

The Home Buying Process



WHAT TO EXPECT WHEN BUYING REAL ESTATE

Making An Offer

Once you have identified a home of interest, and before you place an offer to purchase it, your sales associate will prepare a Comparative Market Analysis, to help you better understand how it compares to others on the market of similar value and features. With this information in hand, you can place an offer with a high degree of confidence that it is fair and reasonable.

When an offer is made on a property, a Purchase and Sales Agreement is drafted to document its details. This will include the price you are offering to pay, the time frame within which you anticipate being able to close, and any contingencies that the offer is predicated on, such as satisfactory lender appraisal and home inspection.

Your sales associate will play a critical role in this step, overseeing the development and delivery of the Purchase and Sales agreement to the listing agent representing the seller, and then managing all subsequent negotiation until a final, approved agreement is reached. As much as possible, you should refer to his or her experience with this activity; as an impartial third party, your sales associate can help to make sure that your needs and goals remain in focus during what can become an emotional time.