



# STEPS TO BUY

*A Guide to Finding Your Next Home!*

## KNOW YOUR FINANCES & GET PRE-APPROVED

The starting point is to know your income and expenses. Make a simple budget or use a tool like Mint.com. Then get pre-approved for a mortgage to determine what you can afford.



## PICK YOUR STYLE

Determine your home style, home features, and type of neighborhood you want. Use online tools to find homes, Google Maps to "walk" neighborhoods, and open houses to build familiarity.



## HIRE A TECH SAVVY REAL ESTATE AGENT

Buyers find their next home online. Period. You need an agent that knows how to reach a diverse range of buyers across many different online channels.



## FIND & INSPECT

A good agent is a local expert that can guide you to homes that fit your needs. The agent will also coach you on the critical steps from the initial offer to closing the deal.



## NEGOTIATE & COMPLETE PURCHASE

Everything is negotiable, not just price. A good agent works to get you the best deal and coaches you through all steps through to the day you move in!

