



Richard
McDonough

Lakes

Sotheby's
INTERNATIONAL REALTY

BUYER'S GUIDE



Even before Richard McDonough submits offers on properties for his clients, he is working behind the scenes to establish great working relationships with the listing realtor.

Why does he do this? Listing agents want to work with buyer's agents who are diligent and responsive. Richard is driven at the very core to establish these relationships for the benefit of his clients. This is his duty to you, and he loves this part of the process.

This is what he is good at, and this is why he has the experience that makes a difference!

01

MEET IN PERSON TO CREATE A WISHLIST

Let's get to know each other! Once you're ready to work with me, we'll meet together at our office for a Buyer Consultation to focus your search and determine what you want and need in a home.

We'll cover it all! 1st time home buyers, move up, downsizing, lake or river front, new construction.





02

PRE-QUALIFICATION

Richard will introduce you to his mortgage banker partners, who can help you determine your buying price range with confidence. Be prepared to dig into paperwork during this part of the process, such as pay stubs, W2s, and tax returns. His mortgage banker partner will do a full review and then tell you what you will be able to borrow to purchase your dream home.

03

LISTING ALERTS SENT TO YOU BASED ON YOUR CRITERIA

At this stage in the process, Richard McDonough will send you notifications about the listings that you're most likely to be excited about. Be sure to let him know if one (or more) jumps out at you so that he can skip to the next step and schedule a showing. He's there for you every step of the way.





04

SCHEDULE SHOWING

Richard McDonough is dedicated to providing an unparalleled real estate experience, scheduling property showings that align with your preferences from our curated listing alerts. Leveraging his extensive network of sellers, Richard offers exclusive access to unique

off-market listings, presenting opportunities only available through his connections. Explore the potential of a tailored property search and discover properties beyond the conventional market, all thanks to his vast industry network.

05

FIND THE PERFECT HOME AND WRITE AN OFFER



When you're poised to make an offer on your dream property, Richard McDonough stands ready to guide you through every step, ensuring you're fully informed and confident in your decision. He will break down the advantages and disadvantages, answer all your inquiries, and empower you with the knowledge needed to craft a compelling offer for the seller. In the dynamic world of real estate, offers can prompt various responses, from immediate acceptance to counteroffers or even rejection. This underscores the importance of partnering with a seasoned real estate professional like Richard, who excels in negotiation and always prioritizes your best interests.

Committed to navigating you through every potential outcome, offering expert advice and strategic planning at each juncture. Should your offer be accepted, he will organize the subsequent steps, ensuring a smooth progression towards closing. Trust in his expertise and dedication to secure your next home with confidence and ease.

06

ACCEPTANCE, HOA DOCS, APPRAISAL AND INSPECTION

Congratulations, your offer has been accepted! The journey to homeownership now enters a critical phase, starting with the property inspection to ensure everything is in optimal condition and no significant issues are lurking within. Following closely is the bank appraisal, a vital step to confirm that the property's price aligns with recent comparable sales in the area, safeguarding your investment.

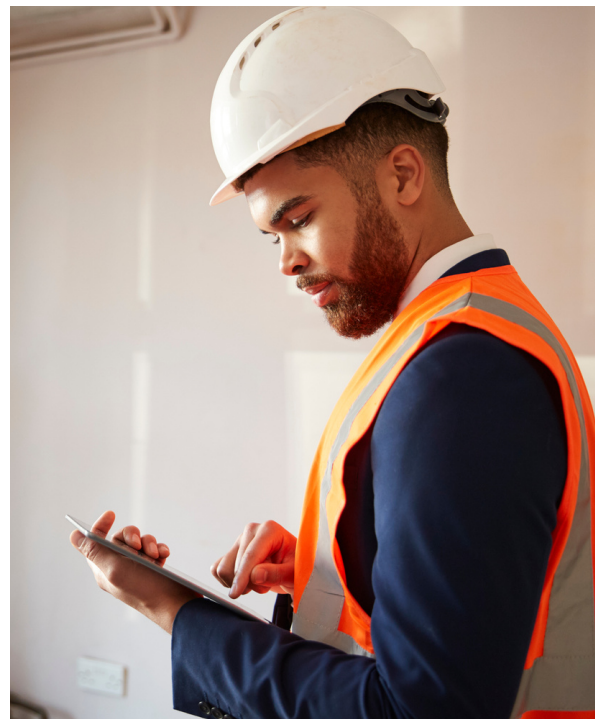
Should the property be a condominium, an in-depth review of the Homeowners Association (HOA) meeting minutes and related documents from the past few years will be conducted.

This is to provide you with a comprehensive understanding of the condo complex's financial health, structural integrity, and operational efficiency, ensuring you're making a well-informed decision.

Any issues uncovered during the inspection may necessitate renegotiation with the sellers. Richard McDonough will expertly navigate these discussions on your behalf, aiming to resolve any concerns while protecting your interests.

As we move toward closing, arrangements with

a reputable title company will be made, laying the groundwork for a smooth transition of ownership. The final walkthrough of the property, conducted before closing, is your opportunity to ensure everything is as agreed upon.





07

TIME TO CLOSE

Get ready for the thrilling conclusion of your home-buying journey —it's time to close on your new home! This final step involves reviewing and signing a significant amount of paperwork with the title company. Remember to bring your driver's license for identification and have your closing funds ready. This momentous occasion marks the culmination of your efforts, moving you one step closer to holding the keys to your dream home. With everything in order, you're poised to cross the finish line into homeownership.



08

CELEBRATE!

The home is yours! It's time to celebrate and of course move in!

PRE APPROVAL DOCUMENTS NEEDED



EMPLOYED



Past 2 years W2's



Past 90 days paystubs



Past 2 months bank
statements



Driver's License

SELF EMPLOYED

Past 2 years personal &
corporate tax records

Past 90 days paystubs

*If they pay themselves a salary

Past 2 months bank
statements

Driver's License

*Subject to change. Check with our mortgage broker partner for current requirements.