



The Home Buying Process

MEET WITH A REAL ESTATE PROFESSIONAL

Discuss the type of home you're looking for, including style, price, and location.

SEARCH FOR HOMES

The fun part! Your REALTOR® will schedule showings and help you find the perfect home.

MAKE AN OFFER

Your REALTOR® will prepare the offer based on the price and terms you choose.

NEGOTIATION AND CONTRACT

It may take a few tries to get it just right however, your REALTOR® is on your side!

IN ESCROW

You and the seller have agreed to the price and terms. The homes now pending and held for you until closing.

PREPARING FOR CLOSING

Perform due diligence; conduct home inspection, discuss findings from the home inspection, wire money, perform final walkthrough. It is important to work with your title company to make sure that the wording on your title accurately describes who has the right to transfer ownership.

CLOSING

The transfer of funds and ownership. A title company or attorney will prepare all documents. If you are unable to be present at the closing, a remote e-signature can be made an option.



6 REASONS TO WORK WITH A REALTOR®

REALTORS® are professional members of the National Association of REALTORS® and subscribe to its strict Code of Ethics. This is the difference for homebuyers:

1

ETHICAL TREATMENT

Every REALTOR® must adhere to a strict code of ethics, which is based on professionalism and protection of the public. As a REALTOR®'s client, you can expect honest and ethical treatment in all transaction-related matters. The first obligation is to you, the client.

2

AN EXPERT GUIDE

Buying a home usually requires dozens of forms, reports, disclosures, and other technical documents. A knowledgeable expert will help you prepare the best deal and avoid delays or costly mistakes.

3

OBJECTIVE INFORMATION & OPINIONS

REALTORS® can provide local information on utilities, zoning, schools, and more. They also have objective information about each property. REALTORS® can use that data to help you determine if the property has what you need.

4

EXPANDED SEARCH POWER

Sometimes properties are available but not actively advertised. A REALTOR® can help you find opportunities not listed on home search sites and can help you avoid out-of-date listings that might be showing up as available online but are no longer on the market.

5

NEGOTIATION KNOWLEDGE

There are many factors up for discussion in a deal. A REALTOR® will look at every angle from your perspective, including crafting a purchase agreement that allows enough time for you to complete inspections and investigations of the property before you are bound to complete the purchase.

6

UP-TO-DATE EXPERIENCE

Most people buy only a few homes in their lifetime, usually with quite a few years in between each purchase. Even if you have done it before, laws and regulations change. REALTORS® handle hundreds of transactions over the course of their career.