



JoniHomes

All the Right Moves. All the Right Places.

THE BUYING PROCESS

DEFINING YOUR SEARCH

INSTEAD OF JUST CHOOSING HOME PRICE, NEIGHBORHOOD, SCHOOL DISTRICT, TOWN, ETC., DISCUSS BASIC CHARACTERISTICS AND LIFESTYLE MATTERS TO TAKE INTO ACCOUNT, THEN DISCUSS [TIMING AND EXPECTATIONS](#) TOGETHER WITH YOUR AGENT

GETTING PRE-APPROVED

ABSOLUTELY TAKE THE TIME TO GO THROUGH THE PRE-APPROVAL PROCESS AS SOON AS POSSIBLE - YOU WILL BE GLAD YOU DID. NOT ONLY WILL THIS DETERMINE YOUR ACTUAL BUYING POWER, IT WILL ALSO BE PART OF THE OFFER. THE BEST MORTGAGE PROFESSIONALS WILL PROACTIVELY PROMPT YOU FOR [ESSENTIAL DATA AND DOCUMENTS](#) SO YOU WILL BE TEED UP WHEN IT'S TIME TO MAKE AN OFFER.

SEARCHING SMART

CONSUMER REAL ESTATE SITES ARE A GOOD START, BUT ONCE YOUR CRITERIA ARE DEFINED, YOU NEED YOUR AGENT TO GET YOU YOUR [CURATED LIST](#) - TARGETED AUTO EMAILS WITH LIVE MLS INFORMATION AND SELECT HOMES NOT YET DISPLAYED ON LINE - YOU NEED TO HAVE YOUR PICK OF THE LITTER AND YOUR AGENT HOLDS THE KEY.

THE MARKET ANALYSIS

ONCE THE IDEAL PROPERTY IS IDENTIFIED, ITS TIME TO STRATEGIZE [THE IDEAL OFFER](#) -- BASED ON A DETAILED ANALYSIS UNDER CURRENT MARKET CONDITIONS.

WRITING THE OFFER

IN STRATEGIZING AN OFFER, TERMS AS WELL AS PRICE MATTER. SO DOES YOUR TIME FRAME -- INSPECTIONS, CONTRACT AND CLOSING DATES - ALL ARE PART OF THE STRATEGY AND NEED TO BE NEGOTIATED ON YOUR BEHALF FOR THE MOST [ADVANTAGEOUS OUTCOME](#).

CONTRACT/DUE DILIGENCE

ONCE THE OFFER IS ACCEPTED BY SELLERS, IT'S TIME TO [INTERFACE WITH THE EXPERTS](#) -- INSPECTORS, ATTORNEYS, CONTRACTORS, APPRAISERS, TOWN OFFICIALS AND OTHERS -- THE DUE DILIGENCE BEGINS. YOUR AGENT IS YOUR RESIDENT EXPERT AND THE OIL FOR THIS MACHINE.

FINAL STEPS TO OWNERSHIP

JUST BEFORE CLOSING (USUALLY DAY OF) YOU COMPLETE THE [FINAL WALKTHROUGH](#) - INSPECTING INSIDE AND OUT WITH YOUR AGENT TO CONFIRM THE PROPERTY'S CONDITION IS AS YOU EXPECTED, AND ANY NEGOTIATED REPAIRS/IMPROVEMENTS HAVE BEEN DONE. ONCE ALL LOAN & OTHER DOCUMENTS HAVE BEEN SIGNED & FUNDS TO CLOSE ARE TRANSFERRED, [TITLE IS PASSED](#) -- THE DEED IS CONVEYED AND YOUR ATTORNEY RECORDS IT IN TOWN RECORDS. YOU ARE OFFICIALLY A NEW HOME OWNER!

THINKING OF BUYING ?

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