

The 7 Steps To Buying a Home

1

CONDUCT A NEEDS ANALYSIS

Our experienced agents will leverage expertise, local market knowledge, and key industry partnerships to ease you through the process of finding your dream home. First, we'll ask you a few questions designed to gather the important data we need to kick off your journey to homeownership.



2

FIGURE OUT FINANCING

At this stage, our job is to ensure you've got solid financial footing when your dream home becomes available. Our recommended network of lenders and financial experts will help you choose the best financing option and will get you pre-approved. They'll also help you determine exactly how much home and how big of a down payment you can afford. All of this preparation will solidify your position as a serious market contender.

3

SHOP FOR A HOME

Now for the fun part! We'll help you draw up a wish list of everything you're looking for in your new home and your new community. During this process, we'll determine your must-haves and nice-to-haves, and will come up with an inventory of everything you're seeking, ordered by priority. Then, we'll find properties that check all the must-have boxes within your budget and will begin scheduling showings!



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MAKE AN OFFER AND NEGOTIATE

4

When you're ready to go after a home, we'll help you formulate a fair, data-driven offer based on in-depth market analysis, and will draw up a purchase agreement. Then, we'll leverage our smart negotiating skills to guide you through contingencies, making sure you don't spend any more money than you need to. It's important to know that in a competitive market, it's not uncommon to be competing with other potential buyers, but you don't need to worry. Should things not work out for whatever reason, we'll be ready with a game plan for our next offer.



5

CONDUCT A PROPERTY INSPECTION

Once your offer is accepted, it's time to do a home inspection. At this stage, we'll send an independent licensed inspector to thoroughly investigate the condition of the home. Because this person is trained to detect issues that may not be apparent during a walk-through, an inspection is your best insurance. It can also be a powerful negotiating tool if any problems are uncovered. If issues arise, we'll work with you to develop a strategy on how best to proceed.

6

GET FINAL FINANCING APPROVAL

This part can get complicated, as mountains of paperwork change hands, and all the details are put into place. Luckily for you, we know from experience how to keep these crucial final stages of loan approval from becoming overwhelming. We'll regularly monitor the progress of your transaction, and will keep you in the loop on any funds that might be expected from you. We'll also work with your lender to make sure all the necessary paperwork is complete as we move steadily towards a stress-free closing.



7

CLOSE AND CELEBRATE

Trust us when we say you'll be incredibly good at signing your name by the time we make it to closing. A few days before the sale is finalized, we'll conduct a final walk-through. Then, both you and the seller will sign closing statements, and the keys will be yours! It's time to celebrate.