

FIRST TIME HOMEBUYER

Guide

A guide to walk you through all of
the excitement buying your first
home will bring,

Valley Home Sales Team



Sandie Gray
Real Estate Broker
Keller Williams Capital City
503.910.3452

kw CAPITAL
CITY
KELLERWILLIAMS

sandiegray@comcast.net / www.valleyhomes4sale.com





Valley Home Sales Team



sandiegray@comcast.net / www.valleyhomes4sale.com

SIX EASY STEPS TO HOME OWNERSHIP

- HIRE YOUR AGENT *see questions to ask your agent attached.
- Secure Pre-Approval financing.
- Home search with your agent.
- Make an offer and negotiate.
- Home inspections/negotiate needed repairs.
- Close on your new home and move-in.

WHAT TO EXPECT DURING THE HOME SEARCH PROCESS.

- Receive emails of homes active on the market that meet your criteria from your agent.
- Tell your agent which ones you like.
- View Homes
- Write offer on One you like.
- Once you have a written offer, you can expect an accepted, rejected or a counter offer.



WHAT TO EXPECT ONCE YOU HAVE AN ACCEPTED OFFER.

- Earnest Money will need to be paid into escrow.
- Inspections will need to be scheduled ASAP.
- If inspections find any repairs to be needed we will Negotiate Repairs with-in Inspection period.
- Make sure Lender has all docs needed.
- DO NOT open any new Credit Cards/ Lines of credit or Auto Loans during this process.
- Schedule and Sign with Escrow.
- Close and get Keys. YAY!



How to Complete Buyer Wants Form.

- List items of importance to you.

Examples would be:

- Bedrooms
- Bathrooms
- Square Footage
- Lot Size
- Single Story
- Garage
- Shop
- Barn
- Open Kitchen
- Living and Family Rooms
- Location
- Price Point
- ETC...



sandiegray@comcast.net / www.valleyhomes4sale.com

BUYER #1 WANTS

-

-

-

-

-

-

-

BUYER #2 WANTS

-

-

-

-

-

-



QUESTIONS TO ASK YOUR AGENT

IS THIS YOUR FULL-TIME PROFESSION?

An active, full-time agent is more likely to be up to date on the current Real-Estate Market.

DO YOU REPRESENT BUYERS AND SELLERS ON THE SAME TRANSACTION?

NO! This is known as dual agency and I do not find it in my moral compass to be fair to either party. There is no way to fairly represent both parties, If I have a listing come up that fits my buyers needs, I will refer out the other party to a co-broker.

WHEN AM I COMMITTED TO WORKING WITH YOU AS MY AGENT?

Many Home buyers will start touring homes without a written agency agreement contract. It is best to sign an exclusive Listing/Buyer Agency agreement so I can advocate for you and have a Fiduciary responsibility to you.

WHO ELSE WILL BE WORKING WITH ME?

I am your main point of contact, you can reach out to me with any questions or concerns you may have. I do have a Transaction Coordinator who will be sending some forms and information to you throughout this process.

WHAT SETS AN AGENT APART FROM OTHER AGENTS?

Look for expertise. Ask about their CMA's and Accuracy, Track record of Happy customers and area knowledge.

