

SUCCESSFUL BUYING PROCESS



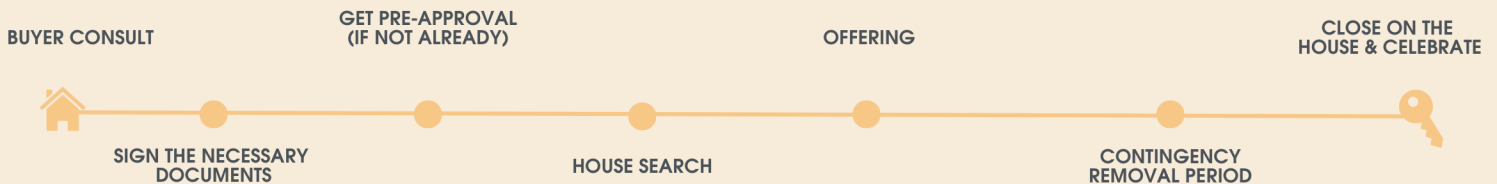
I KNOW THAT BUYING A HOME CAN BE STRESSFUL...

But it doesn't have to be. Instead, it can be the glorious start to a new chapter with a fresh new look.

When you first walk into a home, you will be paying attention to all of the prettiness of the house, my job is to help you look past that and to focus on the home itself.

I will be pointing out all of the defects that I see and make you aware of them. If you are okay with what I point out then it is your home.

Seeing homes of all kinds is a fun process and I can't wait for you to pick out the right home for you!



Timeline

GO SLOW TO GO FAST

HOUSE SEARCH

- Search on frontporchrealtywi.com
- Home Search is created
- Manual Search happens 2x a week
- Tour homes
- Fall in love with one

BUYER CONSULT

- Get to know each other
- Go over Needs/Wants
- Market Update
- Go over the next steps

OFFER

- Phone call with Brittany
- Write an offer on the home
- Negotiate the details
- Get mutual acceptance between the buyer and seller

BUYER AGENCY & ASSOCIATED DOCS

Allows me to:

- Represent you as my client
- Find off-market deals
- Draft legal documents
- Negotiate on your behalf

CONTINGENCIES

- See page 8
- Email will be sent with deadlines
- Front Porch will help you with each contingency and work through them

OBTAIN A PRE-APPROVAL

- Find a *local* lender
- Gather tax returns, bank statements, pay stubs, etc. for the lender
- Find out your approval amount

CLOSING DAY

- Don't forget to bring your ID, cashier's check, and checkbook
- Keys will be obtained
- You own a new HOME!

REAL ESTATE LIBRARY

There is a lot to know about home buying, and if you are a first-time home buyer, then it can be even more overwhelming. I never want anyone to feel like they were not educated enough through the process or make them feel like they shouldn't ask a question. Chances are if you are asking a question about the process, then others are as well.

When I first bought a house I was not yet a Real Estate Agent and I was clueless... I seriously knew nothing. Thankfully I had the help of our agent, but I still wanted to refer back to a topic from time to time because of my lack of understanding, and truthfully I was too afraid to ask. Well, I never want someone to feel that way so I have created a home-buying playlist/library for my clients to refer to when needed so they are never left in the dark or have a lack of understanding.



HOW TO ACCESS THE BUYER LIBRARY

01

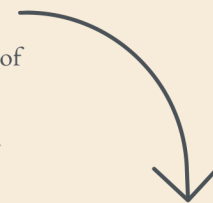
Scan the QR Code to access the Playlist

Here you will have access to all of the videos explaining different sections of the Offer to Purchase and the buying process. Interested in knowing the listing process or communities around Dane County? No problem, it's all there!

