

The Home Buying Process

Consultation:

I will help you focus on your wants and needs. We discuss lifestyle choices, home size, location, amenities and your unique preferences. We discuss pricing and the best options for your housing dollars.

Pre- Approval:

I will refer you to a Mortgage Consultant so that you can discuss your purchasing power, get pre-approved and let me know our price range.

Selecting an Area:

I will provide you area sales data and statistics so that you can begin to educate yourself on your choice of area. You will learn what your dollar buys at the top, middle or bottom of the area, home size, commute, schools & community data. You may spend some time driving by homes, going to open houses, attending community functions etc.

Home Tours:

Once we have defined the area(s), I will preview homes for you as well, I will set up automated search profiles with our MLS and then coordinate our property tours and showings. I will also provide you with the latest California Association of Realtors Advisory and Disclosure documents related to a home purchase.

Making an Offer:

Once you are pre-approved, chosen an area and know the current inventory, we need to respond quickly to an acceptable home when it hits the market. You may need to allocate more time to viewing the inside, consider your family and lifestyle and then be ready to write the offer. I will prepare all the documents necessary and review them with you carefully.

Negotiating the Contract:

Negotiating is the fine art of "letting the other party get your way" ☺
I will use all the tools of my trade to help creatively satisfy the needs of all parties while getting you the best possible deal.
It takes skill to know the best strategies to employ in a variety of situations. You are in good hands.

Handling the Escrow Period:

I will coordinate all the inspections, monitor the timeframes and review all the proper documents and disclosures with you during your contingency period. I will negotiate any request for repairs for you, review the Title Report and work with your Mortgage Consultant during this period to be sure all the important elements of the transaction are handled professionally.

Closing with Confidence:

I will assure that you close with the confidence that your rights have been protected and your interests are well served. Congratulations Homeowner!