



HOMES WITH HECTOR
Real Estate Services

BUYER'S GUIDE



OAKWYNREALTY

INITIAL CONSULTATION

01

Here's our first step to get acquainted. It may be at a local real estate office, your home or at a place like a local coffee shop.

It's a time to discover what your overall goals are and this is where I collect all the necessary information to help you find your ideal home!



02

PRE-APPROVAL

It's vital that we set you up with a mortgage broker to determine your budget, and ensure you are well-equipped with knowledge regarding the financing side of buying a home.



03

PROPERTY SEARCH & SHOWINGS

Based off your criteria and the pre-approval process, I will provide you a list of homes that are ideal.

You will also be able to view all homes on the MLS through my website. After selecting homes we would like to see in person, I will schedule private viewings.



MAKING AN OFFER

This step involves doing a comparative market analysis. I will walk you through recent sales, comparable homes, and other options. Once we are determined to make an offer, we will discuss the Contract of Purchase and Sale and key terms we need to understand. With every offer, the Seller may choose to Accept, Counter-Offer, or Reject the Offer.

04



05

SUBJECT TERMS & CONDITIONS OF A CONTRACT

Depending on your situation, I will recommend a list of Subject Terms and Conditions to be included in the purchase of your ideal home. This is solely for the benefit of the Buyer and not the Seller. Typical subject conditions include:

- Financing
- Home Inspection
- Review and Approval of Documents

Removal of Subject Terms and Conditions is normally 7-12 days. The Contract of Purchase and Sale is legally binding after Subjects are removed and the Deposit is paid.



FINAL STEPS & POSSESSION OF YOUR HOME

You'll be meeting with a notary/lawyer to transfer the Title to your name. On Possession Day, you'll be meeting with me at the home for the keys!

Congratulations!