THE HOME BUYING PROCESS PART I

CONFERENCE SESSION
Agency Relationships
Buyer's Rights & Options
Overview – Buying Process
Financial Qualifications
Buyer's Wants & Needs

EXCLUSIVE BUYER AGENCY AGREEMENT
Benefits
Services & Fees
Client Obligations
Credit Prequalification / Preapproval

PROPERTY SEARCH
MLS, Bank Owned
FSBO-For Sale By Owner
New Construction
Pending Foreclosures
Neighborhood Checks—
Unlisted Properties
Auctions

STOP

EVALUATE:
HAS A MATCH BEEN FOUND?

PRE-OFFER RESEARCH
Opinion of Value
Property Analysis
Neighborhood Walks
Registry of Deeds
Zoning
Board of Health
Conservation Commission
Building Department
Engineering

OFFER STRATEGY
Price
Terms
Contingencies

OFFER PRESENTATION

OFFER ACCEPTANCE
Binder Deposit Required

CONGRATULATIONS

INSPECTIONS
If Necessary
Get Estimates
Re-negotiate

PURCHASE & SALE AGREEMENT
Preparation

Deposit Required