

# A BUYER'S **PATH** to *Success*

- 1.** Hire a Real Estate **Broker/Agent**
- 2.** Obtain Pre-Approval for a Mortgage -  
**What can you afford?**
- 3.** Complete My Home Search Wish List
- 4.** Review the Listings Your **Broker/Agent** Sends You
- 5.** View Selected Properties with Your **Broker/Agent**
- 6.** Your **Broker/Agent** Will Draft an Offer to Purchase on Desired Property
- 7.** Your **Broker/Agent** Will Negotiate Terms with the Seller
- 8.** Your Offer is Accepted or You Accept the Seller's Counteroffer
- 9.** Fulfill or Waive Contingencies/Conditions (Inspection, Title, etc.)
- 10.** Move Into Your New Home

**KNOW THE STEPS**  
TO DELIVER **REAL RESULTS**