

FINDING A HOME MARKS THE START OF YOUR REAL ESTATE JOURNEY



LUXURY

PERCEPTION

While most people purchase only a few homes in their lifetime, I handle these transactions daily to help my clients find their perfect home. Here's how I will protect your interests throughout the homebuying journey.

REALITY

Locating a home is only one step in the comprehensive real estate journey.

CONSULTATION

01

KEY MILESTONES:

- Define Home Requirements
- Sign Buyer Representation Agreement
- Explore Financing Options

ACTION STEPS:

- Identify and document home requirements
- Discuss the rules of engagement
Finalize and sign the Buyer Representation Agreement
- Review mortgage options and cash purchase strategies
Discuss potential credit score impacts
Establish the purchase budget

TOURING AND OFFERS

02

KEY MILESTONES:

- Tour Homes
- Review Homes
- Assess Properties
- Submit an Offer

ACTION STEPS:

- Attend property showings
- Collect and review client feedback
- Discuss the property with the listing agent
- Draft and submit the offer
Notify the client of the offer outcome
Negotiate as necessary

KEY MILESTONES:

ACTION STEPS:

• Open Escrow	Provide all relevant details to the escrow officer
• Make Earnest Money Deposit	Determine the due date for the Earnest Money Deposit Advise the client on escrow requirements Confirm funding of the escrow account
• Review Disclosures	Receive and review property disclosures. Discuss the disclosures with the client. Facilitate the signing of necessary documents.
• Conduct Home Inspection	Schedule and complete the inspection. Review the report and negotiate repairs
• Appraisal	Schedule and review the appraisal. Discuss findings with the client.
• Moving Details & Final Walkthrough	Transfer utilities and set up mail forwarding. Share vendor info and attend the walkthrough.

KEY MILESTONES:

ACTION STEPS:

• Funding	Request, approve, and sign the loan closing disclosure. Schedule and attend the signing of closing documents. Send loan documents to escrow/title. Confirm funds are received and the purchase is recorded.
• Moving	Complete utility transfers as instructed.
• Utilities	Coordinate the delivery of keys, remotes, and home information. Review the closing report and resolve any issues.
• Final Steps	Gather client feedback and complete the homebuying process.