

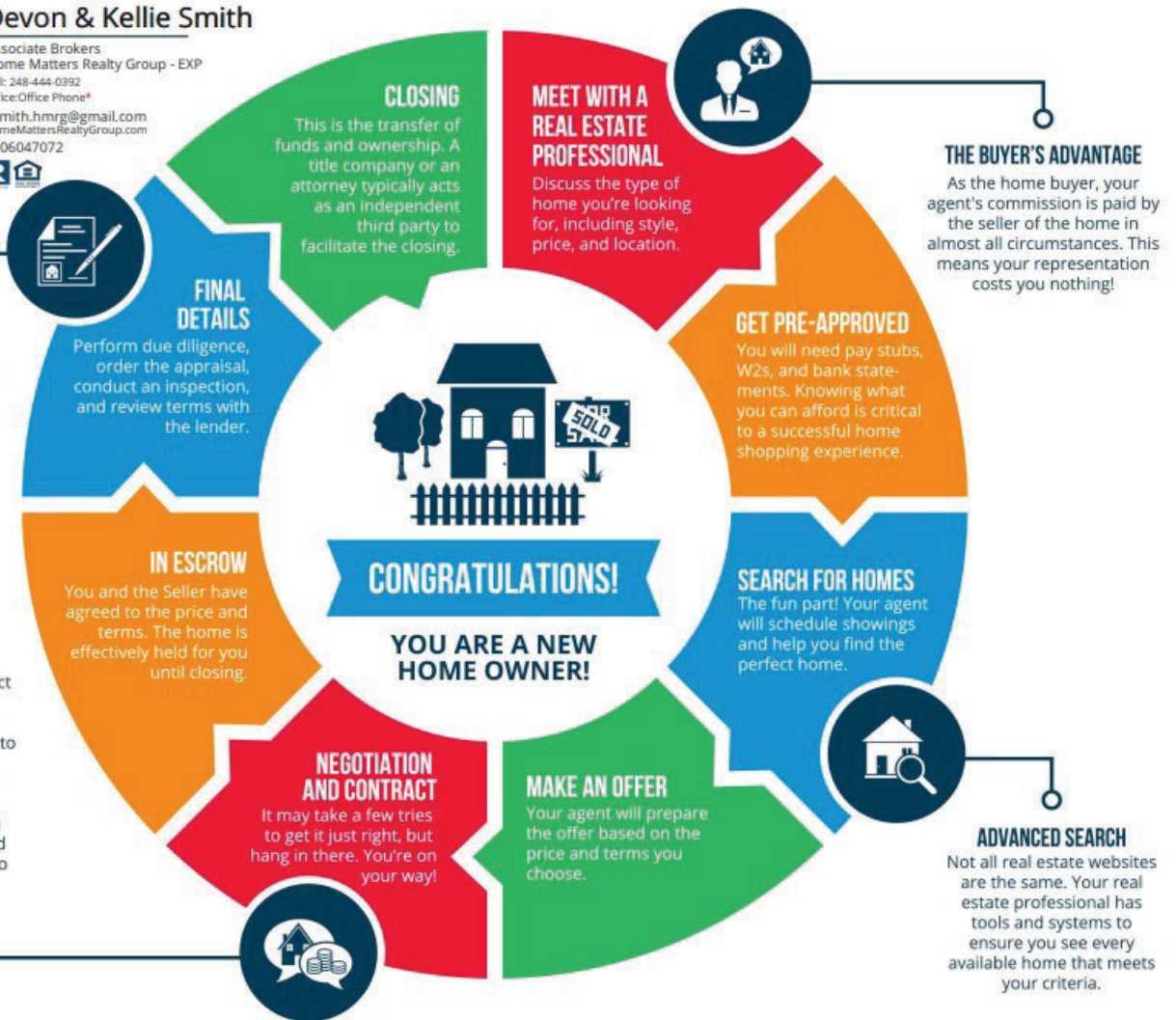
# The Buyers Roadmap

THE  
HOMEBUYER'S  
ROADMAP



**Devon & Kellie Smith**

Associate Brokers  
Home Matters Realty Group - EXP  
Cell: 248-444-0392  
Office: Office Phone\*  
dsmith.hmrg@gmail.com  
HomeMattersRealtyGroup.com  
6506047072



If you are already working with a real estate professional, please disregard this solicitation.

# The Buyers Roadmap

1. **Meet with a real estate professional:** Discuss the type of home you're looking for, including style, price, and location.
2. **The Buyer's Advantage:** As the home buyer, our commission is paid by the seller of the home in almost all circumstances. This means your representation costs you next to nothing!
3. **Get Pre-Approved:** You will need pay stubs, W2s, and bank statements. Knowing what you can afford is critical to a successful home shopping experience.
4. **Search for Homes:** The fun part! We will schedule showings and help you find the perfect home.
5. **Advanced Search:** Not all real estate websites are the same. We have the tools and systems to ensure you see every available home that meets your criteria.
6. **Make an Offer:** We will work with you to prepare an attractive offer based on the price and terms you choose.
7. **Negotiation and Contract:** We have lots of experience and can craft an attractive offer. Our goal is to get you into the home you want at the best terms for you as possible.
8. **The Contract:** In most cases the contract provides you with a timeline to obtain financing as well as time to inspect the physical condition of the home. We will inform you of all your rights and responsibilities related to the contract and advise you every step of the way.
9. **Under Contract or In Escrow:** You and the seller have agreed to the price and terms. The home is effectively held for you until closing.
10. **Final Details:** Perform due diligence, order the appraisal, conduct an inspection and discuss the inspection report to identify any issues or concerns.
11. **Preparing for Closing:** You will be finalizing your loan and reviewing documents.
12. **Closing:** This is the transfer of funds and ownership. A title company or an attorney typically acts as an independent third party to facilitate the closing.
13. **Congratulations**—Now all you have to do is move in!

# More of What We Do for You as Your Dedicated Buyer's Agents

## Property Search

We will discuss and understand your particular criteria for a home and neighborhood, then search for properties that fit those specifications. We will set appointments for showings and monitor the market as new listings become available.

## Market Data

Market value is determined by many factors, including the availability of similar properties at competitive prices, location, condition, and most of all the price that a knowledgeable buyer is willing to pay. We will provide market data to help you establish an offering price.

## Purchase Offer

There may be other considerations besides price that are equally important in structuring a purchase offer. The terms and conditions of the offer, amount of deposit and possession date are likely to be factors when an offer is made. We will offer suggestions and ideas that will help in preparation of a purchase offer.

## Negotiating

When a purchase offer is made, the sellers may be concerned with certain aspects including the ability of the purchasers to fulfill their agreement, the terms and conditions of the offer, the breakdown of closing costs between buyer and seller and even the motivations and lifestyle of the prospective new owners! We will help structure a negotiating strategy that will create the desired result, a new home.

## Handling Details

A lot has to happen between signing the purchase offer and moving into a new house. We will attend to the details and keep you informed with each step of the way. Sellers list their homes with real estate agents to ensure professional representation throughout the home selling process. As a buyer, you deserve the same kind of service!

Above are just some of the things we will do for you, most importantly we will listen to you and ask questions to understand your goals then work together to accomplish these goals in a time frame that works for you.