

# Lucia's Buyer Guide

## BUYERS' PRESENTATION

### *Initial Meeting*

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| <ol style="list-style-type: none"><li>1. Get to know each other<ul style="list-style-type: none"><li>○ About the Buyer</li><li>○ About Lucia</li><li>○ What type of working relationship do we expect</li><li>○ Communication preferences</li></ul></li><li>2. Explain procedures &amp; policies<ul style="list-style-type: none"><li>○ Buying process</li><li>○ Agency—Buyer's agent vs. Seller's agent</li></ul></li><li>3. Sample materials<ul style="list-style-type: none"><li>○ Purchase &amp; sale agreement</li><li>○ Subjects</li></ul></li></ol> | <ol style="list-style-type: none"><li><ul style="list-style-type: none"><li>○ Buyer's report card</li><li>○ Mortgage info</li></ul></li><li>4. Broad home purchase criteria<ul style="list-style-type: none"><li>○ Any existing preferences?</li><li>○ Locations</li><li>○ House vs. condo/townhouse</li><li>○ Needs vs. wants</li></ul></li><li>5. Timeline<ul style="list-style-type: none"><li>○ Deadlines</li><li>○ General timelines</li></ul></li><li>6. Questions &amp; Answers</li></ol> |
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## THE BUYING PROCESS

### *Brief Summary*

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| <ol style="list-style-type: none"><li>1. Buyer's Presentation<br/><i>Initial meeting and decision to work together</i></li><li>2. Mortgage pre-approval<br/><i>Explained during Buyer's Presentation</i></li><li>3. Listings review<br/><i>Narrow home purchase criteria</i></li><li>4. Property viewings</li><li>5. Viewing summaries &amp; conclusions<br/><i>Via Buyer's report card (explained in initial meeting)</i></li><li>6. Identify worthy property</li></ol> | <ol style="list-style-type: none"><li>7. Determine offer price<br/><i>Lucia completes comparative market analysis on recent sold, expired, and active properties in the area to determine reasonable offer price</i></li><li>8. Lucia prepares Purchase &amp; Sale Agreement<br/><i>Review of applicable subjects to protect Buyer</i></li><li>9. Subject removal period<br/><i>Lucia assists Buyer every step of the way through this typically 10-day process</i></li><li>10. Completion period &amp; handover<br/><i>Lucia assists Buyer every step of the way to ensure smooth transition</i></li></ol> |
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