



How to Buy a Home

Your step-by-step guide to confident homeownership — from first savings to getting your keys.

Start Financial Preparation

Down Payment

You don't need 20% — many programs require as little as 0–3.5% down. Speaking with a mortgage professional is key to finding the right fit for your situation.

Closing Costs

Budget 3–6% of the home's purchase price — for example, \$6,000–\$12,000 on a \$200K home.

Credit Health

Most lenders require a score of at least 620. Above 720 unlocks the best available rates.



Mortgages Don't Require 20% Down

Many buyers don't realize how accessible homeownership can be. There are programs designed for a wide range of financial situations — speak with a mortgage professional to find what works best for you.

Conventional

Down Payment

Standard loan program for buyers with solid credit.

FHA

Down Payment

More flexible credit requirements — great for first-time buyers.

VA

Down Payment

For eligible veterans and active-duty service members.

USDA

Down Payment

For qualifying buyers in rural and suburban areas.



A mortgage professional can match you with the program that best fits your income, credit, and goals.

Understand Your Debt-to-Income Ratio

Your DTI is one of the most important numbers lenders look at. Review it early — it directly impacts how much you can borrow.

- **DTI formula:** Monthly debt ÷ gross monthly income (e.g., \$2,000 ÷ \$6,000 = **33%**)
- Most lenders require a DTI of **50% or less** to qualify for a mortgage
- Lower DTI = stronger borrowing position and better loan terms





Search Online & Attend Open Houses

Define your must-haves by exploring listings and walking through homes. It sharpens your priorities fast.



Hire a Real Estate Agent

Your agent connects you with trusted inspectors, attorneys, and lenders — your full professional network in one call.



Protect Your Credit Profile

Avoid large new loans or major credit changes while you're searching. Keep your financial picture stable.

Get to Know Your Market



Get Pre-Approved and Start Searching

- Choose a lender or mortgage broker to guide your financing options
- Pre-approval requires **bank statements, pay stubs, and tax returns**
- Most pre-approval letters are valid for **60–90 days**
- Set up saved searches online so you're notified the moment new listings match your criteria

❏ Pre-approval tells sellers you're serious — and tells you exactly what you can afford.

Make an Offer

1

Write Your Offer

Submit a written offer letter with your price, terms, and a response deadline.

2

Earnest Money

Include a deposit — typically **1-2% of the purchase price** — to show good faith.

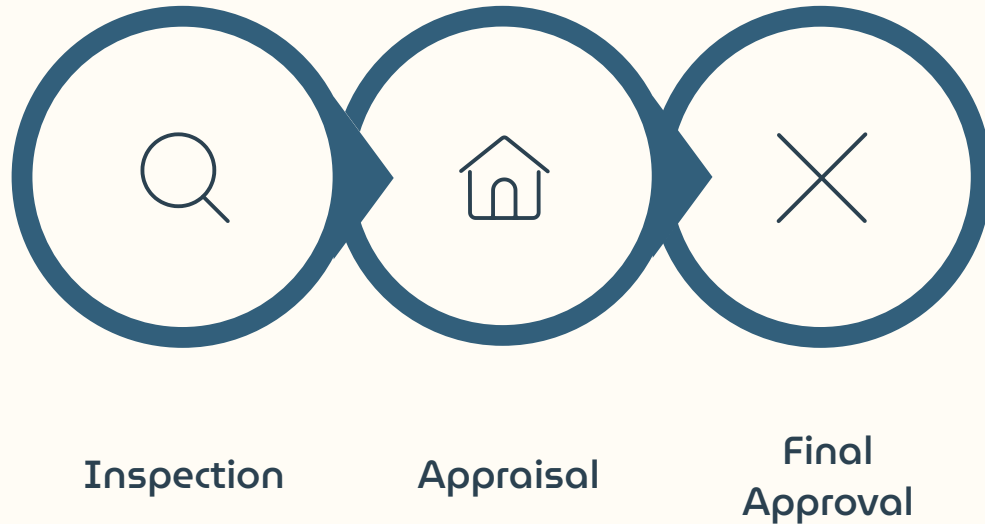
3

Negotiate

Sellers may accept, reject, or counteroffer. Your agent will guide you through every response.



Complete Escrow and Finalize Your Loan



Home Inspection

Identify issues before closing. You can request repairs or seller credits based on findings.

Home Appraisal

Required by lenders to confirm the home's value matches your offer price.

Stay Responsive

Submit any documentation your lender requests **promptly** — delays here can push your closing date.

Close on Your New Home 🎉

1 Final Walkthrough

Do a final walkthrough the morning of — or the night before — closing to make sure everything is in order.

2 Confirm Repairs & Condition

Verify that all requested repairs were completed and the property has been cleared out by the sellers.

3 Sign & Get Your Keys

Sign your closing paperwork at the title company — and walk out with the keys to your new home.





SOUTH JERSEY REAL ESTATE

Meet the Rogov Team

With nearly **20 years of living and working in South Jersey**, The Rogov Team brings deep, hyper-local insight and a client-first approach to every transaction.

Ready to start your journey?
the Rogov Team today

Contact

856-796-2310.

Where We Work

Rooted in Voorhees, Cherry Hill, Marlton, and Haddonfield — specializing in the South Jersey Region

Our Specialty

Built specifically to serve first-time home buyers. We get it — and we're here for every single step.

Our Philosophy

We know moving is about schools, commute, lifestyle, community, and long-term value — not just a house.