

Buying Your Home





1

Charting the Course

Douglas Elliman Buyer Questionnaire & Strategy Session

- Discuss Your Motivation to Buy
- Establish the Parameters of Your Search
- Identify Your Ideal Needs and Non-Negotiables
- Set a Realistic Timeline

Financing Your Purchase

- Discuss Financing Options (Loan vs. Cash)
- Select a Lender and Begin Loan Approval Process
- Understand Interest Rates and Closing Costs
- Obtain a Loan Pre-Approval Letter
- Set Your Budget

Sharing Our Market Knowledge

- Presentation of Market Activity and Trends
- Review Contracts, Timelines and Agency
- Personal Timing vs. Seasonal Considerations
- Understand Your Purchase Options in Today's Market

Sign Your Exclusive Buyer Representation Agreement with Douglas Elliman

- Review Agency Relationship, Responsibilities and Compensation
- Finalize Your Custom Property Acquisition Strategy

2

Embarking on Your Buying Journey

Finding Your Ideal Home

- Receive an Elliman Agent Curated Search
- Review Available On and Off Market Properties with Your Elliman Agent
- Access to Exclusive Elliman Listings (Douglas Elliman Pocket Report)
- Understand Property & Local Market Nuances
- Tour Homes with Your Elliman Agent

Getting Your Offer Accepted

- Elliman Agent Guides You Through the Purchase Agreement
- Create Winning Offer Strategy
- Professional Offer Presentation that Highlights Buyer Strengths
- Advocate for You and Your Offer
- Negotiate to Optimize Price and Terms (Contingencies & Time Periods)
- Get Your Offer Accepted



3 Navigating the Escrow Process

Congratulations, We're Opening Escrow!

- Notify Escrow of Acceptance and Send Fully Executed Agreement
- Wire Initial Deposit to Escrow per Terms of Agreement
- Notify Lender to Begin Loan Process and Order Appraisal
- Sign and Return Opening Package of Escrow Instructions
- Begin Researching and Selecting Available Homeowners Insurance Coverage
- Provide Escrow with Vesting (Title) Information

Inspections & Disclosures

- Discuss Material Concerns with your Elliman Agent
- Schedule All Desired Home Inspections
- Review All Seller and State Required Disclosures and Reports
- Elliman Agent Completes Diligent Visual Inspection of Property
- Negotiate Potential Repairs and/or Credits Based on Inspection Reports
- Review/Approve Preliminary Title Report
- Meet Deadlines and Remove Contractual Contingencies
- Schedule Final Walk-Through Prior to Close of Escrow

4 Arriving at Your Destination—Home

The Closing Process

- Conduct Final Walkthrough
- Review Closing Statement from Escrow
- Review Lender's Closing Disclosure (CD)
- Meet with Notary to Sign Final Paperwork and Loan Documents
- Arrange to Wire Remaining Down Payment and Closing Costs
- Lender Funds Loan
- Property Recording – Title Transfer (Close of Escrow)

Welcome Home

- Key Delivery and Celebration
- Move-In Checklist
- Move into the Property
- Meet Your New Community

Your Agent For Life

- Stay in Touch and Remain Informed of Market Trends
- Second Homes and Investment Properties
- Provide Resources and Introductions
- Referrals, Testimonials, and Reviews

Who You Work With Matters

Douglas Elliman Real Estate is backed by over a century's worth of insights and expertise. With over 6,900 agents and approximately 120 offices in key markets across the country, we have the reach and resources to give your dreams an address.

Our powerful network of referrals and services enables each agent to put our national strength to work for you.

Exposure in Key Luxury Markets

California

Colorado

Connecticut

Florida

Massachusetts

Mid-Atlantic

Nevada

New Jersey

New York

New York City

Texas

Vermont

The Next Move Is Yours.



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Douglas Elliman is One of
the Largest Independent
Luxury Residential Real Estate
Brokerages in the United States.

\$34.4

BILLION

IN SALES

6,900+

AGENTS

DIRECT ACCESS

43,902

TRANSACTIONS

SALES & RENTAL

 **Douglas Elliman**

elliman.com

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