

# Buyer's Path to Success

*The Path  
to Success*



NEEDS  
ANALYSIS

FINANCING  
SEARCH/  
PRE-APPROVAL

HOME  
SEARCH

LOOKING  
AT HOMES

SELECTION

PURCHASE  
AGREEMENT

NEGOTIATION

FINAL  
AGREEMENT

MORTGAGE  
APPLICATION

MORTGAGE  
PROCESSING

INSPECTION

TITLE COMMITMENT  
REVIEW

APPRAISAL

MORTGAGE  
COMMITMENT

CLOSING  
DOCUMENT  
REVIEW

CLOSING

MOVING IN

STAYING IN  
TOUCH



*"We will control the process  
and you will control the decisions."*



LEADING REAL ESTATE  
COMPANIES OF THE WORLD™