YOUR COMPLETE HOME BUYING GUIDE

A step-by-step roadmap — from your first search to getting the keys

STEVE DONNELLAN | REALTOR®
Discovering Dreams, One Home at a Time
SteveDonnellanRealtor.com | 941-350-8509

Buying a home is one of the most exciting — and most significant — financial decisions you'll ever make. This guide walks you through every step of the process, from getting pre-approved to picking up your keys. My job is to protect your interests, simplify the process, and make sure you feel confident and informed every step of the way.

01 | Before We Start Your Search

Getting you prepared, pre-approved, and pointed in the right direction.

- Sit down together to discuss your needs, preferences, and timeline
- Connect you with reputable lenders to get pre-approved for a mortgage
- Review your financial situation to establish a comfortable, realistic budget
- Walk you through current market conditions so you know what to expect
- Explain the entire home-buying process from start to finish — no surprises
- Discuss neighborhoods, schools, and local amenities to focus your search
- Educate you on different property types and their pros and cons
- Review contingencies you may want to include to protect yourself
- Explain earnest money — what it is and how it works
- Walk through estimated closing costs so nothing catches you off guard
- Set realistic expectations for finding the right home within your budget
- Discuss your long-term plans and how they should shape your purchase decision
- Explain the difference between a buyer's agent and a seller's agent — and why having your own representation matters
- Review the importance of a home warranty and whether it makes sense for your purchase
- Answer any questions you have before we dive in — no question is too small

02 | The Property Search

Finding the right home — not just any home.

- Set up a customized property search based on your exact criteria
- Schedule and conduct showings for properties that match what you're looking for
- Share honest feedback on each property to sharpen our search
- Walk you through the advantages and disadvantages of each home we see
- Compare properties side by side with others on the market
- Evaluate neighborhoods, school ratings, and nearby amenities
- Provide detailed property reports including recent sales data and market trends
- Help you separate your must-haves from your nice-to-haves
- Adjust your search criteria as your preferences evolve
- Alert you immediately when new listings hit the market that match your criteria
- Research and confirm property details — lot size, zoning, deed restrictions
- Provide full information on any HOA fees, rules, and bylaws
- Verify availability of utilities and services for each property
- Discuss potential resale value so you're thinking like an investor, not just a buyer
- Flag any potential red flags or issues with properties you're interested in
- Guide you on what to look for during viewings — beyond what's visible at first glance

03 | Making an Offer

Strategic, competitive, and always in your corner.

- Analyze the property's market value to determine a smart offer price
- Discuss offer strategies based on current market conditions
- Prepare a competitive offer that protects your interests
- Walk you through every term and condition in the offer before you sign
- Review all contingencies and explain how they protect you
- Submit the offer to the seller's agent on your behalf
- Negotiate directly with the seller's agent to achieve the best possible terms
- Keep you informed of any counteroffers and walk you through your options
- Help you understand the implications of accepting, countering, or walking away
- Revise the offer as needed to reach a solid agreement
- Provide you with a final copy of the accepted offer for your records

04 | Contract to Close

Managing every detail from accepted offer to closing table.

- Open escrow and coordinate the deposit of your earnest money
- Help you select a trusted home inspector and schedule the inspection
- Attend the home inspection and review the report with you line by line
- Negotiate repairs or credits based on inspection findings
- Track all contingency deadlines to make sure nothing lapses
- Monitor your loan application progress and stay in communication with your lender
- Review the appraisal report and address any valuation concerns
- Assist in resolving any title issues that come up
- Keep you informed of all important dates and deadlines throughout the process
- Coordinate with the seller's agent, lender, and closing attorney for a smooth transaction
- Schedule your final walk-through of the property before closing
- Review the Closing Disclosure with you and explain every line item
- Confirm all documents are prepared and all parties are ready for closing day

05 | Closing Day

You've earned this — let's make it official.

- Attend closing with you to provide support and answer any last-minute questions
- Review and explain every closing document before you sign
- Verify the accuracy of the closing statement and confirm your final payment
- Ensure the property is in the agreed-upon condition and the seller has vacated
- Obtain the keys, garage remotes, and security codes from the seller
- Assist in coordinating the transfer of utilities and services into your name
- Provide you with copies of all closing documents for your records
- Update the MLS status to SOLD
- Hand you the keys to your new home — and celebrate with you!

06 | After You're Home

The closing is done — the relationship continues.

- Follow up to make sure you're settling in comfortably
- Provide recommendations for local contractors, service providers, and utilities
- Keep you updated on your home's market value over time
- Assist with any warranty issues or follow-up inspection needs

- Available for any post-closing questions — I'm your agent for life, not just this transaction
- Request a Google or Zillow review while the experience is fresh — your feedback helps other buyers find the right agent

Finding your home is just the beginning — I'm with you every step of the way.

Questions? Reach out anytime. That's what I'm here for.

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