## FIRST TIME HOMEBUYER



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

Valley Home Sales Team







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.

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Valley Home Sales Team

Close on your new home and

move-in.

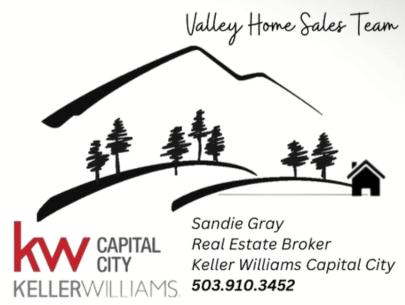
# WHAT TO EXPECT DURING THE HOME SEARCH PROCESS.

- 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.



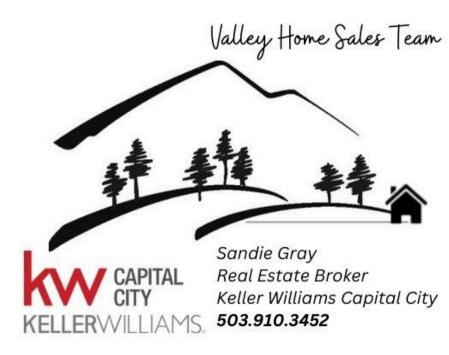
## WHAT TO EXPECT ONCE YOU HAVE AN ACCEPTED OFFER.

- 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-n 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...





# BUYER #2 WANTS



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## 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?

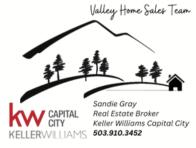
Many Home buyers will start touring homes without a written agency agreement contract. It is best to sign an exclusive Listing/Buyer Agency agreement so I can advocate for you and have a Fiduciary responsibility to you.

#### 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.



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