

A COMPLETE GUIDE



The Ultimate Buyer Guide



WWW.VONAUSTIN.COM



1. *SELECT A REALTOR*

What a buyer's agent will do for you: Only represent you as the buyer, offer recommendations for local lenders and guidance with the pre-approval process, help you locate the right home, create an offer strategy, anticipate hurdles before they arise, and much more.

2. *ESTABLISH TIMELINE*

Once we establish your needs and timeline, we will get to work on the lending process and determine which areas and neighborhoods are the best fit.



3. *IDENTIFY PROPERTIES*

Start by ***exploring homes*** on our website, **VonAustin.com**. We have **exclusive access** to properties not advertised online, so we will make sure you're seeing all available homes that are relevant to your search.

4. *SELLER'S MOTIVATION*

Each property comes with a different set of circumstances, so **understanding the seller's motivation**, any nuances, or other variables are all very important prior to making an offer. We'll make sure you have a solid understanding of each home.



5. *WRITE AN OFFER TO PURCHASE*

Once you determine the home is the right fit, we will **create a unique offer strategy** based on each home and your individual goals. Your agent will draft the purchase agreement, advising you of ***protective contingencies***, customary practices, and deposit requirements.

6. *OFFER PRESENTATION*

Your agent will present your offer to seller and the seller's agent. ***The seller has three options***: they can accept your offer, reject your offer, or make a counter offer. Based on the unique circumstances of each property, we will ensure that your goals are aligned with the structure and presentation of the offer.



7. EVALUATE THE SELLER'S RESPONSE

Once the seller provides a response to your offer, we will review all options, including whether to accept their counter offer, make a counter offer to theirs, or move forward.

8. OPEN ESCROW

When the purchase agreement is accepted and signed by all parties, you are officially “under contract.” At this time, deposits are made and the contingency periods will begin. In Texas, a title company is responsible for holding deposits in an escrow account and facilitate all title work to ensure the property has clear title for you.



9. *CONTINGENCY PERIODS*

This is the time allowed in your contract to obtain financing, perform inspections, and satisfy any other contingencies to which your purchase is subject. Some contingencies include:

- Buyer's credit approval for financing
- Loan approval, including an appraisal of the property
- Physical inspections of the property
- A contingency to sell your existing home

10. *OBTAINING INSURANCE*

Shopping insurance providers early on is always recommended, and we are happy to offer recommendations for reputable companies that insure properties in Central Texas.



11. CLOSING FUNDS

The lender and local title company will work with you to establish a wire transfer or cashiers check prior to your scheduled closing date. Your agent will be overseeing this process.

12. CLOSING DAY & FUNDING

Once all conditions of the contract have been met, you will sign your final loan documents and closing papers. Your down payment and closing funds have been transferred to the title company, and once all parties sign, the transaction will be funded and ***you will take ownership of your new home***. Both closing and funding almost always happen on the same day.

VON BEHREN

BROKERED BY EXP REALTY GROUP

If you're ready to embark on this journey together, or you would just like additional information about the Austin market, ***reach out to us!***

In the meantime, begin browsing an **exclusive list** of available homes through our website, **VonAustin.com**.



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