

ENGEL & VÖLKERS®



A ROADMAP

Your Journey to Homeownership







Welcome to Engel & Völkers

We're your partner in finding not just a house, but a home. We specialize in creating personalized buying experiences — whether that's a sprawling ranch in the countryside, a ski chalet in the mountains, a world-class golf property, or anything in between.

We know that searching for your next place to live is a major decision. As your trusted Advisors we are here to help you navigate the complexities of the real estate process. We put emphasis on a personalized, transparent, and exceptional service. My mission is to make your entire homeownership journey as smooth and enjoyable as possible. I am by your side the whole way beginning with searching for the home of your dreams to negotiating the offer and beyond.

Your Journey to Homeownership with Engel & Völkers

1 HOMEOWNER READINESS REVIEW



An initial meeting at the local Engel & Völkers shop is your first step. We make it our responsibility to understand your goals to and structure a winning strategy to get you the keys to the right space to call your own.

DATE: _____

2 MAXIMIZE YOUR NEGOTIATION POWER



Many sellers require that only pre-qualified prospects be given access to their homes. Securing verified financial readiness will help to expedite the search process and maximize your negotiation power. A mortgage pre-approval letter will help to strengthen your position.

DATE: _____

3 SHOP FOR YOUR NEW HOME



Whether you are a first time home owner, or looking to secure a vacation home, or an investment property, our local market expertise, along with access to all properties on the market and collaboration within our global network offer a bespoke property search experience tailored to your specific needs.

DATE: _____

4 MAKE AN OFFER



We will work with you to present a well-crafted offer and negotiate on your behalf. As your advisors we offer more than a typical real estate agent, representing an elevated level of service, expertise, and performance.

DATE: _____

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5 CONTRACT OF SALE



We will put our expert negotiating skills and market knowledge to work for you, resulting in you and the seller agreeing on a sales price and terms. We will guide you through the sales contract process, including local specifications such as a downpayment, trust accounts and attorney review, as required.

DATE: _____

6 HOME INSPECTION



We will introduce you to skilled home inspectors, and industry professional enabling you to make astute decisions regarding your real estate investment after a comprehensive property evaluation.

You'll also need to secure your homeowners insurance, and of course we will connect you with a professional if needed.

DATE: _____

7 HOME APPRAISAL



We will partner with you, your lender and the sellers agent to schedule a home appraisal if necessary as part of the financing process.

DATE: _____

8 CLOSING CONFIRMATION



Work with the Title/Escrow office(s) and/or your attorney (if applicable) to confirm the date and location of the closing/settlement. Finalize any additional documents in preparation for closing.

DATE: _____

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9 FINAL WALKTHROUGH



We will arrange a final walkthrough of the home to ensure it is in the expected condition per the terms of the sales contract.

DATE: _____

10 CLOSING



All remaining legal and finance documents are signed and closing costs are paid. The seller then receives payment. You receive the title (or deed) and keys to your new home.

DATE: _____

11 TIME TO CELEBRATE ... AND MOVE IN



Property ownership provides the canvas to mirror your lifestyle and personality, while cultivating joy, and of course building equity. The possibilities are endless when it comes to turning your home into your dream space. Utilize us as a trusted source to help make moving a seamless experience.

DATE: _____

12 YOUR LIFELONG PARTNER IN REAL ESTATE



At Engel & Völkers, we treasure lifelong relationships with our clients. Our commitment extends beyond handing over the keys, as we ensure that you remain connected with experts to assist in maximizing the value and enjoyment of your home and community. We are not merely a service, but a trusted partner in your lifelong real estate journey.

DATE: _____





Countdown to closing checklist

Final walkthrough

- ☐ Confirm that any repairs agreed to in the final contract have been made.
- ☐ Check thoroughly that items that the seller agreed to leave are there.
- ☐ Verify that the specified inclusions have not been replaced with less costly ones.
- ☐ Check thoroughly that the seller has not left unwanted items.
- ☐ Test all systems and appliances to self-verify they are in working order.
- ☐ Check for previously undetected problems or damage.
- ☐ Walkthrough the entire interior to verify that it is clean per expectations and/or terms.
- ☐ Walk the outside perimeter of the property to confirm the exterior grounds are in good condition per expectations and/or terms.

Closing/settlement

- ☐ Homeowners insurance policy
- ☐ Certified check for closing/settlement costs
- ☐ Checkbook for any incidental costs
- ☐ Current government issued identification



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