



# HOW TO BUY A HOME IN MASSACHUSETTS

## Are you ready to buy your dream home? We can help.

Purchasing a home is one of the largest investments you'll make in your lifetime. Although buying a home is a very important decision, once the decision is made, the procedure becomes less complex with the advice of the proper professional. Our loan officers will help you understand the steps involved in buying and financing a home.

### 1. Get pre-approved for a mortgage.

Contact us for an initial consultation, free credit analysis, and a free mortgage pre-approval. The pre-approval process will help you determine what you can afford.

### 2. Start your home search.

Look into local newspapers, publications, online, or choose to contact a local real estate agent.

### 3. View MLS (real estate) listings.

The Multiple Listing Service (MLS) is used by agents to assist buyers in finding homes for sale. You may specify desired towns, price ranges, and styles. You'll receive daily updates on homes for sale.

### 4. Schedule a time to see a property.

Once you find a home you're interested in, set up a showing to see it. Usually an agent will do a showing.

### 5. Make an offer.

To make an offer, you'll submit three items to the seller or seller's agent: a customized mortgage pre-approval, a home deposit check of up to \$1,000, and a written offer agreement (this can be set up by the buyer's agent).

### 6. The offer is accepted.

Now it's time to set up a home inspection. The average cost of a home inspection ranges from \$250 to \$500. If the home inspection shows flaws, the buyer may back out of the deal, renegotiate the price, or continue with the purchase.

### 7. Apply for the mortgage.

You can call **888.967.2672** to apply with CrossCountry Mortgage, Inc. The application is easy, and can be done over the phone in about 20 minutes. Members may also fax or e-mail their documents.

### 8. Sign the Purchase & Sale Agreement.

Once you've applied, the next step is to sign a contract with the seller called the Purchase & Sale (P&S) Agreement and give a second deposit on the property. The P&S Agreement is very important and outlines the time, dates, and specifics of the home purchase. You should never sign this agreement without having an attorney review it on your behalf. The CrossCountry Mortgage, Inc. Mortgage Benefit Program will have an attorney review this agreement at no charge (as long as the employee/member is using the program to close their loan).

### 9. Mortgage gets approved.

Within the purchase and sale agreement, there will usually be a timeframe for the mortgage approval. Once approved, you should now obtain homeowner's insurance on the property and meet any other conditions as required.

### 10. Close on the home.

Once the mortgage is fully approved and all conditions cleared, you'll schedule your closing. Normally the closing is done at the local registry of deeds for the county in which the property is located. The closing may occur elsewhere if all parties agree on a place.

**CALL TODAY TO LEARN MORE  
ABOUT YOUR OPTIONS AND  
TO GET PRE-APPROVED.**

**888.967.2672**

**CLICK HERE TO  
GET STARTED**

**CrossCountry**  
*More than a Mortgage*

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NMLS3029

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NMLS18935



All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, Inc. is a licensed mortgage lender in the Commonwealth of MA. Licensed by the NH Banking Department. NMLS3029 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)).