



The Home Buying Experience

A step-by-step guide to buying with confidence



Step One:

Laying the Foundation

Identifying Your Goals

- Your reason for buying and long-term plans
- Your price range and comfort level
- Timeline and move goals
- Must-haves
- Preferred areas and neighborhoods

Planning & Preparation

- Connect you with a trusted local lender
- Get you fully pre-approved
- Walk through next steps and expectations
- Build a clear plan so nothing is missed

Knowing The Market

- Analysis of active, pending and sold transactions
- Review contracts and timelines
- Personal timing and seasonal considerations

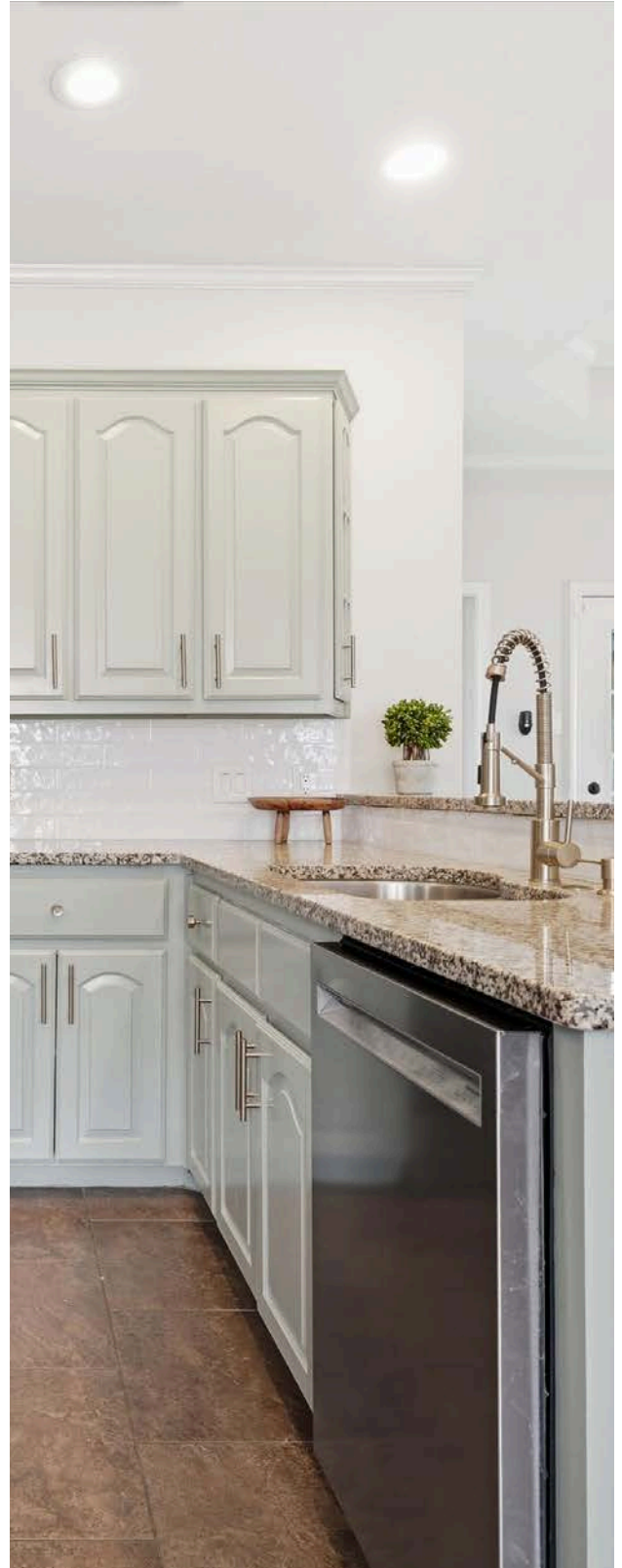
Step Two: Finding & Winning Your Home

Finding Your Home

- Set up a personalized home search tailored to you
- Send listings as soon as they hit the market
- Schedule and attend showings with you
- Narrow down options based on your goals

Offers & Negotiation

- Walk you through the contract step-by step
- Build a strong, competitive offer strategy
- Position your offer to stand out in multiple offers
- Negotiate price, terms, and repairs in your favor
- Help you make confident decisions without pressure





Step Three: Under Contract to Closing

Inspections & Disclosures

- Schedule all inspections (home, termite, etc.)
- Review reports together so you fully understand them
- Negotiate repairs or concessions on your behalf
- Review and approve preliminary title report
- Keep track of deadlines so nothing is missed

Closing Process

- Coordinate with your lender and title company
- Guide you through what funds are needed and when
- Ensure appraisal and loan processes stay on track
- Help you secure homeowners insurance
- Prepare you for closing day so there are no surprises

Final Step: Closing & Beyond

Closing

- Schedule final walk-through prior to close
- Review the closing statements
- Arrange to wire down payment, closing costs
- Transfer utilities to new home
- Closing, key delivery and celebration
- Move in to the property
- Post-Closing Checklist

Continuing the Relationship

- Staying in touch and keeping you informed
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- Second homes and investment properties
- Referrals and reviews

