



1

Decide to Buy
Reasons for
buying a home



2

Hire Your Agent
Sign buyer
agency agreement



3

Determine Your Needs
Needs vs. wants
Top search criteria



4

Secure Financing
Purchasing power
Monthly payment



5

Find Your Home
Online search
Open houses
Agent showings



6

Make an Offer
Offer terms



7

Contingencies
Home inspection
Financing
Other contingencies



8

Contract Accepted
Perform due
diligence



9

Final Walk Through
Check property
condition



10

Closing
HUD-1
Transfer title



11

Moving Day
Bribe your friends
to help!



12

Keep in Touch
Client parties
Events
Future real estate needs