

SO, YOU WANT TO  
**BUY A HOUSE**  
NOW WHAT?



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Quality   Connect & Comb   Close   Pause for Now

## STAGE 01 | QUALIFY

I'll give you a Lenders & Vendors sheet and in as little as 30 minutes Pre-Qualification gives you idea of budget and loan type assisting in a smart, effective search & makes you more attractive to sellers.

Q: Why Do I Need to Pre-Qualify?

A: Too many contracts fall apart and too many hours are wasted by everyone involved when we don't figure out the facts of our financial position before shopping for new HOMES. You wouldn't buy filet mignon at the grocery store

## STAGE 03 | COMB

You're qualified and we've connected to go over WHAT you want, now we work together to find it. I'll have given you access to the MLS at this point with the most up-to-date information. I'll also have given you all the tips, tricks and hacks that will allow us to work together in our search of the 1,000s of HOMES available to you.

## STAGE 04 | CONTRACT

This is where it gets REALLY harrowing but don't worry. I work for you and will fight to get you a good, fair price on your new HOME and walk you through every step of the negotiation, inspections, paperwork and more! This is the engagement period... no one's said, "I DO" yet!

You Get the Keys to Your

**NEW  
HOME!!!**

Do You Need to Sell First?

Yes  
Refer to Sellers' Guide

Pre-Qualification

Budget & Loan Type  
Established

Begin Fixing Issues  
such as Credit Repair

Strategy Session

## STAGE 02 | CONNECT

Now that you've qualified to buy a home and we have the financial specifics of the home you're looking for, we'll dive into what is available on the current market to meet your needs and wants. I'll sit down with you to provide information and market knowledge that will make finding and buying your new HOME quicker, easier and even FUN.

Home Search

Make An Offer

Contract to Close

Contract  
Ends

Closing

## STAGE 05 | CLOSE

We do this once all aspects of the contract have been done in a timely manner by everyone involved in the contract. Usually contract to close is about 30 days but can go longer for other types of loans. For loans such as FHA or VA loans with little or no money out of pocket you're looking at closer to 45 days (another reason to verify type of loan before starting).

This information is simply a general guide and may not apply to your specific situation. For specifics on your situation consult your REALTOR® © 2018 Matthew Parsons, REALTOR®