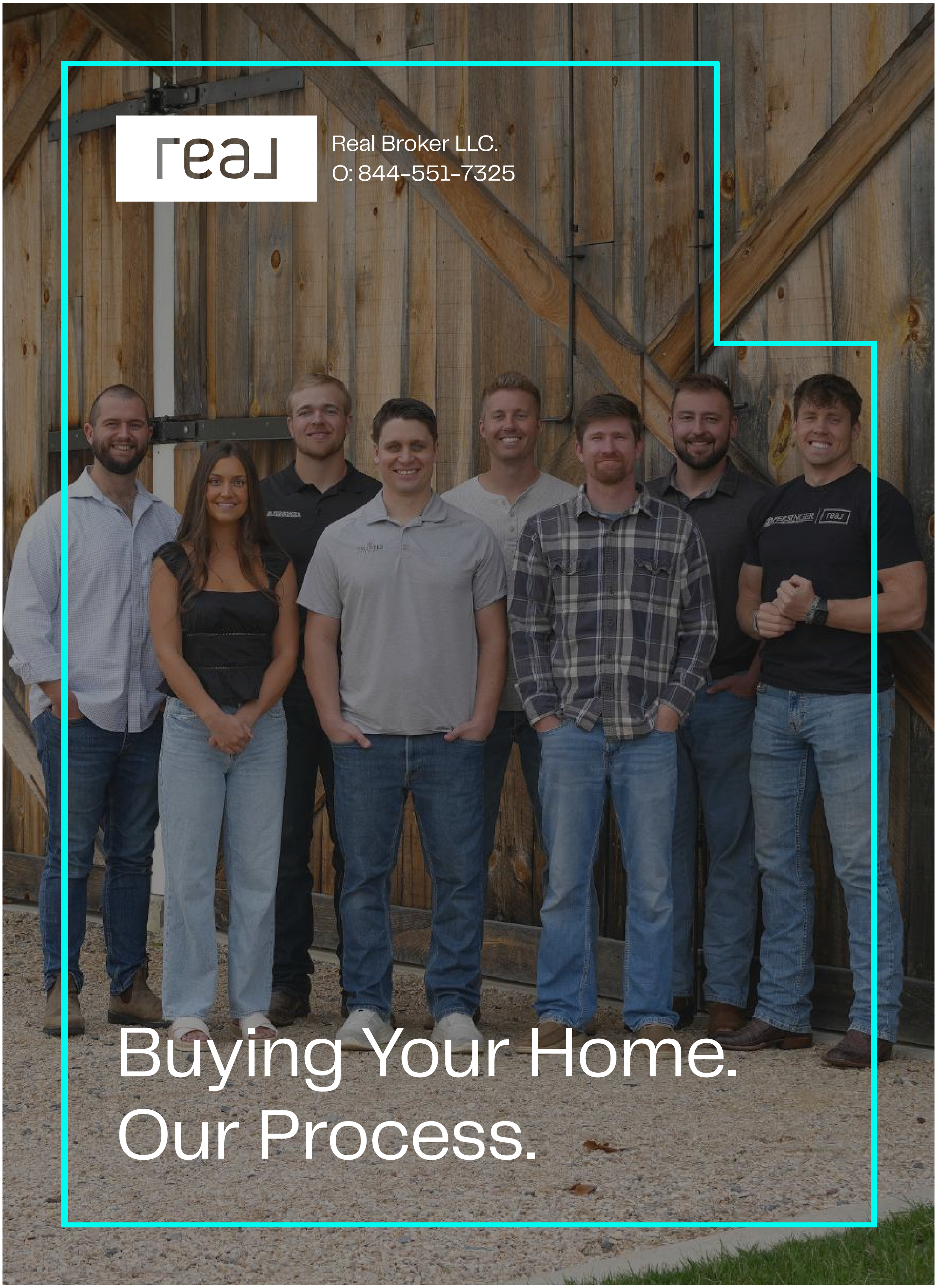

Real Broker LLC.
O: 844-551-7325

Buying Your Home. Our Process.

Phase One.

Identifying Your Goals

- What is your motivation to buy?
- What is your approved price range?
- What is your desired move in date?
- Do you have a home that you need to sell?
- What are your must haves?

Planning & Preparation

- Discuss objectives and process with your Realtor
- Select a lender and begin loan approval process
- Obtain a loan approval letter
- Sign exclusive buyer-broker agreement

Knowing The Market

- Analysis of active, pending and sold transactions
- Review contracts and timelines
- Personal timing and seasonal considerations
- Supply v. demand, macro v. micro

Phase Two.

Finding Your Home

- Browse and narrow down online listings
- Which online websites work
  -Persingerrealestategroup.com
  -Realtor.com
- It is helpful if you send homes you are interested in

Offers & Negotiation Strategies

- Review offer documents
- What to expect from multiple offers
- Presenting your offer to win
- Negotiate to optimize price and terms
- Define offer acceptance terms

Phase Three.

Contract Ratification

- What happens after contract acceptance?
- Meet deadlines & remove contingencies
- Buyer expenses
  - Ernest Money Deposit
  - Home inspection
  - Well and septic inspections

Inspections & Repairs

- Attend home inspection
- Review reports
- Request/negotiate repairs based on inspection

Working with Transaction Partners

- Respond promptly to requests from lender, settlement company, and transaction coordinator.
- Transfer utilities to new home on day of closing.

Phase Four.

Closing

- Schedule final walk-through prior to close
- Review the closing statements
- Arrange to wire down payment, closing costs
- Meet to sign loan documents
- Key delivery
- Move in

Continuing the Relationship

- Staying in touch and keeping you informed
- Providing resources and introductions
- Referrals and reviews

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