



PROFIT FROM OUR EXPERIENCE

## THE STEP-BY-STEP BUYING PROCESS

1

### *The first step – find a REALTOR® you can trust*

The homebuying process begins with finding an experienced REALTOR® that you can trust and **sign** a Buyer Agency Agreement. This guarantees, by the laws of the state, that your needs are professionally represented throughout the entire process of buying your home. Carol has over 31 years of real estate experience. She's someone you can trust! This is also the time you begin the mortgage process so you know how much you can qualify to purchase.

2

### *The next step – look for a home*

The Pech Team has many full-time, licensed Buyer Partners available **anytime** to help you find your dream home.

3

### *Now be careful – making an offer is a big step!*

When you find your dream home you should present a competitive offer immediately. Carol has over 31 years of contract and negotiations experience. She will ensure you get just what you want for a fair price, a transaction in your best interest.

4

### *The Contract – checking every detail*

When the Seller accepts your offer you go “under contract.” You want to make sure every detail is handled accurately and immediately. The Pech Team has a Contract Manager to ensure your home closes properly and on time.

5

### *Inspections – part of the final details*

Final details are handled and inspections are performed to ensure the property is “perfect” for you. Contract details are further negotiated and we head to closing!

6

### *Now it is yours – a homeowner at last*

Be prepared to bring your checkbook to the closing procedure—the next steps you take will be over the threshold of your new home!

Overview of the buying process



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