

Equity
REAL ESTATE

Buying
Your New
Home



Summary Overview Your Guidebook for Success

Brandon Thomas, Realtor
801.678.6083

Suzette Smith, Realtor
801.698.4980



ONE SOURCE
UTAH REALTOR TEAM



Our Approach

With our unique team approach and as seasoned real estate professionals, we have dedicated over 15 years to helping home buyers like you achieve their goals in Davis, Weber, and Salt Lake counties. Our in-depth understanding of the local market, combined with our proven plan and process, ensures that your home buying experience is not only successful but also seamless.

When you choose to work with us, you're partnering with experts who genuinely care about your journey. We believe in building trust through transparency and commitment, making sure you're informed and comfortable at every step of the process. Our goal is to not only understand what is important to you, but also to help you find and close on the right home in an often competitive market.

Choosing a less experienced agent or one who simply provides the minimum level of service can lead to a prolonged buying experience, poor negotiations, overpaying for a home, or possibly giving up on the process altogether. With us, you avoid these pitfalls. While we can't guarantee there will be no stress through the process, we try our very best to minimize stress and uncertainty in every possible way.

We look forward to guiding you through the complexities of buying your new home and will be with you every step of the way. We are excited to start this journey together, making your real estate dreams a reality.

 ONE SOURCE
UTAH REALTOR TEAM



Your dream home is closer than you think.



BRANDON (801) 678-6083 & SUZETTE (801) 698-4980

 equity
REAL ESTATE

Homebuyer Guidebook for Success

BELOW IS A SUMMARY OVERVIEW OF OUR *HOMEBUYER GUIDEBOOK FOR SUCCESS*. THE GUIDEBOOK SERVES AS A COMPANION TO OUR HOMEBUYER COURSE, PROVIDING ADDITIONAL SUPPORT AS YOU NAVIGATE THE BUYING PROCESS. SEE THE TABLE OF CONTENTS ON PAGE 3 FOR A PREVIEW OF EVERYTHING INCLUDED IN THE FULL VERSION. IF YOU'RE READY TO BEGIN THE JOURNEY, CONTACT US TO GET YOUR THE FULL COPY!

A SIX STEP PROCESS TO THE HOME OF YOUR DREAMS

STEP 1: FOUNDATIONS OF HOME BUYING

You'll start your journey by learning about the home buying process. You'll become knowledgeable about the costs of buying (closing costs, agent fees, miscellaneous fees, etc.), who the players are and who's on your side and who's not, how home's are valued and why that's important so you don't overpay, and much more!

This step also has you create a simple personal financial statement and balance sheet to better understand your budget and prepare to talk to a lender. You'll learn everything you need to know to ensure you're ready to start your home buying journey on the right foot.

Finally, you may want to interview a few different lenders to find the one that is the best fit for your situation and financial needs. It's important that you trust and feel comfortable moving forward with this person and lending company. We are happy to provide our recommendations.

STEP 2: HOUSE HUNTING ESSENTIALS

During the House Hunting Essentials phase, you'll prepare a home buying checklist and learn what to look for in a home. You'll learn what key elements are important to pay attention to as you tour a home, and what factors might affect resale value down the road when you become a seller. You'll learn how to truly compare homes so you can narrow things down and find the best option for your needs and phase of life.

STEP 3: CRAFTING AND NEGOTIATING THE OFFER

Once you've found the right home, it's time to make an offer and negotiate the terms. We'll begin with a comparable market analysis to help determine if the home is priced appropriately for the market. Then we'll assist you in writing a strong offer and negotiating effectively to secure the best possible outcome.

STEP 4: REALITY CHECK...DUE DILIGENCE AND APPRAISAL

Once we have an accepted offer, this phase should be a reality check. You'll either feel great about moving forward, or you might decide it's time to re-negotiate or worst case rescind your offer. Due diligence is one of the most important aspects of the home buying process. Due diligence not only involves conducting a home inspection, but also researching the area, utilities, neighborhood covenants, conditions, and restrictions (CCRs). This phase also involves negotiating necessary repairs, and ordering the appraisal. We'll ensure you understand the inspection report and be by your side as we navigate through any required negotiations.

STEP 5: THE HOME STRETCH

In the final weeks, as you approach "closing" on your new home, you'll work through the last conditions of the underwriting process. We'll help you know the do's and don'ts, to keep everything moving smoothly. We'll provide you with a comprehensive moving checklist that will guide you along as you approach closing.

STEP 6: WELCOME HOME

In this final phase, you'll complete settlement and then close on your new home. The next step will be you moving into and making the house your home. We've provided you with a checklist that will outline a few important post-close tasks such as reviewing the home inspection report for seasonal maintenance items you may want to address sooner than later, updating your address, and understanding your home warranty. Congratulations, you're a new homeowner!

What's inside the full version?

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