

The Buying Process

Needs & Goals

Once you have decided to move, clearly identify your needs and desires before beginning to actively search for a new home. What characteristics must a house include in order to meet your basic needs? What qualities will truly make it your home?

Characteristics To Consider In Determining Your Needs:

- Price range
- Minimum number of bedrooms and bathrooms
- Minimum amount of living area
- Special requirements
- Timing of when you want (or need) to move
- Steps involved in selling your existing home

Qualities To Consider In Determining Your Desired Home:

- Styles you like (and those you do not)
- Lifestyle (size, townhouse/condominium, active, urban)
- Location (Back Bay , South End, Downtown, Waterfront, or other)
- Features (Wood floors, granite counters, cherry cabinets etc...)

Professional Assistance

At first glance, there are a number of reasons why buying a home can appear to be a challenge, including:

- Complexity: Home buying involves many steps and the coordination of multiple parties.
- Financial: Buying a home is a large and important investment in your future.
- Emotional: Getting everyone involved to agree on the definition of 'the perfect home' can be a real challenge.

What to expect from your Real Estate Professional:

- Expert guidance through a complex process
- Insight about homes and communities
- Vigilance for market dynamics
- Advice on critical issues*
- Support through emotional decisions
- Legwork to help complete the transaction

* While real estate professionals are knowledgeable about the homebuying and homeselling process, they are not legal or financial experts. Whenever appropriate, seek specialized advice from an attorney and/or a mortgage specialist; your agent works with many of these specialists regularly, and may be able to advise you when to consider their advice.