



## CB REALTY TEAM

### Home Buying Process

GUIDING YOU EVERY STEP OF THE WAY FROM CONSULTATION TO CLOSING YOUR NEW HOME.



#### 1 Buyer Consultation

We begin with a one-on-one consultation to understand your goals, timeline, budget, and must-haves. This helps us create a clear plan tailored to you.



#### 2 Pre-Qualification

You'll connect with a trusted lender to determine your purchasing power and obtain a pre-approval letter—an essential step before making an offer.



#### 3 Personalized Home Search

Based on your budget and preferences, we will set up a customized home search and send you listings that match your criteria.



#### 4 Find the Right Home + Market Analysis

Once you find a home you love, we'll prepare a detailed market analysis (CMA) so you can make a confident and informed offer.



#### 8 Repair Negotiation

Based on the inspection, we can negotiate repairs, credits, or adjustments with the seller.



#### 7 Home Inspection

You'll schedule a professional inspection to evaluate the condition of the home. We'll help you review the report and



#### 6 Undercontract

Once your offer is accepted, you are officially under contract! We'll guide you through the next steps and important deadlines.



#### 5 Offer and Negotiation

We will structure a strong offer and negotiate price, terms, and timelines to position you for success.



#### 9 Appraisal

Your lender will order an appraisal to confirm the home's value aligns with the purchase price.



#### 10 Final Loan Approval

Your lender completes underwriting and finalizes your loan approval, ensuring everything is ready for closing.



#### 11 Closing Day

You'll sign your final documents, funding is completed, and you receive the keys to your new home!

COMMITMENT: From start to finish, you will be guided and we will advocate for your best interests, and ensure a smooth, successful home buying experience

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