

The background image shows a bright, rustic interior space. It features exposed wooden beams on the ceiling, a large stone fireplace on the right, and a wooden dining table in the center. Sunlight streams in from a window on the left, creating a warm atmosphere. A semi-transparent teal rectangle is overlaid on the image, containing the text.

JANIE NIETO  
REALTOR®

# THE HOME BUYING PROCESS

What to expect when purchasing a home.



Buying a home is one of the biggest Investments an Individual will ever make. My mission is to provide the highest level of service that is customized to my clients' individual needs. I commit to be with my clients every step of the home buying process, and I leverage my extensive market knowledge, real estate expertise, and superb negotiation skills to meet and exceed my clients' goals and get them in the home of their dreams.

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*Thank you for your trust.*

JANIE NIETO  
REALTOR®



# HIRE A REALTOR

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Having the right Real Estate Agent on your side is key in today's market. A great Agent walks you through every step of the home buying process.

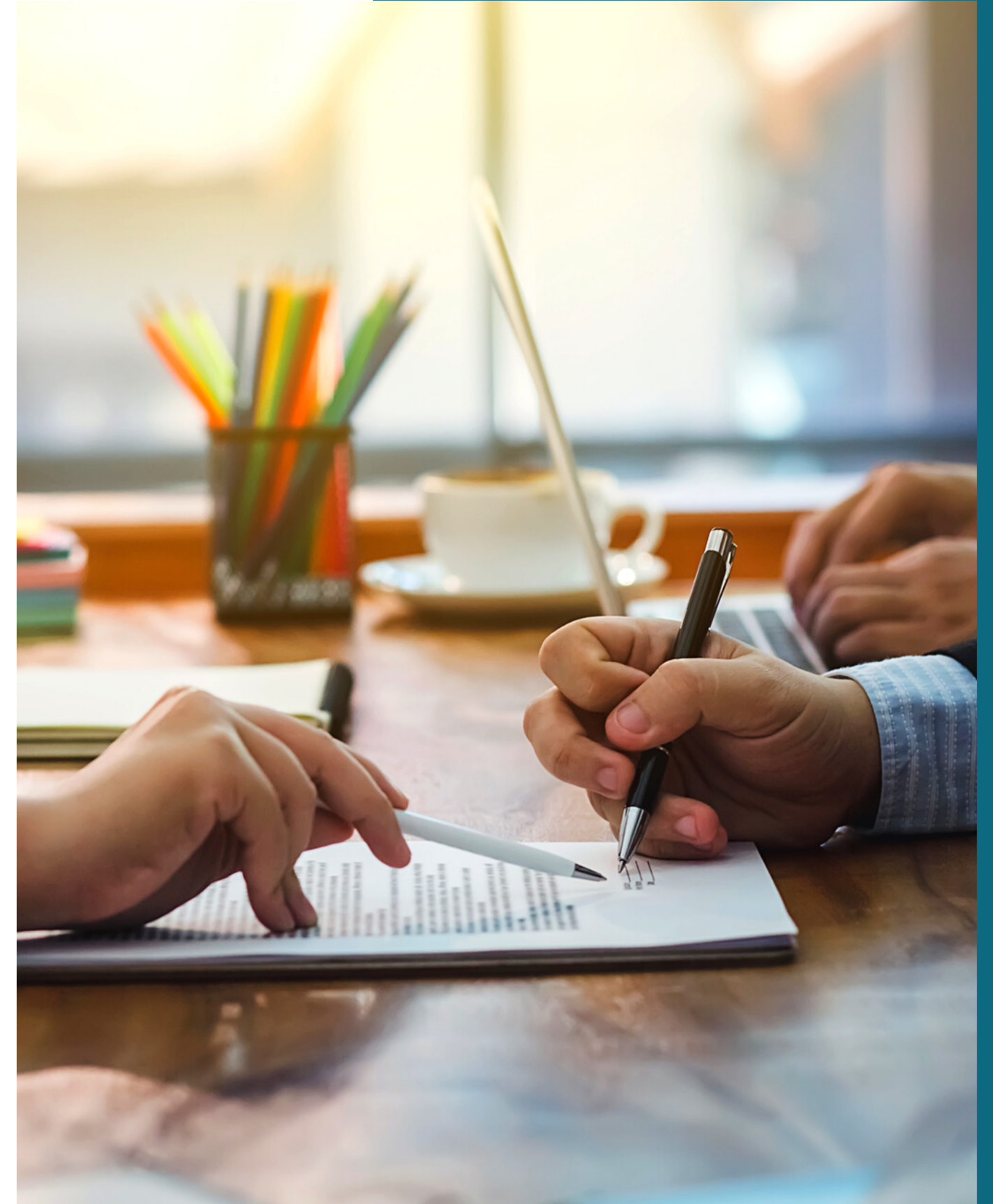
JANIE NIETO  
REALTOR®



# GET PRE-APPROVED

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Work with a preferred Loan Professional to submit an application and necessary documents to determine how much you can afford. This is also necessary for submitting an offer on a home.

