



## HOMEBUYER'S GUIDE / THE BASICS

### 1. Consultants

Advise toward GOOD decisions

### 2. Search

Using available methods to locate the property that will best meet your needs and wants

### 3. Tools

Century 21 Mobile App

MLS Home Searches

### 4. Evaluate

Pros and Cons

Do a Market Analysis to determine the fair selling price of the home you have picked out

### 5. Negotiate

Using the information from the Market Analysis to develop a negotiating strategy that will allow you to get into a house for the lowest possible price the seller will agree upon. As your advocate present your offer in a light most favorable to you

### 6. Financing

Help you determine your price range, recommend a reputable lender that fits your needs, and communicate with buyer and lender to facilitate your assured loan approval and closing

### 7. Managing the details

Communicate with all parties involved to ensure the protection of your interests (Listing Agent, Lender, Attorneys, Inspectors, & Title Company) and qualifying the home inspector.

### 8. My Commitment

Unparalleled service, provision of a customized plan, regular communication, and resources from the Century 21 Team.

### 9. Your Commitment

Open communication, loyalty, and readiness to purchase

### 10. Professional Fees

Explain how we are paid

### 11. My Goals

Make sure you are satisfied in your new home, think of us as your Realtor for life, and refer us to friends and relatives

### 12. My Commitment in Writing

**CONTACT THE AGENTS AT CENTURY 21 CAPITAL GOLD  
TO START YOUR JOURNEY AND FIND YOUR DREAM HOME**