

# BUYING YOUR DREAM HOME



Tracy Womack

RE/MAX SIGNATURE  
PROPERTIES

Congratulations! You are embarking on an exciting journey of homeownership. With this journey there can come many questions and concerns. I have experience and knowledge that I can bring to your journey to make the entire process seamless. I work hard for all my clients to make sure their process from contract to close is everything they expect it be. I can answer all your questions, put you in contact with the people you may need to make the process easier. I have an extensive list of vendors that can help with anything from plumbing to yardwork. I am an expert negotiator to make sure you are getting the best market value and I have the experience to prove it. I have multiple certifications that have assisted me in the knowledge to give all my clients premiere service. I am available to you before, during and after the closing. I am committed to making sure you have clear communication of the process and have a seamless purchase so you can enjoy your new home. Let's get to house hunting!

Don't Wait! Call Me Today!



251-370-3686



[www.tracywomackrealty.com](http://www.tracywomackrealty.com)

"Excellent service, expert guidance, and a seamless experience"

# MY PROCESS / **BUYING YOUR HOME**

## **PHASE I**

- IDENTIFYING YOUR GOALS
- PLANNING & PREPARATION
- KNOWING THE MARKET

## **PHASE II**

- FINDING YOUR HOME
- OFFERS & NEGOTIATION STRATEGIES

## **PHASE III**

- CLOSING PROCESS
- INSPECTIONS & DISCLOSURES

## **PHASE IV**

- CLOSING
- CONTINUING OUR RELATIONSHIP



# 1

## IDENTIFY YOUR GOALS

Before deciding to buy a home you must first ask yourself these questions:

- What is your motivation to buy?
- What is your ideal price range?
- What is your desired move in date?
- What are your must haves?
- What are you looking for in a neighborhood?

## PLANNING & PREPARATION


# 2

- Discuss objectives and processes with your REALTOR ®
- Select a lender and begin loan approval process
- Obtain loan approval letter
- Sign exclusive buyer-broker agreement

# 3

## KNOWING THE MARKET

- Analysis of active, pending, and sold transactions
- Review contracts and timelines
- Personal timing and seasonal considerations
- Supply v. Demand, Macro v. Micro



# 4

# FINDING YOUR HOME

Make a list of the things you need to have in your new home. Ask yourself how many bed/bathrooms you need and get an idea of how much space you desire. How big do you want the kitchen to be? Do you need lots of closets and cabinet space? Do you need a big yard for your children and/or pets to play in? Maybe you want a pool or to add one later?

## Find the Right House

- Browse and narrow down online search
- Notification of new & off-market properties
- Keep me updated about the open houses you attend
- Start local and fan out

Once you've made a list of your must-haves, don't forget to think about the kind of neighborhood you want, types of schools in the area, the length of your commute to and from work, and the convenience of local shopping

USE THE FORM ON THE NEXT PAGE TO HELP YOU EVALUATE AND TRACK EVERY HOME YOU VISIT





# HOUSE HUNTING CHECKLIST

Property Address: \_\_\_\_\_

Price: \_\_\_\_\_

# of Bedrooms: \_\_\_\_\_ # of Bathrooms: \_\_\_\_\_

Total Sq. Ft.: \_\_\_\_\_

First Impression: DISLIKE LIKE LOVE

Does this house make the short list? YES NO MAYBE

## THE HOME



Exterior Condition			
Floorplan			
Kitchen			
Family Area			
Dining Area			
Laundry Room			
Primary Bedroom			
Extra Bedroom (s)			
Garage Size			
Lot			
Kitchen appliances			
Laundry appliances			
Fireplace			
Patio/Balcony			
Pool			

## NOTES ABOUT THE NEIGHBORHOOD:

Appearance: \_\_\_\_\_

Traffic: \_\_\_\_\_

Security/Safety: \_\_\_\_\_

Nearby Schools: \_\_\_\_\_

Close to :  
 \_\_\_ Work \_\_\_ Schools  
 \_\_\_ Transportation  
 \_\_\_ Markets  
 \_\_\_ Recreation/Parks  
 \_\_\_ Restaurants

This house won't work because: \_\_\_\_\_

Additional Notes: \_\_\_\_\_

OVER RATING 1 2 3 4 5

## OFFERS & NEGOTIATING

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- Knowing the Purchase Contract
- My multiple offer strategy
- Presenting your offer to win
- Negotiate to optimize prize and terms
- Define offer acceptance criteria

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## CLOSING PROCESS

- Starting the closing process immediately
- Defining what money is due when
- Notify lender to begin loan process and appraisal
- Contact insurance regarding homeowner coverage

## INSPECTIONS & DISCLOSURES

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- Schedule all desired home inspections & termite report
- Review all disclosures & reports
- Approve/negotiate repairs based on inspection
- Review/approve all seller and state required disclosures
- Review and approve preliminary title report
- Meet deadlines & remove contractual contingencies



## 8

## CLOSING

- Schedule a final walk-through prior to close
- Review the closing statements
- Meet to sign loan documents
- Arrange to wire down payment, closing costs
- Transfer utilities to new home
- Closing, key delivery and celebration
- Move in to the property
- Move-in checklist

*Congratulations!*

ON YOUR NEW HOME



- Staying in touch and keeping you informed
- Second homes and investment properties
- Providing resources and introductions
- Referrals and reviews



### **We highly recommend!**

Tracy knows the market and she will find the right property for you. She listens to your needs and has an extensive network to find you properties you have only dreamed about. She is great!



### **Very friendly & very knowledgeable!**

She helped my wife and I buy our first home, and was there to answer all our questions along the way with rapid calls/texts. We can't thank her enough for her patience! I would recommend Tracy to anyone looking for a smooth process when purchasing a future home!



### **Outstanding knowledge of the market!**

She does her research in the market in your area and knows how homes are selling. She caters to all your questions throughout the process, and does her very best to meet and exceed all your expectations. I would HIGHLY recommend her for ANY of your realtor needs. I'm def a highly satisfied customer.



### **Unsurpassed in her expertise of the current market.**

Not only did she help us negotiate a great deal on our beautiful new home, she found tenants for our other home in three weeks. We do not hesitate to recommend Mrs. Womack to potential buyers, sellers or renters. She will get the job done.