



Buying

A

Home

in today's market



PARKINSON
REAL ESTATE TEAM



Phase One.

Identifying Your Goals

- What is your motivation to buy?
- What is your ideal price range?
- What is your desired move in date?
- Do you have a lease to consider?
- What are your must haves?
- What are you looking for in a neighborhood?

Planning & Preparation

- Discuss objectives and process with our team
- Consults with lenders on rates and terms
- Obtain a loan pre-approval letter
- Sign exclusive buyer agency agreement

Knowing The Market

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

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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
- View properties with our team

Offers & Negotiation Strategies

- Review seller and state-required disclosures
- Submit an offer to purchase
- Our multiple-offer strategy
- Presenting your offer to win
- Negotiate to optimize price and terms
- Define offer acceptance criteria





Phase Three.

Closing Process

- The closing process begins immediately
- Defining what money is due when
- Notify lender to begin loan process
- Shop for and secure homeowners insurance
- How the transaction coordinator will help

Inspections & Disclosures

- Schedule all desired home inspections (general, structural, termite) and radon testing
- Review all disclosures and reports
- Approve/negotiate repairs based on inspection
- 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
- Arrange to wire down settlement funds
- Transfer utilities to new home
- Attend closing
- Key delivery and celebration
- Move in to the property
- Move-in checklist

Continuing the Relationship

- Staying in touch and keeping you informed on your home's value
- Second homes and investment properties
- Providing resources and introductions
- Referrals and reviews



WORKING WITH OUR TEAM

"Leigh Ann truthfully has been the best realtor we have ever worked with! It was like having a friend on the "inside" that is working for you. She really cares about her clients as well as the community and neighborhood. Her experience and deep understanding of the local area and current markets were invaluable. She provided exceptional service and advice, was always punctual, incredibly responsive, and always available to answer questions to our queries."

"Leigh Ann took care of my clients transferring from Minnesota with the utmost professionalism. She did not miss a detail in the whole process of new construction. Although it was sad to have my friends leave our part of the country, it was made easier knowing early in the process that Leigh Ann would become a new friend to them and to me. In my eyes she walks on water!"

"When I visited Nashville, Leigh Ann shared everything I needed to know about living in Nashville and she made it a point to show me what each area has to offer when we were visiting areas I was interested in. I wasn't too crazy about the places I selected and I think she knew. So she also recommended areas to me based on everything we discussed. In the end, her recommendations were far better than what I had in mind. Fast forward today, I closed and moved into my new place in Nashville three weeks ago and everything was perfect. Underwriting, inspection, repairs and closing was perfect because Leigh Ann helped where she could and connected me with all around good people that do great work. I truly love where I live and I know things could have turned out very different if I didn't work with Leigh Ann."



Leigh Ann Parkinson, Realtor®

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