



Let the search begin...The task can be scary. There are literally hundreds of homes on the market at any given point in time. The most desirable homes sell in a matter of weeks, or even days, and the market is constantly changing. To help calm the excitement and nervousness of buying a new home, below is an expectation of what's to come very soon.

Buyer Consultation Meeting - In this initial meeting, you (the new buyer) will sit down and determine W.I.N (What I Need). What features are we looking for? For example: 2/3/4 bedrooms? Single family, Condo, Multi-Family? How much can I spend? These questions, and many more, will be asked and answered during this session.

Your Team - Not only is it important for us to work together, but also, with other important people such as your attorney, lender, home inspector, and home owner's insurance agent. These are crucial people that you need to trust and who offer a very high level of service. Many times these are referrals from your friends or family.

Purchase Agreement - One of our first steps together will be to review what goes into a purchase agreement. By thoroughly reviewing the purchase contract we ensure that when we DO find the perfect home, you will have already reviewed the documents used to purchase a home. By being proactive, we will save a lot of time on the back end which can mean the difference between you getting the home and someone else purchasing it.

Pre-Approval - The market can be very competitive. Many times homes get multiple offers within days of being a new listing. Having been pre-approved for a specific loan amount helps us in two ways:

1. We know we're shopping in the right range of homes. This means you will only look at the homes you can really afford!!!
2. An offer from a potential buyer that has already sat with a lender can go much further with a seller than those who have not spoken to anyone. This obviously makes you more attractive to a potential seller.



See the listings - The search generally begins on the internet. By spending time in our first consultation we can filter out any homes that do not fit your criteria as a buyer.

View homes!! - Now is the fun part. Looking at individual homes, inside and out, you can judge each home individually and only view those homes that you are truly interested in. By asking the right questions, we feel that there will be no need to “push” or “sell” a home to any buyer.

Buy it - After you’ve found your dream home, we can then draw up a purchase contract and make an offer on the house after we, together, determine what the house is worth.

Negotiations - The seller may want different terms than you (the buyer). If this is the case, we may have to counter-offer to protect your interests. Some things that can “snag” a purchase offer can be: the types of financing you are using, how long of a closing is needed, whether a home inspection is being done, attorney approval, and others. Any one of these can stop a contract from being executed.