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This is the right place to start if you are looking to dive into this exceptional luxury real estate market.

**Read on for expert tips on how to BUY a luxurious Naples, FL, home.**

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Seven steps toward owning your dream home in Naples, FL

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**1. Find a real estate agent to work with, Like Michel Franklin**

Choosing an agent is an important decision you will make early in the home-buying process. Look for the following essential qualities when scouting for your agent:

- Qualifications in the real estate industry
- The track record of the #1 Real Estate Company in the Naples, Florida area, JOHN R WOOD PROPERTIES | Christie's International Real Estate
- Extensive local area knowledge and professional network
- Positive feedback and testimonials from clients
- Working and communication styles that you are comfortable with

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2. Find the right real estate professional to work with, and your home buying journey becomes easier the rest of the way. You will gain an invaluable partner who will help you organize and streamline your requirements and schedules, as well as an advisor and confidant who can provide you with essential advice throughout the process.

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3. **Decide on what you want!** Set clear goals on the type of house and property that you want to buy. Are you looking for a primary residence, or are you buying a second house to use for annual vacations? Do you want to invest in an income-generating property?

Answering questions like these will keep your home search focused and efficient.

Consider your lifestyle and hobbies, as well. Your specific living preferences also influence how you evaluate features and amenities in the listings you review.

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4. **Secure proof of funds for your purchase!** If you are competing against several buyers for a highly coveted house, being able to present tangible proof of your ability to pay can convince home sellers to choose your offer. For cash buyers, this can be a copy of your bank account balance printed and signed on or close to the day that you present your offer.

If you are using a loan to finance the purchase, secure a mortgage pre-approval from a local lender. Through this process, you will receive an official letter indicating the amount that you are qualified to borrow for your mortgage.

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## 5. **Do your homework**

Browsing online listings pages and other advertisements can get overwhelming because of the sheer number of options for you to choose from. This is why it's important to be thorough to narrow down your home search. Take time to attend open houses and private home viewings, so you can assess and scrutinize options more closely.

While visiting homes for sale, look around the neighborhood, too. Chat with some members of the community to get a more well-rounded impression of what it's like to live in the area.

In addition, do some research about the history of the area, as well as any developments planned or being pitched for the future.

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## 6. **Make a compelling offer**

Work with your agent to determine an offer price that is both favorable to you and appealing to the seller. To meet Florida home buying requirements, make your offer in the form of a formal contract, which should include other pertinent details, such as:

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- The value or percentage of your down payment and/or earnest money deposit
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- Your preferred amount of time for the seller to respond to your offer
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- Proposed date of closing the sale
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- Amount of time allotted to complete due diligence and other contingency steps as agreed upon by both parties
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- An inventory of items that you want included in the purchase

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## 7. **Be ready for negotiations or outright rejection**

If the seller finds your offer interesting, they are more likely to respond with a counteroffer. At this point, work with your agent to devise a firm negotiation strategy. Your agent will represent you at this critical juncture, so make sure to communicate your priorities and interests consistently. If the seller rejects your offer, go back to your list of top targets and plan a new offer package with your agent.

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8. **Act fast during the escrow period** : Once an agreement is reached, you and the seller will sign into a purchase agreement and enter escrow. At this stage, you will submit your earnest money deposit and required documents to a third party, while you work to complete essential steps like the home inspection and appraisal. When all conditions are met, you and your seller can schedule an official closing of the sale.

In short .... Here are some tips for home buyers:

1. **Determine your budget:** Assess your finances and establish a budget that includes not just the purchase price but also ongoing costs like maintenance, utilities, and property taxes.
2. **Get pre-approved for a mortgage:** This will give you a clear idea of how much you can borrow and help you narrow your search to properties within your budget.
3. **Research neighborhoods:** Look into different neighborhoods and consider factors like proximity to amenities, schools, safety, and future development plans to find the right location for you.
4. **Create a checklist of your must-haves:** Make a list of features and amenities you need in a home, such as the number of bedrooms, bathrooms, yard size, or a specific layout. This will help you prioritize your search. Discuss with Michel the topic of a "perfect home" because the perfect home does not exist. How many times have you toured a friend's newly built house and they mentioned, "if we had to do it over again, we'd have changed this or that!" Learn to settle with

85 to 90% of what you want, then put your mark on it and make it your own. Looking for the "Perfect Home" will ensure you will miss out on the 90 %ers you passed on.

5. Hire a reliable real estate agent like Michel Franklin, who will go the extra mile: Find a trusted real estate agent who has experience in the areas you're interested in. They can guide you through the process, negotiate on your behalf, and provide valuable insights.

6. Visit open houses and schedule private showings: Take the time to visit potential homes and inspect them thoroughly. Don't hesitate to ask questions and take notes or photos to help you remember each property. When you go to Open Houses, remember to tell the Hosing agent you are already working with an agent.

7. Consider future resale value: While you may have specific needs for your current lifestyle, it's also essential to think about the long-term and consider how the home's features and location could affect its resale value.

8. Conduct a thorough home inspection: Once you've found a home you're interested in, hire a professional home inspector to assess its condition. This will help you identify any potential issues and make an informed decision.

9. Review all documents and contracts carefully: When it comes time to make an offer, review all documents and contracts with your real estate agent or an attorney. Ensure you understand the terms and conditions before signing anything.

10. Take your time and trust your instincts: Buying a home is a significant decision, so don't rush. Trust your instincts and take the time you need to find the right property that meets your needs and feels like home.

Remember, these tips are meant to provide general guidance, and it's always a good idea to seek advice from professionals in your specific market to navigate the home-buying process effectively.

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More home buying topics:

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Stay updated with Franklin's expert real estate tips for buyers.  
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- Home inspections are a hugely important part of the buying process. They allow you to fully evaluate whether there are any hidden damages or any if there are any significant repairs needed. It is vital to find the right inspector who can conduct a thorough home inspection. This gives you peace of mind and reassurance for when the transaction is complete. In this article, you can learn all of the essentials about home inspections.

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