



Samir Rai
REALTOR
RESIDENTIAL • COMMERCIAL

HOW WE FIND YOUR HOME

SAMIR RAI | KEYSTONE REALTY GROUP

📞 909 994 9090

✉️ SAMIR@KEYSTONEFIRM.COM

☎️ 800 207 0777

🌐 KEYSTONEFIRM.COM



Our Role



Initial Consultation

- Needs Assessment: Understand your requirements and preferences.
- Market Education: Provide insights into current market conditions.



Property Search

- Customized Search: Use advanced tools to find properties that match your criteria.
- Scheduling Showings: Coordinate and attend showings with you.



Offer Management

- Offer Preparation: Assist in preparing and submitting offers.
- Negotiation: Negotiate terms to secure the best deal for you.



Closing Coordination

- Liaison with All Parties: Ensure smooth communication with sellers, inspectors, appraisers, and attorneys.
- Final Walk-Through: Schedule and oversee the final walk-through.
- Closing Day: Attend closing and ensure all details are in order.

Step-by-step guide through the buying process

1



Sign an exclusive Buyer Representation Agreement with Samir Rai & Associates

2



Discuss lender(s) with Samir Rai & Team

3



Select lender and get pre-approved for a mortgage

4



Begin home search or Investment Opportunities

5



Identify a home or investment to purchase, Walk through with Samir Rai to get Remodeling Ideas, Interior Design Ideas & Estimates. Review disclosures & comparable sales

6



Work with Samir Rai on Offer price & terms

7



Offer accepted! Samir Rai will open escrow & provide contract to Escrow company and your preferred lender. Typical Closing time(s) 21-30 day escrow average closing depending on your timeline

8



Deposit due. Wire 3% deposit to escrow company within 3 business days or less

9



Order home inspections to ensure home is in good condition (Ex: Sewer, Pool, Termites) typically within 7 days of opening Escrow.

10



Negotiate request for repairs

11



Appraisal ordered by lender. Discuss interest rates & loan lock with lender

12



Work with Samir Rai on Interior Design & Remodel of the home with in-house contractors

13



Get quotes on labor & Special Discounted material as an added bonus working with Samir Rai & Team

Step-by-step guide through the buying process

14



Homeowner's insurance. Investigate & secure insurance. Provide insurance info to lender

15



Property appraisal. Samir Rai & Associates to meet appraiser & provide comps

16



Discuss final loan terms & conditions with lender

17



Full contingency removal. Physical, appraisal & loan contingencies (if applicable) have all been removed

18



Prepare to close escrow. Call utility companies, schedule locksmith & prepare to move

19



Final walkthrough. Review & approve property condition & check that all necessary repairs were completed

20



Lender closing disclosure. Must be reviewed & signed immediately

21



Lender delivers loan documents to title company. Title company prepares closing docs, alerts you to final dollar amount due & schedules appointment in office or with notary to sign all documents

22



Title or notary appointment. Sign with title company or notary as scheduled & wire final payment

23



Close of escrow! Title is transferred and recorded. Samir Rai & Associates will arrange key exchange

24



*If Necessary - Preferred Samir Rai In-House Contractor will begin Remodel / Construction as scheduled before Move In.

25



*If Necessary - Work with Samir Rai on Interior Design, get material at wholesale. Lets Have some Fun

26



House Warming Party, Cheers!

Simplicity at Every Step



Dedicated Communication

- Independent Message Thread: Stay updated and address any questions or concerns promptly.



Regular Updates

- Weekly or Daily Updates: Once in contract, receive regular updates on milestones and tasks.

We aim to showcase the complexity of the real estate process while delivering simplicity for you. Trust us to manage the details, risks, and efforts, ensuring a delightful and stress-free experience.



We Always Integrate
Traditional, Digital and Social to get the Best Possible Results

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