

Welcome Message

Hi, I'm Janelle Forst a proud Arizona native, mom of two, and a full-time REALTOR®. I created this PDF guide to walk you through the home buying process with ease and confidence. Whether it's your first home or your forever home, I'm here to help every step of the way.

Step 1: Get Pre-Approved

Why it matters: Pre-approval tells you how much home you can afford and shows sellers you're serious.

☐ Pre-Approval Letter

Tip: Work with a trusted local lender who understands Arizona's market I can connect you!

Step 2: Start House Hunting

What we'll do: We'll create your wish list

- ☐ Location
- ☐ Budget
- ☐ Features
- ☐ Start touring homes.

Tools: I'll set you up with MLS alerts so you're the first to know about new listings.

Step 3: Make an Offer

What happens here: We'll review,

- ☐ Comps
- ☐ Assess the home's value,
- ☐ Submit a strong, Competitive Offer.

Bonus: I'm skilled in negotiation and will protect your interests.

Step 4: Go Under Contract

What this means: Once your offer is accepted, we'll

- ☐ Open escrow,
- ☐ Order inspections,

- ☐ Review seller disclosures (like the SPDS & CLUE report).

What you do: Stay in close contact with your lender and avoid major purchases!

Step 5: Inspections & Appraisal

Inspections:

- ☐ General home inspection, termite, roof, HVAC.

I'll guide you through all of it.

Appraisal: Required by the lender to verify value.

Step 6: Final Walkthrough & Closing

Before we close:

- ☐ We'll do a final walkthrough to make sure everything looks good. (A day before Closing)
- ☐ You'll sign your final docs with your Escrow Officer.

On Closing Day:

After the title company submits the deed, the county recorder's office needs to officially **stamp and confirm it's been recorded** in public records. This can take anywhere from 30 minutes to a few hours depending on:

The county's processing speed

How busy they are that day

The time of day the documents were submitted

Once the county confirms recording, the **title company notifies me your agent and your lender** that it's official. Only then is it truly **closed and recorded**.

YOU become a homeowner!

Welcome Home!

I'll be there with the keys (and maybe a surprise or two). My support doesn't end at closing, I'm here for referrals, questions, and real estate goals for life.