

Helping Your Clients Take The Next Step



THE HOMEBUYING PROCESS

We understand that finding the right home to fit your client's dreams is your goal, and the Irvine Pacific team is here to offer support every step of the way. Below we have outlined the important steps that help bring your client home to an Irvine Pacific neighborhood. We look forward to working with you.

STEP 1

JOIN THE INTEREST LIST

Be sure your clients have registered their interest for their community of interest on IrvinePacific.com. As a member of the interest list, they will be the first to receive pre-qualification details and timely updates as they become available.

STEP 2

GATHER SUPPORT DOCUMENTATION

To prepare your clients for pre-qualification, they will be asked to gather the following information:

- Most recent 2 pay check stubs
- Most recent 2 years W-2 and/or 1099 forms (all employers)
- Most recent 2 years personal tax returns (all schedules)
- Most recent 2 years business tax returns (if applicable/all schedules)
- Most recent 2 months bank statements for all assets (all pages)
- Most recent retirement statement (401k/IRA/pension)
- Name and phone number of landlord (if applicable)
- If your client owns property provide current mortgage statement, property tax bill, proof of homeowner's insurance page and HOA statement
- If your client is a non US citizen please provide a copy of front and back of VISA/green card

STEP 3

COMPLETE PRE-QUALIFICATION APPLICATION

When pre-qualification begins, your client will receive an email notification from Irvine Pacific with access to our preferred lender's online application. Be sure they have the above items ready to submit. Priority is established by the chronological order that the pre-qualification application is approved.

STEP 4

LET OUR HELPFUL SALES COUNSELORS ASSIST YOU

Once your client is pre-qualified, their Irvine Pacific Sales Counselor will help guide them through the next steps, from selecting their preferred plan and homesite and understanding different milestones to finalizing their contract and close of escrow. They will introduce your buyer to each team member along the way, including our Preferred Lender, Design Consultants and Customer Care Representatives.

STEP 5

THE DESIGN JOURNEY

One of the most exciting stages for your client is choosing the finishing touches that make their home uniquely theirs. Irvine Pacific homeowners enjoy exclusive access to best-in-class materials and interior selections at the Irvine Pacific Design Center, and the expert guidance of passionate Design Consultants. It is very important to note the amount of customization opportunities available depends on your client's level of commitment to the experience and choices and, if applicable, the stage of construction the home was in when your client opened escrow.