



**FIRST COAST NEW HOME
BUYING EXPO**

What you need to know before you buy or sell a Home

New
Homes
IOI

“Follow the Yellow Brick Road”

The buyer has found you...

Now What?!



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I. Qualifying the buyer

- Pre-qualified or pre-approved – What is the difference?

II. Agreements have to be in writing

A. Meet with attorney or real estate professional

B. Agree to all terms

1. Price

2. Contingencies

3. Closing date

4. Who pays for what?

5. Personal property to convey



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III. Inspections

- 1. Entire Home**
- 2. Pool**
- 3. Roof**
- 4. Wood Destroying Organism**

IV. Buyer requests repairs

- Another opportunity for negotiation**



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V. Send to Closing Attorney/Title Company

- 1. Who represents who?**
- 2. Search Title**
- 3. Order Survey**
- 4. Obtain Pay-off Figures from Seller's Lender**
- 5. Prepare HUD Statement for review**
- 6. Close and disburse funds.**