

Buying Your Home



Buying Guide For Your Dream Home



1

Outlining Objectives

Defining Your Goals

- What is your motivation to buy?
- What price range are you considering?
- What is your timeline to move?
- What are your ideal features and “non-negotiables”?
- What are you looking for in a neighborhood?

Planning & Preparation

- Discuss Objectives and Process with your Realtor®
- Select a Lender and Begin Loan Approval Process
- Obtain a Loan Approval Letter
- Sign Exclusive Buyer/Broker Agreement with Your Realtor®
- Research Neighborhoods of Interest with Your Realtor®

Understanding the Market

- Analysis of Active, Pending, and Sold Transactions
- Review Contracts and Timelines
- Personal Timing and Seasonal Considerations
- Market Forces: Supply vs Demand, Macro vs Micro
- Create Profile-Based Buyer Attraction Strategy

2

Finding Your Home

The Search

- Browse and Review Online Listings with your Realtor®
- Review How Online Websites Work with your Realtor®
- Notification of New and Off-Market Properties
- Virtually Tour Listings from the Comfort of Your Home
- Select Your Ideal Location and Home

Offers & Negotiation Strategies

- Learn About the Purchase Contract from your Realtor®
- Discuss Multiple Offer Strategies (as needed)
- Offer Presentation and Highlighting Buyer Strategies
- Negotiate to Optimize Price and Terms
- Acceptance of Offer or Counter Offers



3

Going Into Escrow

The Escrow Process

- Notify Escrow of Acceptance and Send Fully-Executed Contract
- Wire Initial Deposit to Escrow per Terms of Agreement
- Notify Lender to Begin Loan Process and Order Appraisal
- Sign and Return Opening Package of Escrow Instructions
- Contact Insurance Agent for Homeowner Coverage
- Provide Escrow with Vesting (Title) Information

Inspections & Disclosures

- Schedule All Desired Home Inspections, (i.e. Termite Report)
- Review All Disclosures and Reports
- Approve/Negotiate Repairs Based on Inspection Reports
- Review/Approve All Seller and State Required Disclosures
- Review/Approve Preliminary Title Report
- Meet Deadlines and Remove Contractual Contingencies
- Schedule Final Walk-Through Prior to Close of Escrow

4

Closing Process

Welcome Home

- Review Closing Statement from Escrow
- Virtually Meet with Escrow to Sign Loan Documents
- Arrange to Wire Down Payment and Closing Costs
- Transfer Utilities to New Location
- Closing, Key Delivery, and Celebration
- Move into the Property
- Move-In Checklist

Working Together Again

- Staying in Touch and Keeping You Informed
- Second Homes and Investment Properties
- Providing Resources and Introductions
- Referrals, Testimonials, and Reviews

Who You Work With Matters

With over 6,900 agents and approximately 120 offices in key markets across the country, we have the reach and resources to promote your property from coast to coast.

Our scale enables your agent to leverage a powerful network of referrals and services that puts our national strength to work for you.

Exposure in Key Luxury Markets

California	Metro D.C.
Colorado	Nevada
Connecticut	New Jersey
Florida	New York
Massachusetts	Texas

The Next Move Is Yours.

One of the Largest

Independent Residential
Real Estate Brokerages
in the U.S.

\$34.4

BILLION

SALES IN 2023

6,900+

AGENTS

DIRECT ACCESS

43,902

TRANSACTIONS

SALES & RENTAL

 Douglas Elliman

[elliman.com](https://www.elliman.com)