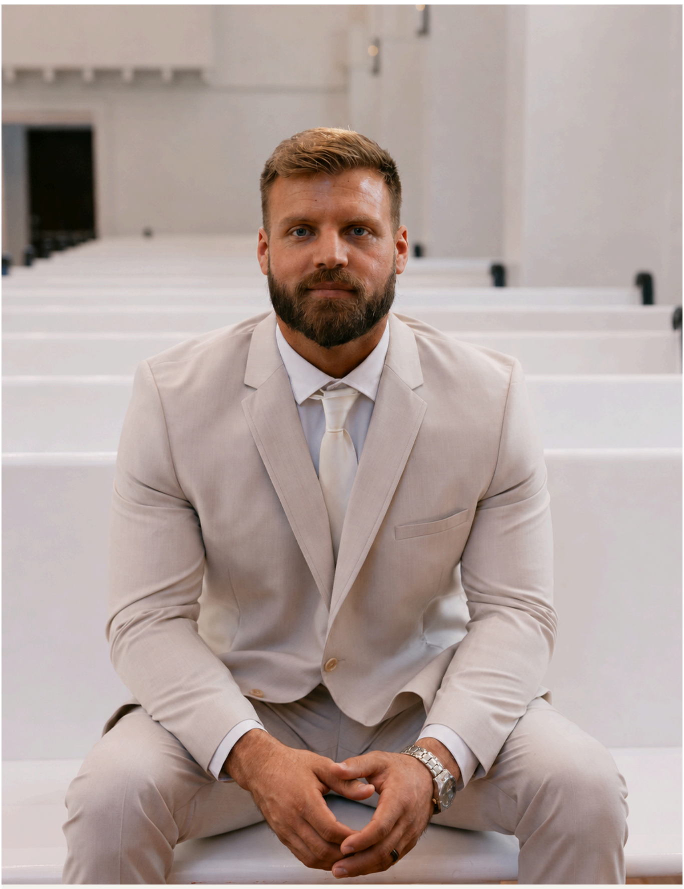
Blaise Smith

REAL ESTATE

YOUR NEXT HOME

Buyer Roadmap



Taking you to the dotted line
and beyond

Woodbury, the East Metro
and the Twin Cities

START HERE

You do not have to know every step today.

I'm Blaise. I build your search around what matters to you, compare the homes worth considering and bring you a recommendation when a decision is ready.

Your Live Home Search is where we start: one place to follow matching inventory, save favorites and share reactions. I turn those priorities and conversations into a focused shortlist, prepared tours and property-specific advice.

This Roadmap is here for the moments when you wonder, "What happens next?" We can start wherever you are. You do not need to read it all before we look at a home.

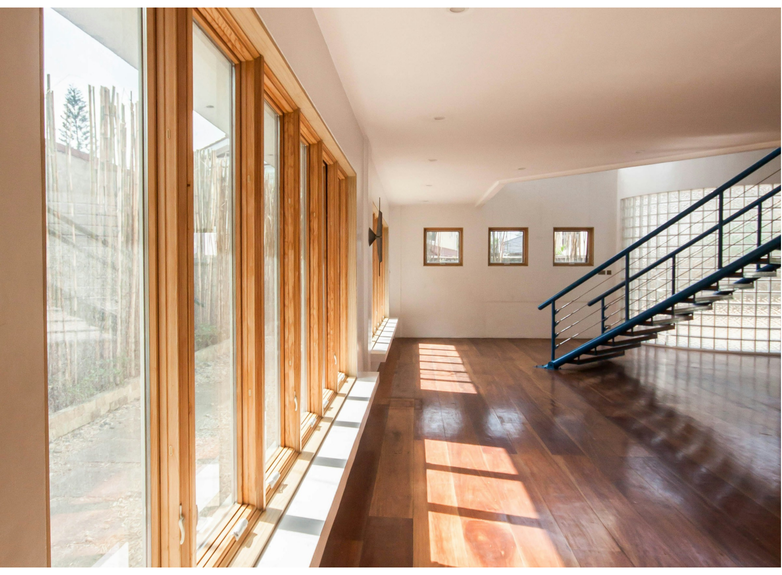
Your path

Some steps overlap. We will focus on the next useful decision, not rush you through a checklist.

01 YOUR MOVE

Get clear on your move

Before we sort homes, let's understand what this move needs to do for you.



Start with three things

Why now?

A lease ending, a different commute, more room or simply wanting a change can shape the plan.

What needs to work?

Separate true dealbreakers from preferences. A home can have an imperfect kitchen and still fit your life. A layout that cannot work for you is a different problem.

Who needs to weigh in?

Include the people who will make the decision, and tell me about any timing that affects them.

What I'll do

I'll turn our conversation into confirmed search criteria: areas, comfortable range, property type and the needs we should protect. We'll use those criteria to build Your Live Home Search, then refine them together as you see homes.

