

18 Steps Most Buyers Take To Buy Their Home

- 1. Look for an agent to help you through the maze.
- 2. Interview the agent...set an appointment with an agent to find out if they have the skills, services and professional attitude you're looking for.
- 3. Discover if the agent is working "for" you or "with" you...client or customer?
- 4. Clarify your wants and needs to your agents. Let them know your objectives and timetable.
- 5. Have the agent help you establish your purchasing power. This may include getting pre-approved.
- 6. Select the best three to five properties to see.
- 7. View each property objectively following the "Simple 3-Step" approach. See "A Proven 3 Step Approach To Selecting The Right Property."
- 8. Write the offer to purchase following the "4 Keys to Making You & Your Offer Look Great."
- 9. Have your agent present your offer ASAP. Time is of the essence.
- 10. Handle all counter offers and negotiations with a win/win attitude...BIG picture mentality.
- 11. Avoid "Second Guessing Syndrome"...also known as "Buyer's Remorse". Almost EVERYONE gets it at some point in time. Let it pass...
- 12. Finalize any loan details to get final approval. If you haven't been pre-approved, you need to get the ball rolling NOW!
- 13. You or your agent needs to order title insurance from the company of your choice.
- 14. Any inspections or predications that need to be addressed should be done in a timely fashion.
- 15. Address snags and problems as part of life. Keep focused on your goals...BIG picture.
- 16. Do a "walk-thru" prior to closing.
- 17. Show up early to closing with all necessary items from your closing checklist.
- 18. After closing, keep in contact with your agent. They want to assist you with questions, concerns and problems whenever you have then need!

The above checklist is for informational purposes only & is not a substitute for legal, tax or other professional assistance.

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