

corcoran

PERRY & CO.

Home Buying Process



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1.

**HIRE YOUR CORCORAN
PERRY & CO. REALTOR
TO MANAGE THE ENTIRE
PROCESS**

**Your Corcoran Perry & Co.
agent provides:**

Local market expertise
Professional negotiation skills
Advocation throughout the
entire process
Guidance through all contracts
and management of every
logistical step
Expert buyer representation at
no cost to you

3.

**SECURE LOAN
'PRE-APPROVAL'**

A pre-approval positions you
to make a quick and serious
offer when the time is right,
provides a strong foundation
for your home search, and
will keep you realistic about
your options.

5.

**REFINE YOUR HOME
SEARCH**

Tour homes, attend
open houses & drive
neighborhoods with your
Corcoran Perry & Co. agent.

7.

MAKE AN OFFER!

Your Corcoran Perry & Co.
agent will guide you through
the contract and help you craft
an offer that will stand out to
the seller.

9.

**DELIVER EARNEST
MONEY**

11.

**NEGOTIATE REPAIRS OF
IMPORTANT ITEMS**

If needed, we'll help
negotiate any adjustments
to the final offer from the
inspection and/or appraisal.

13.

**PARTICIPATE IN FINAL
WALK-THROUGH**

The final walk-through
gives home buyers a last
opportunity to inspect a
property before closing on
the sale.

15.

**MOVE INTO YOUR NEW
HOME!**

2.

**MEET WITH A TRUSTED
LENDER**

Determine down payment,
monthly payments, and costs
needed to close the loan.

4.

START YOUR HOME SEARCH

Work with your Corcoran
Perry & Co. agent to refine
your wish list, preferred
neighborhoods and housing
styles.

Receive up-to-the-minute
listings from your Corcoran
Perry & Co. agent.

Establish a game plan for
viewing homes.

6.

CURRENT HOUSING

If you haven't already put your
current home on the market,
be ready to do it quickly.
If you rent, be prepared to
break your lease, or move to a
month-to-month agreement.

8.

NEGOTIATE YOUR OFFER

Come to terms with sellers,
and seal the deal.

10.

**WORK WITH YOUR
CORCORAN PERRY &
CO. AGENT TO SET UP
INSPECTIONS**

Your Corcoran Perry & Co.
agent will help manage the
offer process and work in
concert with the sellers agent
and your lender.

12.

**TITLE, APPRAISAL, &
MORTGAGE REVIEW**

Review title commitment,
negotiate appraisal if needed,
finalize and review mortgage
docs, settlement statement,
and wiring of funds.

14.

ATTEND CLOSING

Bring payment for any
overages.

Close the loan, transfer title
and take ownership.

Receive contact information
for home owners association
(HOA).

Get keys and celebrate your
success.

START

END