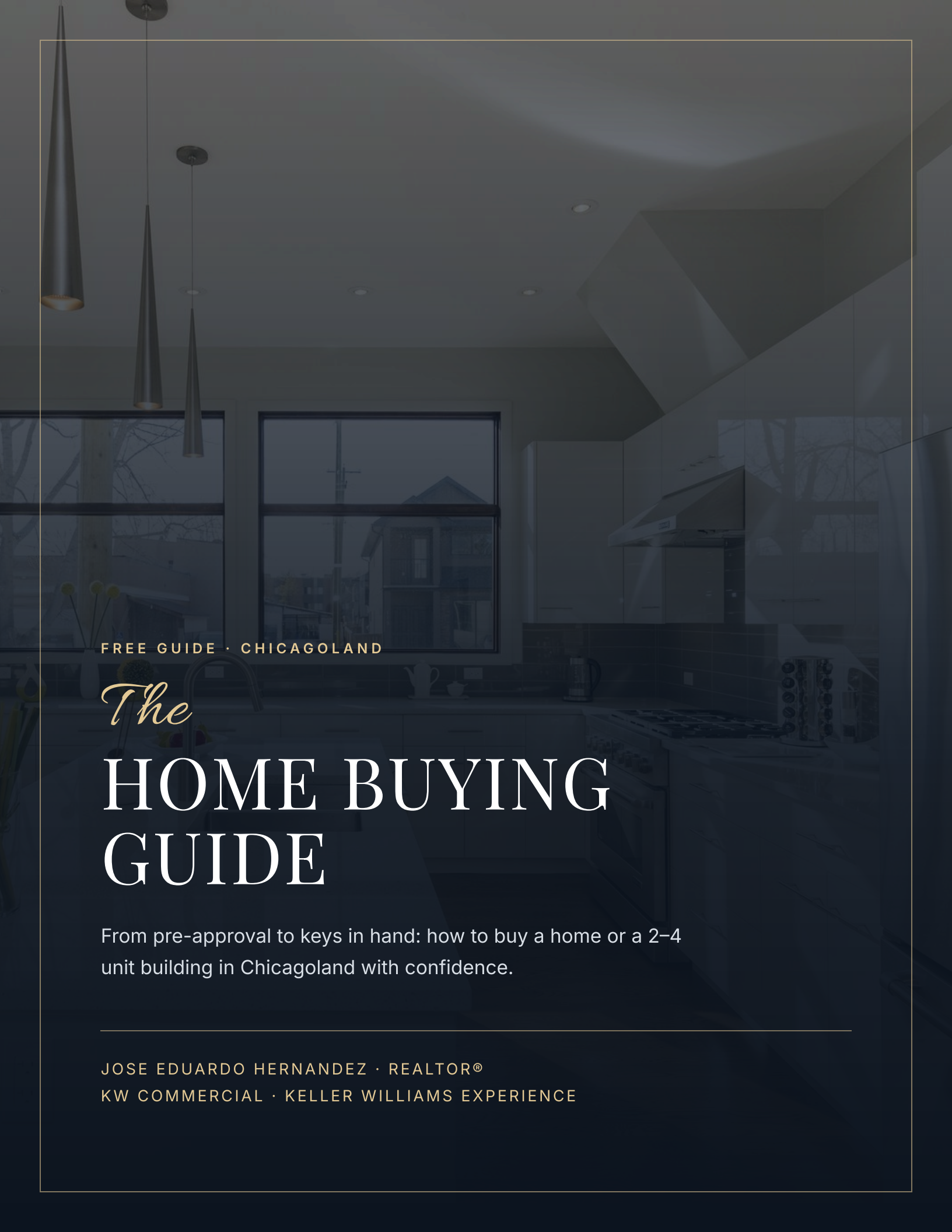


FREE GUIDE · CHICAGOLAND

The HOME BUYING GUIDE

From pre-approval to keys in hand: how to buy a home or a 2–4 unit building in Chicagoland with confidence.

JOSE EDUARDO HERNANDEZ · REALTOR®
KW COMMERCIAL · KELLER WILLIAMS EXPERIENCE

01

BUYING, *step by step*

Once your offer is accepted, closing usually takes about 30–45 days with a loan. Here's the whole path.

01 Consultation and buyer agreement

We talk through your budget, areas and must-haves, and sign a written buyer agreement before touring, which spells out how I'm paid.

02 Get pre-approved

A lender reviews your income, credit and savings and tells you what you can borrow. I can introduce you to lenders I trust.

03 Search and tour

I send homes that fit and tour them with you, including off-market options when I have them.

04 Make an offer

We set the price and terms using recent sales, then I negotiate for you.

05 Attorney review and inspection

Your attorney reviews the contract, and a home inspector checks the property. We can ask for repairs or credits.

06 Appraisal and final loan approval

The lender appraises the home and finalizes your loan.

07 Final walkthrough and closing

We confirm the home's condition, you sign and fund, and you get your keys.

02

YOUR *budget*

Plan for more than the down payment. Here's what to have ready.

Down payment	Depends on the loan program; some first-time buyer and owner-occupant loans need much less than 20%.
Closing costs	Lender fees, title, attorney and prepaid taxes and insurance.
Inspection and appraisal	Paid during the process, before closing.
Reserves	Savings left over after closing; lenders often want to see some.

Ask about assistance

Illinois and some cities offer first-time buyer programs and down payment help. Ask your lender which ones you qualify for.

03

BUYER *checklist*

- [ ] Check your credit and avoid new debt until closing
- [ ] Gather pay stubs, W-2s or tax returns, and bank statements
- [ ] Get pre-approved before touring
- [ ] List must-haves vs. nice-to-haves
- [ ] Choose a real estate attorney (I can refer one)
- [ ] Line up homeowners insurance before closing
- [ ] Don't move money around or change jobs during the loan
- [ ] Plan your move date around a 30–45 day closing

04

THINKING ABOUT A *2-4 unit*?

Live in one, rent the others	The rent can help pay your mortgage, often called house hacking.
Owner-occupant financing	Can need a smaller down payment than an investment loan.
Rent can help you qualify	Many lenders count part of the expected rent.
Run the numbers first	Use my free deal analyzer: yourrealtorjose.com/#analyzer
Check the rent roll and leases	Know who lives there and what they pay before you buy.
Budget for repairs	Older Chicago buildings need roof, boiler and tuck-pointing reserves.

Ask a lender for current loan programs and minimums; they change and depend on you and the property.

05

WORKING WITH *Jose*



I'm Jose Eduardo Hernandez, a REALTOR® with KW Commercial, powered by Keller Williams Experience. I help first-time buyers, move-up buyers and investors across Chicagoland, in English and Spanish. I've negotiated $25K in seller credits and new roofs as concessions for my buyers, and I bring a project manager's eye to every inspection, so you know what you're buying.

Ready to start your search?

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