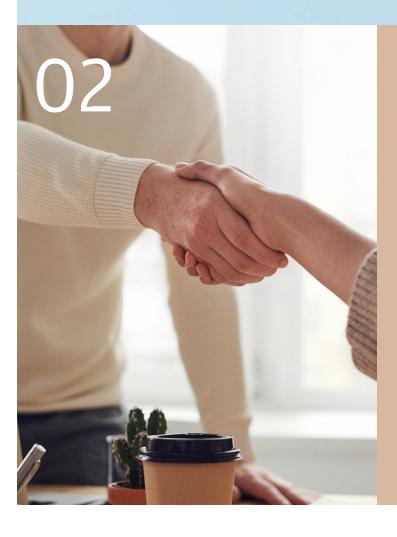


Here's our first step to get acquainted. It may be at a local real estate office, your home or at a place like a local coffee shop.

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!





## 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.



## 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.





## SUBJECT TERMS & CONDITONS OF A CONTRACT

Depending on your situation, I will recomend 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.

