

HOW TO PREPARE

There are several steps you will need to go through when you buy a home. Here is an outline of what to expect. We can go over this in more detail, so feel free to ask questions about the process. Knowing what to expect and thinking through the steps in advance will help you have a smoother home buying journey.

Our job is to help you obtain your dream home for the price and the terms that are best for your situation. We accomplish this in five different ways: a buyer counseling session, maximize your home search, provide an offer strategy, help negotiate the best contract, and manage your transaction.



NEW HOME WISH LIST

Please write down the features you want in your next home in the left column. In the right column, please explain the benefits those features will provide. For example, you may write 3 bedrooms under “feature” and want 2 bedrooms and a room for an office under “benefits”. After you have completed the list, please circle your top three.

Feature

Benefit

1.	_____	_____
2.	_____	_____
3.	_____	_____
4.	_____	_____
5.	_____	_____
6.	_____	_____
7.	_____	_____
8.	_____	_____
9.	_____	_____
10.	_____	_____

THE BUYER PROCESS

To start, we will ask you a number of questions to better assist us in finding the ideal home for you. We'll walk you through the steps we use to ensure you don't overlook anything, pay too much, or wind up with a home that has significant problems. Doing this process can save you days or even weeks if you are willing to put in an hour of your time up front.

Buyers Counseling Session

Our primary goal at the start of the home buying process is to gain a clear understanding of your preferences in three key areas: location, price, and essential features. During our initial buyer counseling session, we provide an overview of the process, answer your questions, and delve into your specific needs and priorities. This initial consultation is crucial for crafting a personalized search that aligns with your requirements, ensuring we understand not just the features you are looking for, but also the benefits of those features. Such clarity helps guide you more efficiently and effectively, enhancing your overall home buying experience and increasing your chances of finding the perfect home.