



Winning Your Home Starts Here

It's good to meet you! In this meeting we'll discuss your needs and form a winning strategy to get the home you want, with local trend data only Household can provide. We'll review everything from lenders and neighborhoods to making an offer. It's my job to guide you through the home buying process so you have a positive experience and win the home that's right for you. Ask as many questions as you need to.

With Household you...

Find homes first

We send you new home updates before other sites. MLS Direct

Tour faster

Book and tour homes same day, before anyone else.

Win the home

Your Household Agent will work to negotiate a winning offer.



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Discussion guide

Notes

Your home search

Let's discuss why you are purchasing and your criteria for a home

Financing

Not all lenders are created equal. We'll walk through what to look for when selecting one

Market conditions

Let's review the home trends in your area to see what we're up against

Ways to win

Here's what will make your offer stronger in today's market

What you can expect from me

I will be accountable for every aspect of your Household experience

Next steps

Let's make a plan to win



The Home-Buying Process

Buying a new home can be both exciting and daunting. Household will guide you through the process so you feel confident and get the home that's right for you. Here is an explanation of the most important steps and things to consider during your home search.

Before you begin



Set your budget

Your next home has to be one you love, but also one you can afford to keep.

Secure financing

Before making your first offer, get a pre-approval letter from your broker, so you can show the seller you're ready to buy the home.

| Household Agent Tip

If you are in a competitive market with a lot of cash offers, get a fully underwritten pre-approval letter from your lender. It's the next best thing to cash.

Meet your agent

Your Household Agent will guide you through the process. They'll give you honest advice with expertise you can trust.

Searching for homes



Understand your market

In a seller's market, there's too much demand and you'll be competing with other buyers. In a buyer's market, there is too much supply, and homeowners may accept a lower offer.

Start touring

Book tour times that work best for you, even same day. You can tour with your agent or on your own schedule with a member of our team.

| Household Agent Tip

Save your searches and the homes you like on Household. Household updates listings quickly so you'll receive email updates on homes you save and new listings in neighborhoods you select.

Making an offer



Decide how much to offer

Your agent should provide a CMA (comparative market analysis) estimating what the home is worth based on what similar homes nearby sold for recently.

Choose contingencies

If you encounter something unexpected, a contingency lets you cancel the contract without losing your earnest money.

| Household Agent Tip

Sellers want as few contingencies as possible. Work with your Household Agent to understand which contingencies you feel comfortable waiving to make your offer stronger.

Submit your offer

Once you and your agent decide what to offer, your agent will fill out the Offer to Purchase Real Estate form, which describes the offer in detail.

Your agent will give the form and your earnest money to the seller's agent. If the seller signs it within the time allotted, you are bound to the terms.

Negotiate if needed

The seller may counteroffer with new terms or issue a multiple counter offer if there are competing offers. In this case, you have a chance to improve your offer to outshine the competition.



Inspection

A licensed inspector will thoroughly examine the home to discover any issues or repairs that need to be made.

Appraisal

Your lender will order an appraisal report, which confirms the value of the property.

Homeowners insurance

Most lenders will require you to have homeowners insurance before they process your loan.

Mortgage processing

Your lender will finalize the loan, giving you the funds to purchase the home.

Title review

Your attorney or title company will check the home's title for liens, encroachments, and easements.

| Household Agent Tip

In competitive markets, it's common to pre-inspect the home and title report prior to making an offer, so you can waive those contingencies. This also simplifies the closing process.

Signing appointment

At signing, you'll sit down to review and sign all of the property documents.

Pay closing costs

Closing costs cover expenses such as settlement fees, lender fees, and title insurance, and can range from 2–5% of the sale price of the home.

Welcome home!

After all the paperwork is signed, you are officially the new owner.



Strategies to Win Your Home



Deal winners

Price

If you can afford it, offering more money than anyone else usually wins the deal.

Escalation addendum

You can stipulate that if anyone beats your offer you'll raise your offer by a certain amount, with a cap as high as you're willing to go. This also helps you avoid overpaying.

Waiving contingencies

In multiple offer situations, buyers waive some or all contingencies to reduce the seller's risk. Generally, the fewer contingencies you have, the stronger, but riskier, your offer.

Tiebreakers

Down payment

A higher down payment on a loan is more likely to avoid financing issues, which means less risk for a seller. A higher down payment can make the difference between similar offers.

Closing date

If your lender allows and you've been through underwriting, you can promise to close quicker (15–21 days). Generally, the faster you can close the stronger your offer.

Earnest money

A typical earnest money offer in a competitive market is 3–5% of the purchase price. You can increase the amount to show how serious you are about buying the home.

Releasing earnest money early

This means the seller gets your earnest money, in cash, prior to closing. The strongest offers release all of it immediately upon going under contract. Note: This option only makes sense if you waive all contingencies.

Rent back

If the seller is nervous about selling their home before they can buy a new one, you can offer to be flexible with the closing date or arrange a rent-back agreement.



Understanding Common Contingencies



What are contingencies?

Contingencies are conditions that must be met for the sale to go through. A contingency allows you to back out of the contract without losing your earnest money deposit. Sellers want as few contingencies as possible because there is less risk the deal will fall through.

Talk to your agent about which contingencies (if any) you should drop to make your offer more competitive. Just be sure you are comfortable with the risks.

Contingency

How to waive it

Title contingency

You have a set number of days to review the title report and back out of the deal if there are any red flags.

For most listings, you can ask to review the title report prior to making an offer.

Inspection contingency

Gives you the right to get the home inspected and verify all information about the property.

Conduct a pre-inspection prior to submitting the offer. You can also make the inspection pass/fail, leaving your options only to move forward or back out.

Appraisal contingency

An appraisal confirms the value of the property. Lenders won't approve a loan for more than the appraisal.

If waived, you cover the difference between a low appraisal and the purchase price.

Consider waiving if you will keep the home for a while and believe that its value will increase.

You can also ask for a limited waiver where you cap the amount you'd pay over a low appraisal.

Sale contingency

The success of your offer depends on the sale of your current home.

Consider getting a home equity line of credit (HELOC) loan. It gives you funds to buy a home while you're paying your current mortgage.

Financing contingency

Allows you to back out of the deal if for any reason you can't get a mortgage.

Obtain a fully underwritten pre-approval of your loan and speak to your lender about waiving.



Buyer Checklist

Name:

Email:

Phone:

Children/ages:

Timeline:

Price range:

Contact preference:

Lender info:

Please mark important attributes

Desired area:

Distance to work:

Distance to airport:

Distance to other:

School district:

Age of home:

Layout type:

Energy efficiency:

Heat / AC:

Number of bedrooms:

Number of bathrooms

Square footage:

No staircases:

Kitchen features:

Dining features:

Living room features:

Bedroom features:

Bathroom features:

Home office:

Lower level:

Fireplace:

View:

Back yard features:

Outdoor living space:

Swimming pool:

Security system:

Garage size:

Public transportation:

Private /quiet:

Other:



