

# HOME BUYING *Process*

ENGEL & VÖLKERS®

NATALIE  
ARCE  
REAL ESTATE



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Certified Staging Expert repositioning  
homes for maximum value.  
Helping buyers navigate the market with  
clarity and confidence.

1

## GET PRE-APPROVED

- Connect with a mortgage lender
- Resolve any credit issues
- Choose the right loan program
- Obtain a pre-approval letter

2

## BEGIN YOUR HOME SEARCH

- Discuss must-haves and deal-breakers with your agent
- Browse listings online
- Schedule home tours with your agent
- Visit potential homes
- Keep track of your preferences for each property

3

## MAKE AN OFFER & NEGOTIATE

- Your agent will research market values
- Submit a strong, competitive offer
- Negotiate terms of the contract as necessary

4

## DUE DILIGENCE

- Schedule home inspection & Review report
- Schedule appraisal and survey (if needed)
- Negotiate repairs, begin title work
- Shop for homeowners insurance, learn about the community and neighborhood\*

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## PRE-CLOSING & TITLE

- Confirm inspections are complete
- Check on title work
- Pre-closing walk-through
- Send fund to closing attorney
- Obtain clear to close

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## CLOSING

- Review closing statement
- Sign closing documents
- Receive your keys and celebrate your new home!