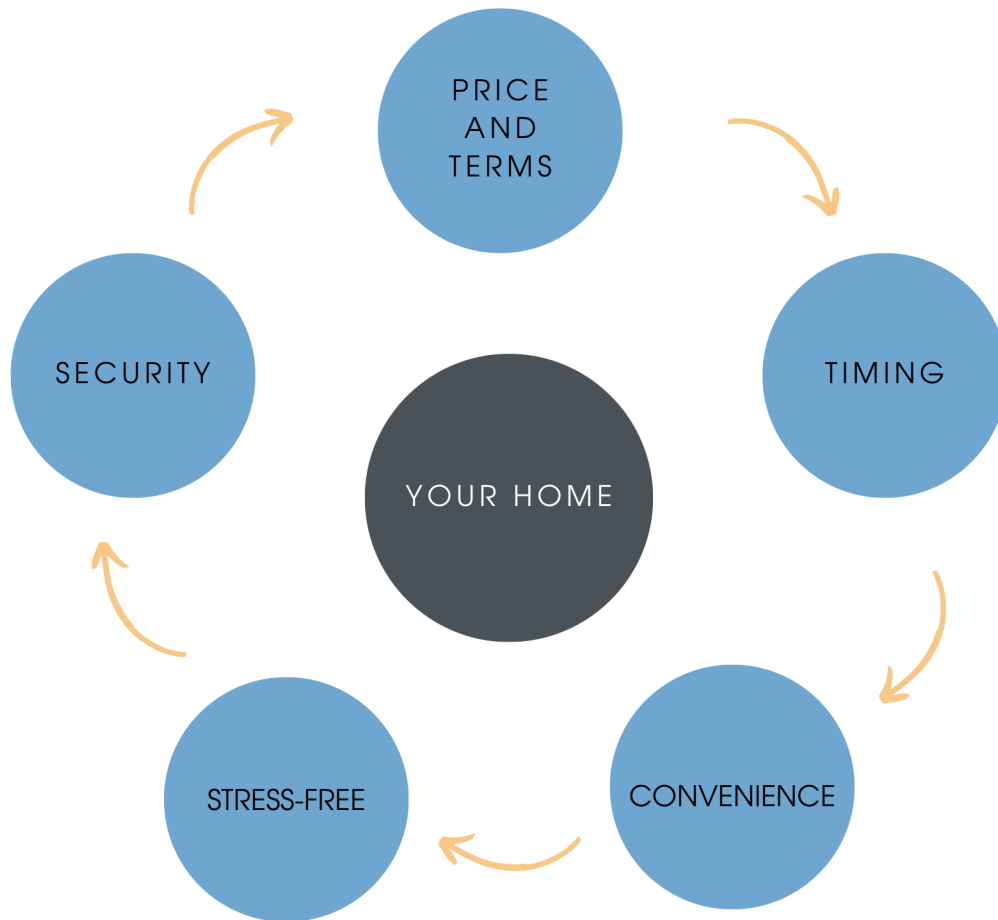
02

Subscribe and like the videos you view

By liking the videos, I can see which ones are more popular than the others. Also, I release videos weekly so stay on top of the community updates and the market by subscribing!



THE GOLDEN SALE



Front Porch Realty lives by this diagram every day.

The Golden Sale is a difficult goal to achieve, especially if you have the wrong agent representing you. But with the right agent who knows the market inside and out, is proactive, and has a team of experts behind them, the Golden Sale is much more likely to happen. Our goal is to ensure that every single client has that Golden Sale.

CONTINGENCY PERIOD



In real estate, a contingency is a clause in a purchase agreement allowing one or both parties to back out of the deal if certain conditions are unmet.

01 Inspection Contingency

This contingency provides an overall view of the condition of the home. These reports are usually around 75 pages long and are very detailed. This contingency will allow the buyer to negotiate on any **defects** that were not on the Real Estate Condition Report.

02 Financing Contingency

Allows the buyer to have protection during escrow. If the buyer lost a job or the interest rate skyrockets to an amount that they are no longer approved for, this contingency will help support the buyer.

03 Appraisal Contingency

This prevents the buyer from overpaying on a home. The bank will only provide financing on the appraised value of the home. If the value is under the purchase price, the buyer and seller will go into negotiations and agree upon new price.

04 Home Sale Contingency

This is contingent upon the buyer selling and closing on their current home. If the sale of the buyer's current home does not go through, the buyer is not obligated to purchase the new home.