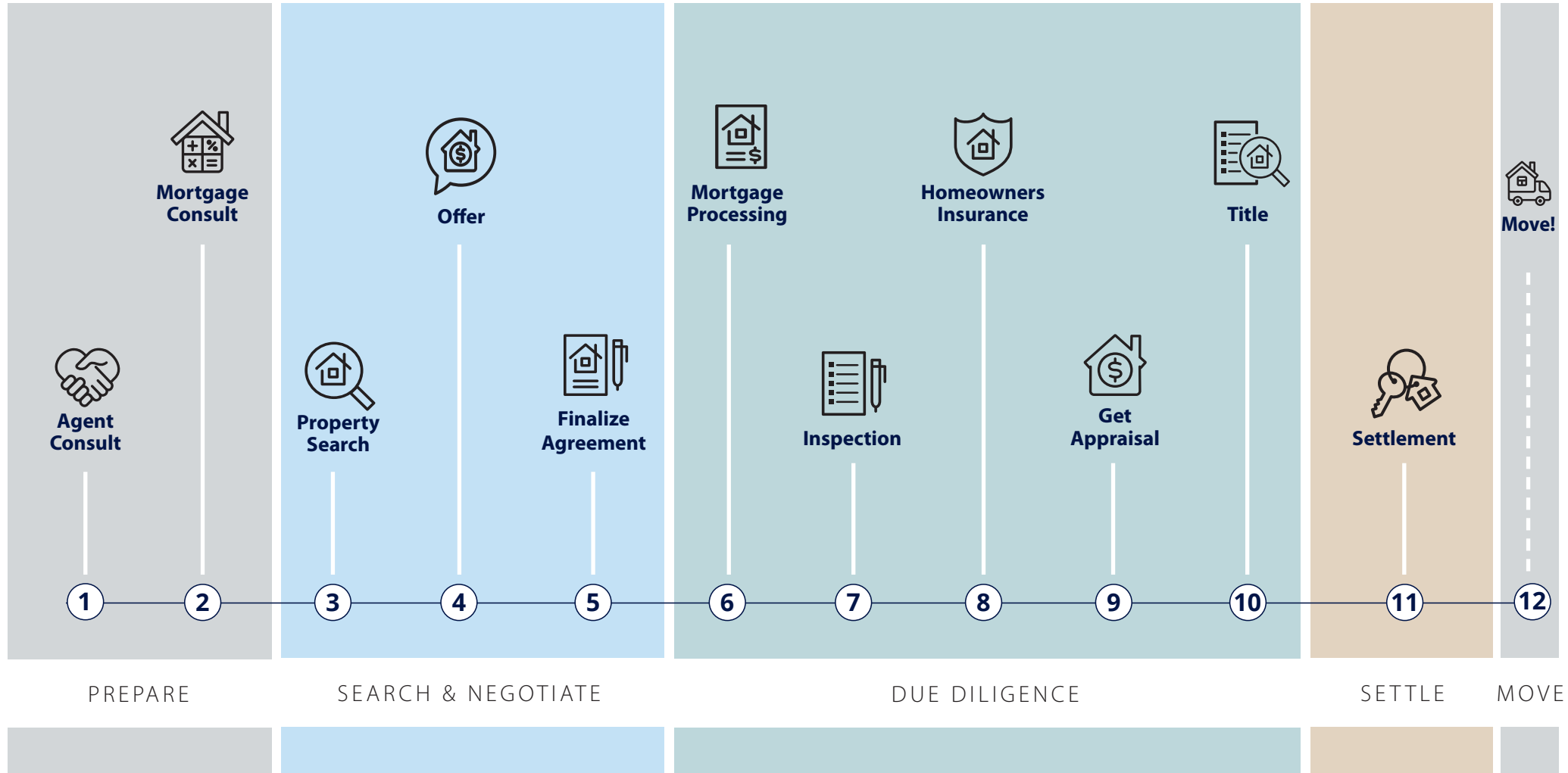


Understanding the Home Buying Journey

We'll be there every step of the way



PREPARE

SEARCH & NEGOTIATE

DUE DILIGENCE

SETTLE MOVE

1

Agent Consult



I will be your point person throughout the homebuying journey. It is my role to understand your needs and guide you through what can feel like an overwhelming process. Together, we will work with the L&F home buying team to search, find and purchase your dream home.

2

Mortgage Consult



Your Prosperity Home Mortgage consultant will assess your finances, assist with a credit check, and get you pre-approved for a loan. This will give you a clear idea of how much you can afford and strengthen your position as a serious buyer.

3

Property Search



More than just finding homes and opening doors, my role is to listen to you, understand your needs, navigate the market, find suitable properties, and negotiate on your behalf. I will help you understand current market conditions to be ready to make an offer when you find the right home.

4

Offer



We will craft a competitive offer that takes into account the market conditions, comparable sales, and your budget. We will discuss offer terms that meet your needs.

5

Finalize Agreement



Arriving at a final agreement is a process of discussions and negotiations with the seller and their agent. Once your offer is accepted, you'll enter into a purchase agreement that outlines the terms and conditions of the sale. In the end, our goal is to come to an agreement that meets your needs and protects your interests.

6

Mortgage Processing



Your Prosperity Home Mortgage consultant will provide you with estimated costs to close and secure your financing. The lender will order an appraisal and process the loan through final approval.

7

Inspection



A home inspection is an essential part of this process. It helps you identify any potential problems with the property so that you can identify and/or remedy them prior to making an offer. It also allows you the chance to understand the major systems of the property and how to maintain them in the future. Insight Home Inspections provides you with two reports to aid in your decisions. One to help guide you as a buyer, and the other to help you maintain the home once you've moved in.

8

Homeowners Insurance



Your Long & Foster insurance agent will help you secure proper insurance coverage at competitive rates to protect your largest investment – your home – and other assets.

9

Get Appraisal



An appraiser gives an independent opinion of value. The appraisal report documents the value of your new home based on recent sales and trends in the market. If you are getting a mortgage, the lender will hire the appraiser.

10

Title



Your Long & Foster settlement company will search the ownership history of the property to ensure the current owner has the right to sell and provide you with title insurance to protect your rights to the property and your lender in the case of a future challenge to ownership rights. The settlement agent coordinates with taxing authorities, property owner associations, mortgage lenders, insurance agents, and more to provide a full accounting of prorations and execute disbursements for the purchase.

11

Settlement



This is an exciting day! We will arrive at this point after meeting all deadlines and completing all home buying tasks together. You will sign the documents to purchase your home and receive the keys to your new home.

12



View
Open Houses

LONG & FOSTER
COMPANIES

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Note: Not all of these services are available in all areas. Contact your Long & Foster real estate agent for details.

