

# HOME BUYING

## PATHWAY PROCESS

WITH KEN HOFFMASTER

### 1. INITIAL INTERVIEW

Get to know your agent, we may be seeing a lot of each other! We can also get the needed paperwork completed to get our search started!



### 2. PRE-QUALIFICATION

Having the right financing lined up is crucial to making a great offer.



### 3. SHOW HOMES

We'll look at as many homes as necessary to find the perfect match.



### 4. WRITTEN OFFER

We found a winner! Now we need to show our interest by submitting a written agreement of sale to the seller. - Negotiations can be verbal after we submit our written offer.



### 5. CONTRACT

Yay! We have a home under contract. At this point we will need your earnest deposit check.



### 6. INSPECTIONS/APPRAISALS/TITLE SEARCH

All of these, where applicable, will be happening at the same time. Don't worry! I'm here to keep everything on track. - After these are completed we may need to renegotiate the contract. That's why you have me. I am an expert negotiator!



### 7. FINAL WALK THROUGH/CLOSING

**We did it! We'll make sure everything is right for the first day you get to call your wonderful new house**



*Welcome home!*

**IRON  
VALLEY**  
REAL ESTATE®

COAL  
REGION



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