

# Home Buyer Guide



EXIT Central Realty  
598 N. DuPont Hwy, Dover DE 19901  
O 302.674.2900 F 302.674.4440  
E [Info@DelawareListed.com](mailto:Info@DelawareListed.com) W [www.DelawareListed.com](http://www.DelawareListed.com)





THE  
SMART CHOICE.



## Why use a REALTOR®?

Only Sales Representatives who are licensed members of organized real estate (National Association of REALTORS® for US and Canadian Real Estate Association in Canada) can call themselves REALTORS®. Only REALTORS® are held to a high code of ethical and professional conduct by these organizations. Only REALTORS® have access to their market data to provide you with current information to guide you through the pricing and selling process.





# Services You Will Receive

- Assistance in identifying the required characteristics of your new home
- Identification of available homes that meet your criteria and additional homes as they come on the market
- Information on communities, schools, places of worship, and other lifestyle information
- Determining your buying power, down-payment required, and maximum mortgage amount for which you qualify
- Review of similar properties recently sold
- Regular communication to review progress
- Expert advice when preparing an offer
- Keen negotiating skills
- Closing Information



# + EXIT Gives Back with each transaction

A portion of every transaction fee received by EXIT Realty Corp. International is pledged to its charity of choice and to-date, \$2.5 million dollars has been pledged to Habitat for Humanity International. EXIT Realty has a long history with Habitat and has been an enthusiastic corporate sponsor of several full and partial home builds across North America, community revitalization projects and has participated in the Jimmy and Rosalynn Carter Work Project.



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# + The Entire Organization is behind you

EXIT Realty Corp. International was founded in Canada in 1996 and has grown steadily boasting real estate brokerage locations across the North American continent. We are a by-invitation only company meaning each real estate agent has to be invited to join. Our unique business model fosters an atmosphere of empathy, mentorship and teamwork. Each and every person has a vested interest in the success of the organization. When you list with an EXIT Realty professional, you have the power of the entire organization behind you.

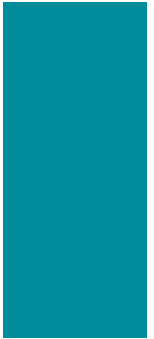
EXIT Realty professionals are highly trained and knowledgeable, with exceptional negotiation skills



Working together with deliberate harmonious intent  
produces the best results



# Buying Your Home – Step by Step



Hire a Real Estate Agent

Obtain Pre-Approval for a Mortgage

Complete My Perfect Home Questionnaire

View Candidate Properties

Create Offer to Purchase on Desired Property

Negotiate Terms

Conduct Appropriate Property Inspections

Accept Offer

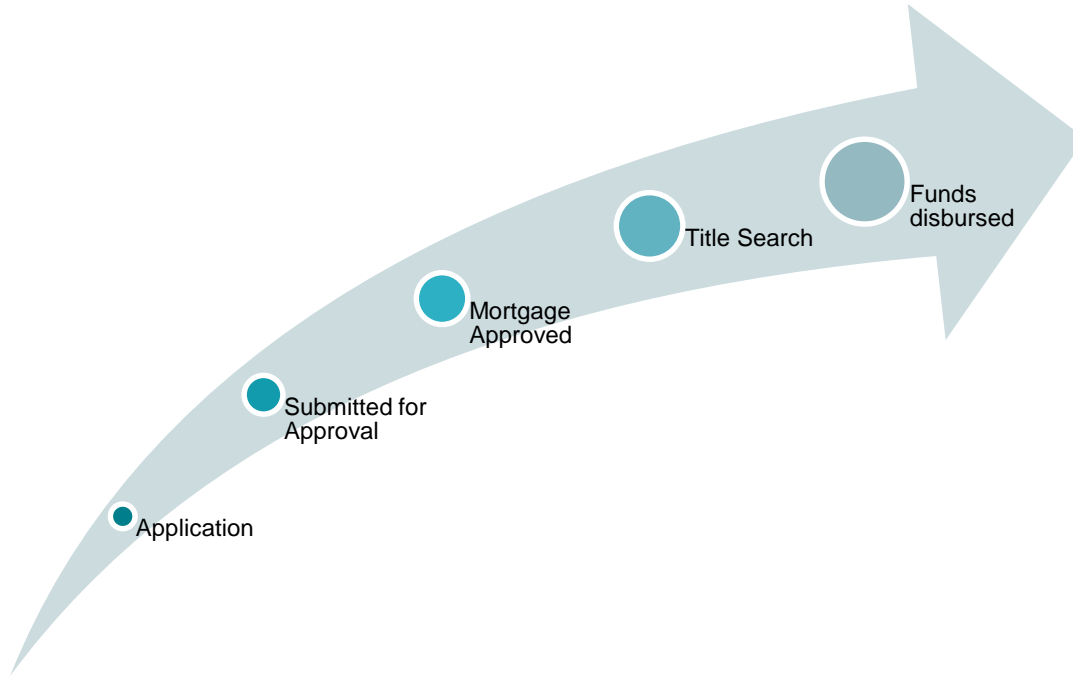
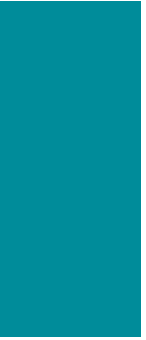
Fulfill or Waive Contingencies/Conditions

