

The Home Buying Process



WHAT TO EXPECT WHEN BUYING REAL ESTATE

Searching For Your New Home

As previously mentioned, nearly three-quarters of buyers begin their search online. Far from mere window-shopping, they are able to compile and analyze important statistical data to help them better understand the market and make more informed choices about factors such as pricing, affordability, mortgage options, insurance programs, and selecting a sales associate with whom to work.

You can save your search criteria, and be notified by email every time a property comes on the market that matches your specifications. Mortgage and affordability calculators can help define what level of property you should be focused on finding.

Your sales associate can be a tremendous advantage during your home search, combining a deep knowledge of the local marketplace with a thorough understanding of your goals. Often times, sales associates receive word of properties that may be coming on the market in advance of the larger community, giving you a distinct advantage.

Regardless of how you are first exposed to a property — online, in a newspaper ad, by direct mail, during a chance drive by, or at the recommendation of your sales associate — once a home has caught your attention you will want to see it in person. There is truly nothing that can compare to walking into a home, feeling its sense of space, architectural details, floor plan, and finishes.