

# BUYERS ROAD MAP

This will provide you, as a homebuyer, a roadmap of the process to working with me. This will give you an outline of what to expect and the different steps we take to get you the keys to your new home.

## 1. YOU FOUND ME!

Give me a call at 858.925.3544 or email me at KacieLeiProperties@gmail.com so we can chat about the property you're interested in and set a time we can get together in my office

## 2. NICE TO MEET YOU!

We will sit in one of our beautiful conference rooms and I will ask you more than 21 questions. The questions will be (for example) when do you want to be moved in, what are deal breakers, how many beds and baths, if a condo is it okay to have someone living above/below you, etc. Its okay if you don't have an answer to every single question. As we look together, a lot of those unknowns will work its way to the surface.

## 3. ARE YOU PRE-APPROVED?

If you have your pre-approval, you're a rockstar! If you need some guidance on how to get pre-approved I will support you with that. It is not hard, or very time consuming to get pre-approved and this is a must before we go and see properties. Why? If I am showing you homes above/below what your qualified for then we will be wasting your time.

## 4. POWER TO PURCHASE!

The pre-approval is in. We have the numbers and now its time for me to send you listings of the active inventory matching your criteria.

5. Now you found a couple of homes you like and you want to see them for what they really are, in person. Call/text/email me with the address or MLS numbers along with your availability to see the home(s).

## 6. APPOINTMENT SET!

I will pick you up, or you can meet me at the properties we have scheduled appointments for.

## 7. THE NITTY-GRITTY.

I will ask you more questions such as: How do you like this property? The neighborhood? What do you like? What do you dislike? On a scale from 1-10 where would you rate it? Do you want to buy this home? (We will repeat this step until we find "the one".

## 8. WE FOUND THE ONE!

I will go and run comps on this property. After that I will call you and we will discuss price and terms for our offer. To submit the offer we will need the following:

- A. EXECUTED PURCHASE AGREEMENT
- B. LENDERS PRE-APPROVAL LETTER
- C. PROOF OF FUNDS

I WILL SUBMIT ALL OF THOSE DOCUMENTS TO THE LISTING AGENT FOR THE SELLER TO REVIEW

## 10. A RESPONSE IS IN!

### HERE IS WHERE 1 OF 3 THINGS WILL HAPPEN

#### 1. SELLERS ACCEPT OUR OFFER.

CONGRATS!!  
We now open escrow!

#### 2. SELLERS REJECT OUR OFFER.

Crap. We either need to re-strategize, or move on to the next.

#### 3. SELLERS ISSUE A COUNTER OFFER.

We can accept the sellers counter, or them counter back.

## 11. ACCEPTED OFFER.

Now we start our due diligence on the property. We get all disclosures from the seller and review them, arrange for a home inspection, etc... I will walk you through this.

12. Everything checked out, we are happy with the inspection and disclosures/reports, and the lender gave us the green light to close! This is when we remove contingencies.

13. After signing loan documents with a notary, the notary will get the documents back to escrow. Escrow, in turn, gets them back to the lender who reviews them to ensure all is executed properly.

14. LENDER FUNDS THE LOAN.

15. ESCROW RELEASES FOR RECORDING.

16. WE RECEIVE CONFIRMATION OF RECORDING.

## 17. CONGRATS!!!

### YOU'RE THE NEW HOME OWNER OF THAT BEAUTIFUL PIECE OF REAL ESTATE!!

I GET YOU THE KEYS AND YOU START TO CREATE A BEAUTIFUL LIFE AND WONDERFUL MEMORIES FOR YEARS TO COME!