



**CHRISTINA-TNT- TSUTSUI THARP**

**BROKER-OWNER**

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# HOME BUYER ROADMAP



## MEET WITH A REAL ESTATE PROFESSIONAL

Discuss the type of home and ideal features you're looking for.

## THE BUYER'S ADVANTAGE

As the buyer, your agent's commission is often paid by the seller so your representation comes from the seller's proceeds.

## GET PRE-APPROVED

You will need pay stubs, W2s, and bank statements to know what you can afford.

## SEARCH FOR HOMES

Now for the fun part! Your agent will schedule showings and help you find the perfect home.

## ADVANCED SEARCH

Your real estate professional has tools and systems to ensure you see every available home that meets your criteria.



## THE CONTRACT

This will provide an estimate of the home's current market value, a timeline to obtain financing, & time to schedule an appraisal.

## NEGOTIATION AND CONTRACT

It may take a few tries to get it just right, but hang in there. You're on your way!

## MAKE AN OFFER

Your agent will prepare your offer, and quickly if it's a low inventory market based on the price and terms you choose

## ATTEND HOME SHOWINGS

Go prepared and be ready to keep track of likes and dislikes during your showing.



## UNDER CONTRACT OR IN ESCROW

You and the seller have agreed to price and terms. The home is held for you until closing.

## FINAL DETAILS

Perform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

## PREPARING FOR CLOSING

Finalize your loan, review documents, discuss the inspection, and attend a pre-closing walkthrough.

## CLOSING

Transfer of funds and ownership take place as the closing is facilitated by a title company or an attorney.



This is not intended to solicit a currently listed home. Information is deemed reliable, but not guaranteed.