

# Understanding the Buying Process

Lindsay Meets Buyer  
Shows Buyer property or referred to buyer by client or advertising

Lindsay & Buyer meet at office to analyze buyers wants & needs—Buyer Agent signed

Establish action plan to find the best property for buyer

Mortgage Application filled out and Buyer pre-qualified by Lindsay—Written approval obtained

Daily email “Hot sheet” setup for buyer to receive new properties

Current Market education begins. Properties viewed



Buyer finds “Perfect” home. Market evaluation done on selected property & offer prepared by Lindsay

Negotiation begins. Offer can be accepted or signed back to Buyer/Seller

Offer not accepted—Search begins again (back to viewing homes)

Offer Accepted. All showings stop on property



Home Inspection booked Documents sent to bank and lawyer Deposit cheque cashed

Home Inspection completed



Bank approves mortgage



Home Inspection & bank conditions lifted from contract (by written form)

Sold Sign goes on property



Buyer is allowed 1 walk-through prior to closing (usually brings entire family & friends)



2—4 days prior to closing date buyer needs to meet with lawyer & signs final documents & delivers cheque (balance of down payment & closing

**Move in Day!**  
**Woo Hoo!!**

