

Home Buying and Selling Process

BUYING	1. HIRE YOUR COMPASS REALTOR TO MANAGE THE ENTIRE PROCESS Your Compass Agent Provides: Local Market Expertise Skilled Negotiation Full-Process Advocacy Contract & Logistics Management Dedicated Buyer Representation	2. MEET WITH A TRUSTED LENDER Confirm down payment, monthly payments, and costs needed to close the loan 3. GET PRE-APPROVED Pre-approval lets you act quickly and confidently when the right home appears, grounds your search in a clear budget, and keeps your expectations realistic	4. CURRENT HOUSING If you haven't already, prepare to put your current home on the market. If you are renting, prepare to break your current lease or move to a month-to-month agreement	5. BEGIN YOUR SEARCH Define your wish list, desired neighborhoods, and housing styles with your agent Receive timely listings matched to your criteria Establish a plan for viewing homes Tour homes, attend open houses, and explore neighborhoods	6. MAKE AN OFFER! Your agent will guide you through the contract and create an offer designed to stand out to the seller 7. NEGOTIATE YOUR OFFER Come to mutually accepted terms with the sellers, and ratify the agreement	8. DELIVER EARNEST MONEY 9. WORK WITH YOUR AGENT TO SET UP INSPECTIONS Your agent will coordinate with the seller's agent and your lender to manage the offer and inspection process	10. NEGOTIATE NECESSARY REPAIRS Your agent will negotiate any alterations to the offer resulting from the inspection and appraisal. 11. TITLE, APPRAISAL, AND MORTGAGE REVIEW Review title commitment, negotiate the appraisal, finalize your mortgage documents, settlement statement, and wire transfer of funds.	12. ATTEND CLOSING Bring payment for any overages. Close the loan, transfer title and take ownership. Get keys and celebrate your success! 13. MOVE INTO YOUR NEW HOME!	END
	1. HIRE YOUR COMPASS REALTOR TO MANAGE THE ENTIRE PROCESS Your Compass Agent Provides: Local market expertise Masterful negotiation Precision pricing strategy Best-in-class marketing Unwavering advocacy Seamless contract management	2. PRICE IT RIGHT TO SELL QUICKLY Your agent will review comparable properties to determine your home's value. The faster the offer, the higher the sale price tends to be 3. HOME PREPARATION Your Agent will help you strategize how to make your home shine and stand out from the competition — leading to a quicker offer	4. STAGE YOUR HOME Staging your home can increase its value by 10% (National Association of REALTORS) The most impactful staging occurs in your living room, primary bedroom, and kitchen (National Association of REALTORS) Not all homes require rented furnishings — our stager can work with your existing pieces, add where needed, and help your home look its best	5. SCHEDULE PROFESSIONAL PHOTOGRAPHY Your agent will help showcase not only your home, but the surrounding neighborhood. Images of local parks, amenities, and popular spots help tell the full story of your listing	6. MARKET YOUR PROPERTY Your home will be listed across major online platforms, reaching buyers actively searching in your neighborhood. It will also be promoted through the Compass platform to maximize visibility	7. SHOW YOUR HOME Present your home at its finest for every appointment Your agent manages scheduling with prompt communication and care Flexible availability invites stronger, faster offers Showing feedback informs an evolving strategy	8. REVIEW AND NEGOTIATE OFFERS Your agent will negotiate on your behalf to secure the highest and best terms, then guide you through each offer to select the price and terms that align with your goals	9. NEGOTIATE INSPECTIONS If needed, your agent will negotiate any adjustments to the final offer arising from the inspection, title, and/or appraisal. 10. FINALIZE DETAILS AND ATTEND CLOSING!	

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COMPASS