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Buying your home.
Our Process.

Phase One.

Identifying Your Goals

- What is your motivation to buy?

- What is your ideal price range?

- What is your desired move in date?

- What are your must haves?

- What are you looking for in a neighborhood?

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

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Phase Two.

Finding Your Home

- Browse and narrow down online listings

- Which online websites work

- Notification of new & off-market properties

- Attend Open Houses with your Realtor®

- Start local and fan out

Offers & Negotiation Strategies

- Knowing the Purchase Contract

- Our multiple offer strategy

- Presenting your offer to win

- Negotiate to optimize price and terms

-Define offer acceptance criteria

Phase Three.

Closing Process

- Starting the closing process immediately

- Defining what money is due when

- Notify lender to begin loan process and appraisal

- Contact insurance regarding homeowner
  coverage

Inspections & Disclosures

- Schedule all desired home inspections
  & termite report

- Review all disclosures and reports

- Approve/negotiate repairs based on inspection

- Review/approve all seller and state required
  disclosures

- Review and approve preliminary title report

- Meet deadlines & remove contractual contingencies

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Phase Four.

Closing

- Schedule final walk-through prior to close

- Review the closing statements

- Meet to sign loan documents

- Arrange to wire down payment, closing costs

- Transfer utilities to new home

- Closing, key delivery and celebration

- Move in to the property

- Move-in checklist

Continuing the Relationship

- Staying in touch and keeping you informed

- Second homes and investment properties

- Providing resources and introductions

- Referrals, and reviews