



Huff Properties | EXP  
Realty

# The Roadmap to a Successful Home Purchase

A guide for first-time home  
buyers and seasoned buyers

Presented by  
Tanajah Jones



# Agenda

What's in store for us today

01

About the Realtor

02

The Home Buying Process







## About the Realtor

Hi! My name is  
Tanajah Jones.  
I am a licensed real  
estate agent with EXP  
Realty.

My clients remember me for my extensive  
market knowledge and commitment to find  
them the perfect home.





**EXP Realty helps more first-time home buyers than any other broker in the area.**



# The Home Buying Process

Here are eight essential steps to  
buying your first home.





# Check your credit score

Your credit score determines which lenders will work with you and how big of a loan or mortgage you can get.







## Get pre-approved for a loan

Knowing exactly how much you'd be able to borrow sets your budget and shows sellers your seriousness as a buyer.

**Shop around first and compare different lenders to ensure you get the best loan.**

**If you're mortgaging your home, it's better to get a mortgage preapproval, too.**



# Figure out how much you can actually spend

**Don't max out your bank loan. Allot a budget for utilities, food and other monthly expenses, too.**





# **Find the right real estate agent**


**Do your research and hire  
an agent with a proven  
positive record.**

**The ideal real estate agent  
should have up-to-date market  
knowledge and top-notch  
negotiation skills.**



# Go house hunting

After finding the right agent to represent you, discuss your needs, preferences and other house criteria.

An abstract geometric pattern composed of various shades of orange, olive green, and light beige. The shapes are irregular polygons and rectangles, some containing smaller nested shapes, creating a complex, layered visual effect. The pattern is divided into sections by thin white lines.

**It helps to figure out the type of home you want to narrow your search.**





**Don't forget to  
consider  
transportation and  
school districts  
when house  
hunting.**



# Make your offer

Once you find a fitting house, make an offer that is neither too low or too high.



**Ask your agent to compare recently sold homes nearby to determine a fair price offer.**

**Talk with your agent about including possible contingency stipulations in your offer, as well.**



**Having a professional inspect your potential home can reveal serious issues a seller may be hiding from you.**

**If you have an inspection contingency, you might get the repair costs deducted from the asking price.**

# **Set a date for inspection**







# Close the sale and move in

**Remember to do a final walk-through  
before signing the final paperwork.**



# The Home Buying Process: Summary

Let's recap all the steps you should go through.

**01** Check your credit score

**02** Get pre-approved for a loan

**03** Figure out how much to spend

**04** Find the right real estate agent

**05** Go house hunting

**06** Make a fair offer

**07** Schedule a home inspection

**08** Close the sale and move in





# Let me know if you have any questions

Call today and get a free consultation



## Phone Number

919-633-8858

## Email Address

Tanajah@HomesWithHuff.com

## Website

