



Buyer Process

1. Define Goal Properties
2. Get prequalification (I can help with this)
3. Start looking at properties, both on and off-market depending on timeline
4. Find the property you want
5. I send over comparable recent sales and discuss Pricing/Offer Strategies
6. Offer (I will go over the terms of the offer and the protections held within it when we discuss on phone, Strategies will differ depending on property and location)
7. Receive counter
8. Counter the counter

---If the sellers accept---

9. Open Escrow
10. Wire Earnest Money Deposit (EMD) to Escrow (3% of Purchase price),
this money is protected by 3 contingencies - 1. Investigation 2. Appraisal
3. Loan
11. Buyer investigation and Loan Period start and work simultaneously

----Next steps happen not necessarily in order---

12. Physical inspection of property and any other inspections we deem necessary
13. Receive and complete Escrow Opening Package
14. Appraisal of Property
15. Review Seller Disclosures
16. Negotiate based on findings of Inspections
17. Remove Inspection Contingency
18. Remove Appraisal Contingency
19. Remove loan Contingency
- 20. Close on Purchase of your new home!**