concessions or a home warranty.



# Open Escrow

**Following contract acceptance, the escrow process commences with the buyer depositing their earnest money into a neutral third-party account, while the escrow officer initiates a title search, monitors contingencies, and prepares the necessary documents for a smooth closing**

The title company verifies ownership, resolves any liens or issues, and ensures the buyer receives a clear and marketable title.



# Set a date for inspection

**A home inspection is a detailed examination of the property to identify any potential underlying issues.**

During the inspection period, buyers can investigate crucial factors such as the home's structural integrity, roof condition, HVAC system, plumbing, electrical systems, and potential termite damage, as well as external considerations like insurance costs, flood zones, neighborhood safety, school districts, and local zoning regulations to ensure the property meets their needs.



# Appraisal



**An appraisal is a professional evaluation of a home's market value, required by lenders to ensure the property is worth the loan amount, protecting both the buyer and the lender from overpaying**

A fair appraisal helps determine loan terms, and can even be used in negotiations if the home is valued lower than the agreed purchase price.



# Close the sale and move in

**Remember to do a final walk-through  
before signing the final paperwork.**

The final walkthrough is the buyer's last opportunity to inspect the home before closing, ensuring that all agreed-upon repairs have been completed, the property is in the expected condition, and no new issues have arisen since the initial inspection.



Let me know if you  
have any questions

Call today and get a free consultation



**Phone Number**

480-217-8459

**Email Address**

amparolopez@westusa.com

**Instagram**

aznum1realtor