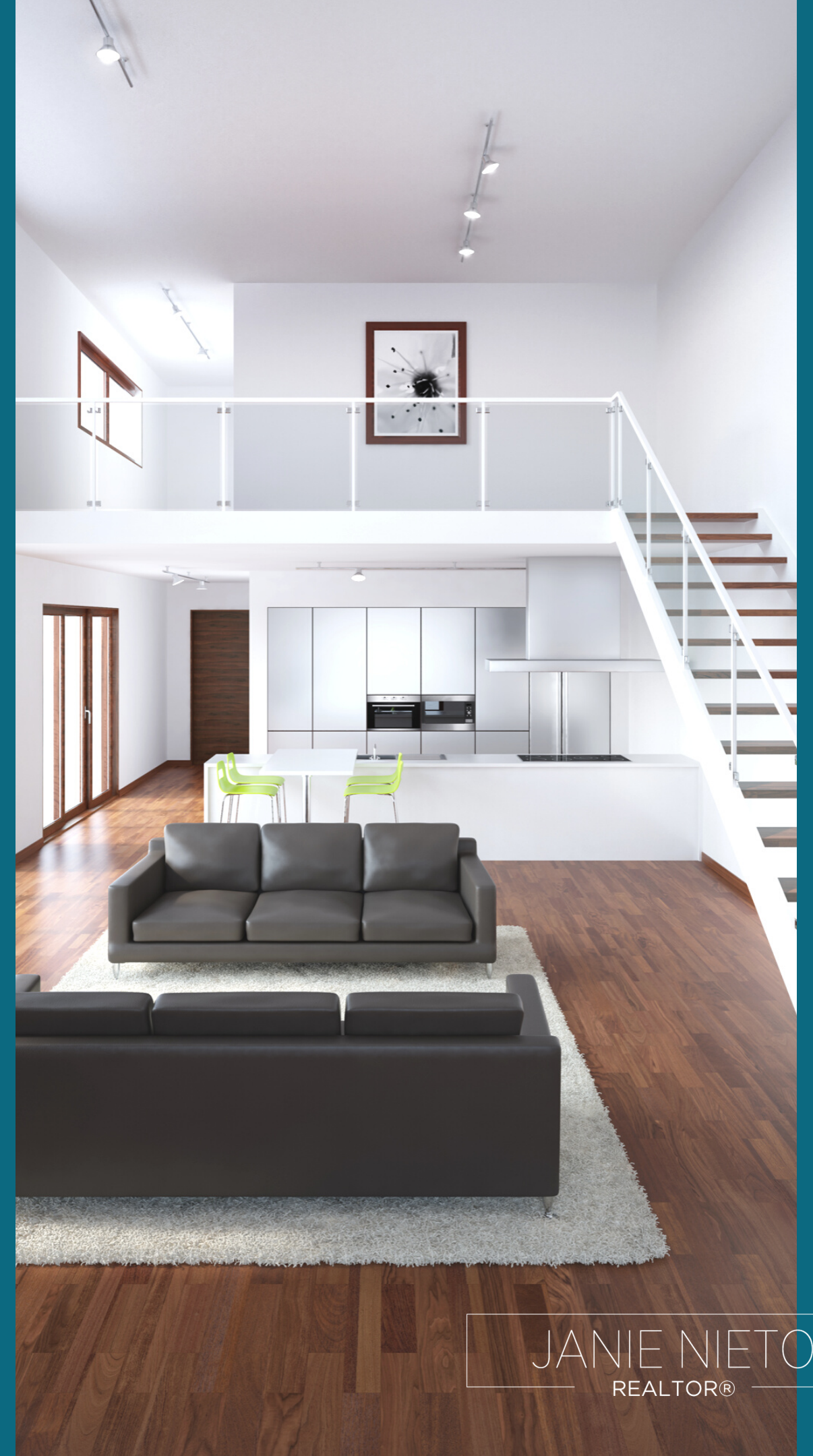




# MEET WITH YOUR REALTOR

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I sit down with my clients to determine what type of home they are looking for - style, neighborhood, schools, amenities, etc. We will meet on scheduled days to look at homes. I also encourage you to attend Open Houses.



JANIE NIETO  
REALTOR®



# YOU FOUND THE ONE!

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Finding a home that checks all the boxes is exciting! This is the point you and I review comps in the neighborhood and decide on a price and terms you are comfortable with.

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An offer is submitted, which includes the purchase contract and pre-approval.

Be patient! Negotiations are normal and worth it in the end...you don't want to overpay!





# CONGRATS! YOUR OFFER IS ACCEPTED

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At this point, I provide my clients with a calendar of Important dates. It is Important to keep track of all deadlines to avoid contract termination!







# FINALIZE LOAN DOCUMENTS

The appraisal will also be ordered at this point.



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I work with you to submit necessary repair requirements. Negotiations are normal and expected..



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# FINAL WALKTHROUGH

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After the final approval is received for your home loan, I will schedule your final walkthrough. This usually happens up to 48 hours before closing, and it is necessary to ensure the home is in the condition as expressed in the contract.







# CLOSING DAY!

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Congratulations! It's closing day! I meet you at the Title Company to sign final documents. Once everything is submitted and finalized, you receive the keys to your new home.

JANIE NIETO  
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