



KIMTHOMAS.com

Linking Indianapolis to Southwest Florida homes.

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OUR BUYING PROCESS



1

APPOINTMENT

- Extensive Q & A session discovering time frame, size, location, and price
- Determine beach, gated, golf, tennis, condo, high-rise or individual
- Provide financing options based on your wants and needs
- Before traveling, establish whether or not you are ready to buy



2

LOOK/EVALUATE

- Search and find properties that meet your needs and wants
- Correspond to you that information via email, mail, phone and/or fax



3

TRAVEL AND SHOWINGS

- Establish your flexibility on time and travel. Begin the elimination process by narrowing down your property selections



4

CHOICE EVALUATION

- Once the number of selections is narrowed down, I will begin due diligence and start looking at selling histories and resale values to insure that you do not overpay for your home
- Assess your personal time frame and when you want to move



5

OFFER STAGE

- Make an offer once there is a timeline, a property and an understanding of the real value of the home
- Present offer
- Negotiation
- Once the offer is accepted, move to inspection



6

INSPECTION

- Facilitate the inspection, educate you on the property, coordinate dealing with the results, renegotiate if necessary, and hold your hand through the entire process



7

CLOSING

- Set-up the title work, make sure the mortgage process runs smoothly, and coordinate all of the elements of the closing. Communicate with you throughout the process making sure you understand each one of the elements of the closing
- Take possession



8

BEYOND

- Make sure the move-in process goes smoothly. Refer you to anyone you may need - from interior decorators to painters to the best landscaping company in town.
- I even helped a Florida transplant plan his wedding anniversary!