

Being well-prepared and having a solid understanding of the home buying process is essential to a smooth and stress-free experience. **Jonathan will ensure that you have all the information needed to determine that you are ready to begin the process in earnest, and are comfortable and confident in taking each step, from start to finish.** Below are some of steps that will eliminate headaches and pain-points

READY, SET, GO?

There is a lot to take into account when considering purchasing a home: Do you have a home to sell before you can buy a new home? Will you have to break a lease? Are you changing cities or moving for a job? If you have children, how will their schooling be impacted by a move? **If you saw a property you love, would you be ready to write an offer today?** Whatever your answers, the more you know about your own motivations, the better prepared you will be.

FIND A LENDER & GET PRE-QUALIFIED

Jonathan works with a select group of trusted lenders who offer a variety of products, and will connect you with several mortgage professionals so that you can choose the person and product that is right for you. Your lender will be able to help you figure out your monthly payment and how much cash you will need to close the loan. They will walk you through other factors that have important bearing on your purchase.

GET TO KNOW THE NEIGHBORHOODS YOU'RE CONSIDERING

Jonathan will take you out to tour properties and provide you with information about the local market and comparable sales in your target neighborhoods. But, home buying relies largely on personal preferences and your lifestyle. Take time to be sure the neighborhood you choose is right for you; spend an afternoon at a local hangout, grab dinner at the neighborhood hot spot or take a stroll with a friend at night.

AS THEY SAY... "LOCATION, LOCATION, LOCATION!"

The location of a home is the one thing that cannot be changed. The aesthetics / cosmetics of a home (kitchen, bathroom, flooring, etc.) can all be changed - don't allow yourself to be distracted by small details and focus on the floor plan and the functionality of the space. Imagine how the home would fit your lifestyle (not your furniture!).

COMPARE PAST SALES OF OTHER HOMES

When you identify a home that you'd like to consider making an offer on, **Jonathan will create a detailed market analysis consisting of recent, comparable sales in the immediate neighborhood.** These data will allow you to assess whether or not the home is priced fairly and will inform the strategy on moving forward.

TRUST YOUR INSTINCTS

In DC, Montgomery County, MD and NoVA, attractive properties that are well-priced tend to sell quickly. Unfortunately, this doesn't leave much time for extended deliberations; waiting a day or two may mean that the home you fall in love with sells to someone else. **Don't let someone else buy your dream home!**

CONTRACTS 101

Once you decide to make an offer, it's important that you know exactly what is in the offer! The contract and related agreements you will sign are dense, legally binding documents. **As a licensed attorney, Jonathan will ensure that you know everything you need to know about the contract and have all your questions answered.**

FROM RATIFICATION, TO SETTLEMENT, AND BEYOND

Congratulations! You won the bid for your home! Jonathan will help you navigate what comes next: the home inspection process, appraisal and lender process, title company requirements, and any speed bumps that come your way. **Jonathan will have or know where to find answers to your questions - from where to source a home owners insurance policy, to finding your local energy provider, to ensuring settlement is scheduled.** After settlement, need a plumber? Have a question about the manufacturer of your windows? He remains a phone call, text, or email away to help in any way that he can!