

BUYER'S ROADMAP

BUYING A HOME - STEP-BY-STEP

HOW YOUR REAL ESTATE AGENT WILL ASSIST YOU:



1

INITIAL INTERVIEW

Determine your needs, wants and desires in a home. Discuss parameters.

PRE-QUALIFY WITH A LENDER

Your Agent will guide you to financial institutions to obtain the best financing available. Loan pre-qualification approval letter is obtained from the lender.



3

SITE SEEING

Your Agent will show you available homes that suit your needs. Your Agent will listen to you carefully to help find your "ideal" home. Your Agent will educate you about the current market.



4

TARGET A HOME THAT IS "IDEAL" AND WRITE THE OFFER

Your Agent will write the offer for you. This procedure will take 1-3 hours. Your Agent will assist you in delivering your earnest money deposit.

5

THE OFFER IS PRESENTED TO THE SELLER

Your Agent will prepare your presentation by highlighting the strengths of your offer and your strength as a buyer. Your Agent will present your offer to the seller or the seller's agent. The Seller will either accept, counter or reject your offer.

6

COUNTER OFFER

Any counter-offers are discussed and prepared.



7

ESCROW

Once the offer is accepted, escrow is opened. Earnest money is deposited at this time. Escrow orders a Preliminary Title Report ("Prelim") and sends copies to your agent and lender. Escrow instructions are issued to all parties along with the opening package.

LOAN APPLICATION

A completed loan application is submitted to the lender of your choice with all necessary documentation.



8

9

CONTINGENCY PERIOD

Buyer receives and approves Seller's Real Estate Transfer Disclosure Statement. Buyer approves the Preliminary Title Report. Loan approval, including an appraisal of the property. Physical inspections/pest inspections are completed.