

The Three Stages of the Home-Buying Process



STAGE 1

Initial Consultation

In our initial consultation, we will meet to review the buying process and start taking steps to find you the perfect new home.

1. Familiarize you with the buying process to ensure that you understand and anticipate everything that is going to happen.
2. Address your particular concerns about purchasing a home.
3. Identify the type of home you are looking for, asking about the style that interests you, including size, bedrooms, bathrooms, and whatever else you might need.
4. Identify the general geographic areas in which you are interested to determine which locations most appeal to you and why.
5. Establish a general price range for your purchase, discussing your comfort at different levels of monthly payments, and if needed connect you to an outstanding mortgage professional to help you get prequalified in your price range.
6. Identify your expectations of how you would like me to communicate with you, including your comfort level with different communications media, and whether you would prefer in-person contact, email, text messages, or other types of communication.
7. Set you up in fhallen.com for Home Alert email alerts and saved properties to allow you to save searches and get email alerts directly from the site for properties in your location and price range.

STAGE 2

Home Search

In this stage, we will assist you in narrowing your focus and searching through all available inventory to find the right home for you.

1. During the full home search process, continually send you information on any properties that meet your search criteria, on your method of choice (phone, text, email, fax, or in-person).
2. Schedule showings at your convenience on any home you're interested in, and repeat showings if necessary.
3. Prepare property information for any property we visit, including detailed property sheets you can keep for your file, and preview properties if possible.
4. If you would like to look on your own, prepare you on how to visit open houses without revealing information to sellers' agents, and what to look for in viewing a home.
5. Communicate with you on an ongoing basis as you refine your search criteria, including regular updates as to what is happening in the market.
6. Through your email alerts on fhallen.com, and through my own efforts, continually keep you updated on new properties coming on the market, price changes, or market changes.
7. Provide you with any information you need about the property, the area, the schools, the buying process, or any other issue that concerns you.

STAGE 3

Getting Into Contract & Closing

Once we have found the right home for you, I will help you get into contract and closed.

1. Assist in the full execution of the contracts.
2. Present and submit a written offer on your behalf setting out your terms of purchase on any properties you are interested in buying.
3. Consult and advise you in negotiating counter-offers and preparing a strategy throughout the negotiating process.
4. Assist you in retaining an experienced home inspector, and schedule and attend the inspection.
5. Help you in addressing and negotiating any issues that come up in inspection, and discuss how to remedy them and whether they will affect the terms of your purchase.
6. Coordinate and work closely with your lender in providing any relevant documentation to ensure that we can get any documentation needed to obtain financing.
7. Arrange and attend the walkthrough to ensure that the seller has properly maintained it since the inspection, and attend the closing to ensure that everything goes smoothly.