

Steps in the Home-Finding Process

Your Coldwell Banker Residential Real Estate independent sales associate is dedicated to providing you with professional representation and services throughout your entire home search and closing process.

Your associate will:

1. Conduct a consultation to determine your home purchase needs and plan your search process.
2. Review the details of how the home purchase process works and discuss how you will work together to achieve your goals.
3. Recommend and arrange a no-cost, no-obligation mortgage pre-approval with a national mortgage lender, if needed.
4. Research and show you properties that match your specific needs.
5. Prepare a written offer, according to your terms, on the home of your choice.
6. Provide you with a preliminary estimate of closing costs, downpayment and other expenses.
7. Present and offer the contract on your behalf to reach an agreement that's acceptable to you.
8. Manage the entire contract-to-closing process, including completion of all inspections and fulfillment of all contingencies.
9. Notify you of the amounts needed to bring to closing and answer any questions you may have.
10. Provide after-sale follow-up to assist you with any post-closing needs.

The Only Source You Need

Your sales associate can provide detailed information on any property currently listed for sale — whether it's listed by Coldwell Banker Residential Real Estate or another real estate company — and arrange an appointment to show you the property at your convenience.

If you see a property online, a “for sale” sign or an ad in the newspaper that interests you, contact your Coldwell Banker Residential Real Estate sales associate for all the details:

- Listing price
- Special features
- Description
- Financing terms

Once your sales associate becomes familiar with your housing and financial needs, why go through the process again with someone else? Working with your associate can save you time and take the hassle out of house hunting, and it won't cost you a penny more!

Isabella Scott, Coldwell Banker Real Estate / Cell Phone: 561-866-2927

Your Sales Associate: _____

SEARCH HOMES: <http://isabellascott.com/search-homes/>

Mobile: _____

isabella@isabellascott.com / Visit my website: <http://isabellascott.com>, for more home buying tips and articles!

Email: _____

Home-Finding Needs Worksheet

The more your sales associate knows about what you want and need, the easier it will be to help you find the right home. Take time to complete this worksheet and discuss the results with your sales associate.

Features	Specify Your Preferences	Importance 1 – 5
Price/Range		
<input type="checkbox"/> I Have Been Pre-Approved for a Mortgage	<input type="checkbox"/> Yes <input type="checkbox"/> No	
<input type="checkbox"/> Price Range for Which I Qualify (min. — max.)	
Exterior		
<input type="checkbox"/> View		1 2 3 4 5
<input type="checkbox"/> Architectural Style		1 2 3 4 5
<input type="checkbox"/> Swimming Pool		1 2 3 4 5
<input type="checkbox"/> Deck/Patio		1 2 3 4 5
<input type="checkbox"/> Garage		1 2 3 4 5
<input type="checkbox"/> Waterfront		1 2 3 4 5
Interior		
<input type="checkbox"/> Floor Plan – Split		1 2 3 4 5
<input type="checkbox"/> Room Sizes		1 2 3 4 5
<input type="checkbox"/> Bedrooms		1 2 3 4 5
<input type="checkbox"/> Bathrooms		1 2 3 4 5
<input type="checkbox"/> Living Room		1 2 3 4 5
<input type="checkbox"/> Family Room		1 2 3 4 5
<input type="checkbox"/> Bonus/Game Room		1 2 3 4 5
<input type="checkbox"/> Dining Room		1 2 3 4 5
<input type="checkbox"/> Kitchen		1 2 3 4 5
<input type="checkbox"/> General Interior Comments		1 2 3 4 5
Community/Location		
<input type="checkbox"/> Convenience to Employment		1 2 3 4 5
<input type="checkbox"/> Convenience to Transportation		1 2 3 4 5
<input type="checkbox"/> Convenience to Shopping		1 2 3 4 5
<input type="checkbox"/> Convenience to Schools		1 2 3 4 5
<input type="checkbox"/> Convenience to Daycare		1 2 3 4 5
<input type="checkbox"/> Nearby Recreational Facilities		1 2 3 4 5
<input type="checkbox"/> Near Police and Fire Protection		1 2 3 4 5
<input type="checkbox"/> Appearance of Properties in Area		1 2 3 4 5
<input type="checkbox"/> House Value Relative to Area		1 2 3 4 5