Obtain Mortgage Financing

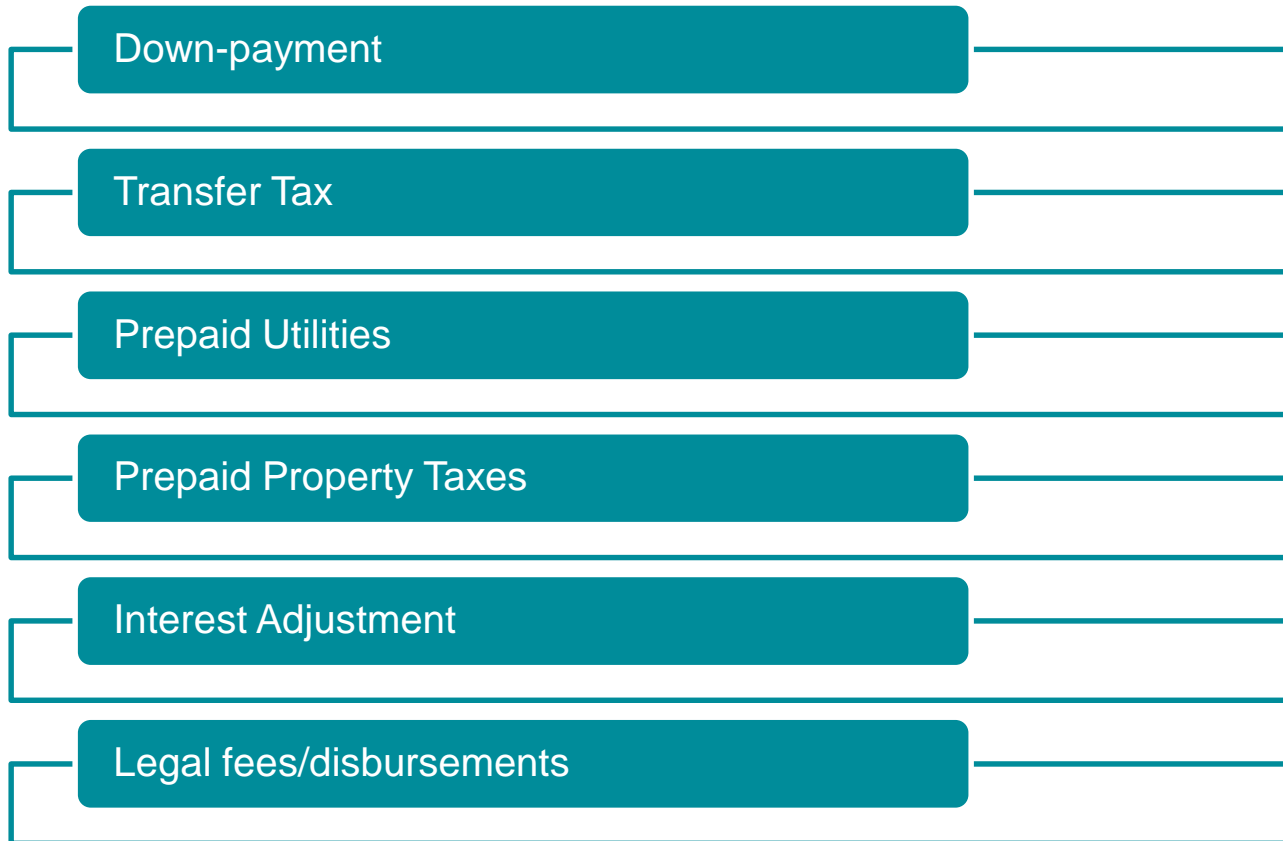
Close The Property

Move In!

# + The Mortgage Process



# + Closing Costs



Generally 2 – 5% of the purchase price of the property





# Moving

**Cable/Satellite  
Home Phone  
Cell Phone  
Internet  
Health Alert System**

**Water  
Heating/Cooling  
Electric/Hydro**



**Home Security System  
Water  
Filtering/Conditioning  
Newspaper Delivery  
Magazine Subscriptions  
Banking Needs  
Storage Facilities  
Pool Service  
Yard/Garden/Snow  
Removal Service  
Pest Control  
Postal Change of Address**

# Considerations

# + Next Steps

- Go to [www.DelawareListed.com](http://www.DelawareListed.com) and see how much home you can afford
- Talk to a lender about getting pre-approved for a mortgage
- We will search the MLS and other sources to prepare a list of candidate properties
- We will schedule showing appointments to view your selected homes

**Affordability Calculator**

Max Monthly Payment

\$ 1000.00

Interest Rate

3.000 %

Term

30 Yr

Calculate

# Our Commitment to You

- To **invest 100% of our effort** delivering first-class service to you
- To make the **process as simple and stress-free** as possible
- To work with our network of professionals to ensure you are fully informed and knowledgeable about the home-buying process by **utilizing technology, our experience, and knowledge**
- To **offer exclusive services** that can only be attained by hiring us as your trusted advisor



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