

Roy Acuña's

Royal Illinois Real Estate Inc.

Steps to Buying Your Home

- Determine needs and timing of Buyer
- Pre-Qualification
- Pre-Approval
- Determine price range and area
- Explain evaluation of areas and homes
- Discuss and explain timing
- Sign Exclusive Buyer Representation Contract
- Place home on market if need be
- Explain Realty terms and expressions
- Search database and contacts
- Help buyer to search MLS actives through www.royacuna.com
- Regularly e-mail, fax or mail new listings if need be
- Continually assess Buyer thoughts
- Schedule and show properties and areas
- Fill out contracts; write earnest money check
- Guide clients through contract negotiations
- Review and finalize all signatures and initials
- Recommend Lawyers and professional Home Inspectors
- Help to schedule professional home inspection for five day period
- Distribute copies of final contract
- Meet professional inspectors at the property
- Discuss possible need for repairs
- Buyer to tell lawyer to ask for repairs
- Keep in touch throughout process
- Lawyer to ask for extensions if necessary
- Buyer must prepare funds for closing
- Lawyer to obtain municipal stamps if necessary
- Lawyer to schedule closing and inform clients of final check amount
- Buyer to purchase homeowner's insurance one week prior to closing
- Schedule walk-through before closing
- Buyer to bring homeowner's insurance binder and paid receipt to closing
- Buyer to obtain cashier's check for closing
- Meet at home for walk through then go to closing
- Thank Client!

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Roy Acuña Broker/Owner

www.royacuna.com

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