

Roadmap to Your New Home

“If you don’t know where you’re going . . . you’ll probably end up somewhere else.” Taken from a book title, this quote conveys a very simple message — **To achieve an objective — create a plan!**

If you plan to buy a home soon, you will need to know “where you are going”. The final step in the initial consultation is to discuss in detail what you are looking for in a home and how it can be obtained within your budget. It is very important that you work together to create a strategy that will result in finding a home that meets your needs, as well as your budget, in the allotted time frame.

The first priority in creating this strategy is the time frame. Write down the date by which you would like to move in to your new home: _____

Keep in mind that it may take 30-90 days (or more) to locate the right home, secure financing, and complete the home-buying process.

The next priority is to develop a detailed description of the home you hope to find. The following page contains a **Home Search Criteria** form to help you distinguish between “Need to Have” features and “Nice to have” features. Be Specific. Include architectural style, number of bedrooms and baths, location, lot size, and other special requirements. Number your preferences in order of greatest importance to you.

This form, along with the information you share during our initial consultation, will enable your Buyer Broker to narrow the home search. He/She will take this information and enter your requirements into the Multiple Listing Service (MLS) system. Then, they should be able to apply their personal knowledge of the local market to come up with a list of homes that best meet your needs and wants.

During the home search, your Buyer’s Broker will . . .

Discuss the benefits and drawbacks of each home in relation to your specific needs.

Create an auto search specifically designed to let you see all the homes currently available.

Keep you informed of new homes about to come on the market.

Check the MLS database regularly for new listings, with or without an auto search.

Keep you up to date on changing financial conditions that may affect the housing market.

Be available to answer your questions or offer assistance regarding your home purchase.

Discuss market trends and values relative to properties that may be of interest to you.

Schedule tours at hours that are convenient for you and your family.

NOTE: For your convenience, you may click on the Contact Us link in the Navigation Bar to schedule an initial consultation or the Search the MLS link to initiate a fully custom auto search.

When you’re ready to move, we’re here to help.

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