

# THE BUYER'S ROADMAP

CAPITOL  
REAL ESTATE

## 1 MEET WITH A REAL ESTATE PROFESSIONAL

Discuss the type of home you're looking for, including style, price, and location.

### THE BUYER'S ADVANTAGE

Perform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

## 2 GET PRE-APPROVED

You will be finalizing your loan, reviewing documents, and discussing the findings from the inspection. Your agent will be managing this entire process for you.

## 3 SEARCH FOR HOMES

This is the transfer of funds and ownership. A title company or an attorney typically acts as an independent third party to facilitate the closing.

### ADVANCED SEARCH

Not all real estate websites are the same. Your real estate professional has tools and systems to ensure you see every available home that meets your criteria.

## 4 MAKE AN OFFER

Your agent will prepare the offer based on the price and terms you choose.

## 5 NEGOTIATIONS AND CONTRACT

It may take a few tries to get it just right, but hang in there. You're on your way.

### CONTRACT

In most cases, the contract provides you with a timeline to obtain financing, as well as time to inspect the physical condition of the home. Your real estate professional will inform you of all of your rights and responsibilities related to the contract.

## 6 IN ESCROW

Discuss the type of home you're looking for, including style, price, and location.

## 7 FINAL DETAILS

Perform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

### PREPARING FOR CLOSING

You will be finalizing your loan, reviewing documents, and discussing the findings from the inspection. Your agent will be managing this entire process for you.

## 8 CLOSING

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**CONGRATULATIONS!**  
YOU ARE A NEW  
HOMEOWNER