

HOMEBUYING: GETTING STARTED

For many potential homebuyers, the process of buying a home can seem overwhelming, but an experienced REALTOR® can guide you through the homebuying journey from start to finish. Here's a five-step guide to help you get started.



1 GET PRE-APPROVED

Talk to a lender who will look up your FICO® score, credit history and other key aspects of your financial profile to get you preapproved (verses prequalified, which is a less specific estimate of what you can afford). You'll also want to consider additional costs such as homeowners insurance, taxes and fees. Save for a down payment and, if applicable, your REALTOR® can help you explore down payment assistance options.

2 FIND A REALTOR®

Ask your friends and family members for a referral to their REALTOR® or visit [car.org](https://www.car.org) to find a REALTOR® in your area.

3 SIGN A BUYER REPRESENTATION AGREEMENT

Once you find the REALTOR® you'd like to work with, you'll need to sign a buyer representation agreement. This agreement outlines the REALTOR®'s services, client expectations, and an agreed-upon compensation amount or rate for your REALTOR®.

4 VIEW A HOME

After in-depth conversations about what's important to you in a home, deal-breakers, and your overall wish list, your REALTOR® will set up home tours for you to view homes that meet those needs.

5 MAKE AN OFFER

Once you've found the right property, you'll work with your REALTOR® to make a competitive offer. Be prepared to negotiate. In a competitive market, there will likely be others bidding, and you'll want to stand out!