

Plan of Action

1. Buyers Information Delivered
Office Appointment
Answer All Questions
Real Estate Forms
Multiple Listing Service
Get an Idea of Desirable Areas
2. Initiate Loan Process
Meet With Lender
Answer Financing Questions
Discuss Financing Options
Estimate the Purchase Price
3. First Showing
Neighborhood Likes and Dislikes
Likes and Dislikes of Floor Plans
Eliminate Areas
4. Showings
Focus on Floor Plans
Focus on Additional Neighborhood
Submit Offer on Chosen Home
5. Negotiate and Close Your Property
Present Contract to listing Agent and Seller
The Escrow Process
Answer All Questions
Close Escrow