

## Steps to buy a house:

- 1. Make sure you're ready**
  - a. Buying a home is a huge financial commitment & are you ready to put down roots?
- 2. Check your credit score**
  - a. Higher your credit score, the lower the interest rate on your loan
- 3. Figure out how much house you can afford**
  - a. Plan for a down payment, buyer can use an [affordability calculator](#)
  - b. Prioritize wishlist
- 4. Find a real estate agent** (*Sellers fund the buyer's agent commission, which makes using an agent a cost-effective option for buyers.*)
  - a. Buyer's agent can help with market insights, offer price, negotiating, local familiarity (neighborhood/school districts), professional recommendations (referrals for lender, attorney, contractor and other vendors), and experience
- 5. Get pre-approved**
  - a. Income, taxes, assets and liabilities are assessed to determine income-to-debt ratio
- 6. Start the home search**
- 7. Make an offer**
- 8. Schedule the inspection**
  - a. Licensed inspectors can usually be found through real estate agents
- 9. Secure your financing**
  - a. Loan application (work with mortgage banker to select loan)
    - i. Research on the types of loans are & figure out what's the right loan for you
  - b. Property Appraisal (Through neutral third-party; lender will not cover the loan if appraisal comes in below your loan amount; buyer will need to renegotiate or make up the difference)
- 10. Ask for repairs or credits**
  - a. Discounted purchase, ask the seller to give credits on closing costs, ask the seller to have problems fixed, ask the seller to include certain furniture, etc.
- 11. Purchase a homeowners insurance policy**
  - a. Agent can help purchase new homeowners insurance, if necessary
- 12. Close and move**
  - a. Final walkthrough day of closing
  - b. Pay closing costs (3-5% of cost of property)
  - c. Set up/transfer utilities and/or HOA fees

**Relevant docs:**

<https://www.discover.com/home-loans/articles/10-steps-to-buying-a-home/>

<https://www.rocketmortgage.com/learn/how-to-buy-a-house>

<https://www.nerdwallet.com/article/mortgages/home-buying-checklist-steps-to-buying-house>

**Steps to sell a house (by owner):**

**1. Understand your home's value**

- a. Get a pre-sale inspection

**2. Find a listing agent**

- a. They handle your listing agreement, help you create your battle plan to promote and then show and sell your home. They also make sure your home doesn't spend too much time on the market.

**3. Gather paperwork**

- a. Property survey
- b. Receipts and warranties
- c. Plans and permits
- d. Certificates of occupancy
- e. Loan documents
- f. Latest utility bills
- g. Latest property tax bill
- h. Title
- i. Homeowners association covenants and agreements
- j. Floor plan or blueprints, if available

**4. Assess value**

- a. Appraisal (either official or value estimate)
- b. Pre-Inspection

**5. Decide which repairs & updates you want to make**

- a. Not required but could help get a higher offer!
  - i. Ex: Paint, kitchen appliances, bathroom fixtures, lighting, roofing, etc.

**6. Prepare for staging**

- a. Repair and touch up any items found within inspection
- b. Clean and stage (can hire professional stager or DIY)
- c. Depersonalize & declutter
  - i. Neutral design, remove unusual wallpaper and paint colors, remove family photos

## 7. Touch up your home's exterior

- a. Clean out gutters, mow your lawn, fix fences, clean pool, pressure wash sidewalk, freshly paint, clean windows, replace mulch, etc.

## 8. Price

- a. Comparative Market Analysis (CMA) can either be done through real estate agent or comparative pricing

## 9. Market and promote sale

- a. Take photographs, advertise listing

## 10. Negotiate purchase price

## 11. Close

### Relevant docs:

<https://www.fortunebuilders.com/how-to-sell-a-house-by-owner/>

<https://www.soldnest.com/blog/how-to-sell-a-house/>

<https://www.zillow.com/sellers-guide/how-to-sell-your-house-for-sale-by-owner/>

<https://www.redfin.com/guides/how-to-sell-a-house-online>

<https://www.keyinspectionservices.com/resources/10-benefits-of-working-with-a-realtor-when-buying-a-home/>

<https://www.rocketmortgage.com/learn/how-to-get-your-house-ready-to-sell>

<https://www.opendoor.com/>

### Competitors/Related Products

Zillow - can sell directly to zillow for cash; [Zillow360](#) walks you through buy/sell process

[Orchard](#) - real estate agency? Employs agents; helps find attractive offer before starting selling process

Offerpad- <https://www.offerpad.com/> Buys homes directly from home owners. Offers a “trade-in” policy where users can sell their home and buy a new one all in one go.

[Knock](#) - helps buyers find next home without having to sell their current home first; works with pre-determined agent or pairs you with an agent to go through the process

Redfin - <https://www.redfin.com/>

### Project Timeline (from Bill's class)

Week 1: Competitive Research, Product Principles, and Proto Personas

Week 2: User Stories, user flows, and low-fidelity wireframes

Week 3: Design tenets, design system and mid-fidelity wireframes  
Week 4: Usability Plan, Research Summary and Updated Design System  
Week 5: Final Design System and tenets, High Fidelity Wireframes  
Week 6: High Fidelity Prototype  
Week 7: Final High Fidelity Prototype, Case Study  
Week 8: Presentation