What you decide

Which needs we protect, which preferences can bend and what would make this move worth doing.

YOUR NEXT STEP

Tell me the one thing your next home needs to do better than your current place.

02 YOUR RANGE

Understand your buying range

Prepare with a lender and obtain a preapproval so you know what financing is ready before you need to act on a home.

Get the lender conversation started

Already working with a lender? Tell me who it is and where things stand. If you need one, I can provide a trusted connection. We'll identify what the lender needs to review and any questions that could affect your search.

Know three numbers

Expected monthly cost.
Ask about the loan payment, taxes, insurance and association dues. Allow room for utilities and maintenance.

Cash needed to buy.
Ask about the down payment, closing costs and expenses paid before closing, such as the inspection.

Your comfortable range.
The lender-approved maximum may be more than you want to spend. Decide what fits your life and leaves a cushion afterward.

Be prepared to act

Preapproval establishes a clearer picture of financing readiness, expected payments and cash needs. Final loan approval still depends on lender and property requirements. I'll use your comfortable range to build the search and coordinate financing questions with your lender as a home becomes serious.

You do not need to finish this before asking questions or receiving advice. Complete it before you are ready to act confidently on a home.

YOUR NEXT STEP ↗

Connect with your lender, complete the preapproval review and confirm a comfortable search range with me.

03 YOUR LIVE SEARCH

Open your live home search

Your Live Home Search is the personalized search I build around your confirmed criteria. Keep the link handy: it is our main place to follow opportunities and organize the homes you want to discuss.

Matching homes → Saved homes → Favorites

One place to keep the search moving

Matching inventory updates as the platform receives listing changes. Alerts bring you back to your search, where you can save homes, identify favorites, reject obvious misses and share useful reactions.

This is a curated search built for you, not an unfiltered feed. The criteria are intentional; automated results are not a claim that I have personally reviewed every home. Availability and meaningful details get verified before decisions.

How to use your search

01 Open your link when alerts arrive.

02 Save homes worth discussing and identify your favorites.

03 Reject obvious misses to keep your choices organized.

04 Tell me what worked or did not, especially the reason behind a favorite or a pass.

Your comments and our conversations give me the clearest direction. Saving or rejecting a home is useful organization, not a substitute for telling me what matters. If you cannot find your link, ask me to resend it.

YOUR NEXT STEP ↗

Open Your Live Home Search and send me one favorite with a sentence about why it stands out.

04 YOUR SHORTLIST

Turn the market into a useful shortlist

Your Live Home Search keeps matching inventory in view. I bring the judgment about which opportunities deserve your time.

From saved homes to stronger choices

01 **Identify the strongest options.**
I compare your favorites and other relevant alternatives against your priorities, comfortable range and timing.

02 **Read the tradeoffs.**
A lower price can come with higher dues, more work or a layout that does not fit. We'll compare the whole choice, not just the photo and asking price.

03 **Check meaningful details.**
Before a showing or purchase decision, I check relevant availability, listing information and available documents for costs, restrictions and concerns that could change the decision.

04 **Refine with your feedback.**
Tell me why a home worked or missed. I'll recommend changes to the search and confirm them with you, rather than quietly broaden your budget or assume a click changed your priorities.

What happens next

The platform handles ongoing matching and market monitoring. I focus on comparisons, prepared tours, value analysis and a recommendation: see it, investigate, compare or move on.

YOUR NEXT STEP ↗

Pick the saved homes you want to discuss. We'll turn that group into a reasoned tour plan or a sharper search.

05 TOURING

Tour with a clear eye

You notice how the home feels. I check how the layout, visible condition and ownership details fit your plans.

During the showing

Picture an ordinary day: getting ready, bringing in groceries, working, resting and using the space. Notice what fits and what would need to change.

I'll look for visible concerns and questions worth investigating, including condition, layout, ownership costs and restrictions. A showing is not a professional inspection, and I cannot diagnose a system from a quick look.

Keep offer strategy, your maximum budget and other private details for a conversation away from the property. A home may have recording devices.

Before we leave

1. What worked best for you?

2. What is your biggest hesitation?

3. Would you seriously consider buying it if the price and terms made sense?

What happens next

I'll recommend whether to explore this home further, compare it with another or adjust the search. You do not owe a house a yes because we spent time seeing it.

YOUR NEXT STEP

Give me your honest reaction while it is fresh. Update your favorites in Your Live Home Search, then tell me what should guide our next choices.

06 SERIOUS INTEREST

Decide whether this is the one

Liking a home is a reason to investigate, not a reason to skip the questions.

When your interest becomes serious

We'll look more closely at the disclosures and available records, comparable homes, condition, ownership costs and any restrictions that affect your plans.

For a home with an association, that can include dues, assessments, rules and available association documents. Questions about pets, rentals or future changes deserve answers, not assumptions.

What I'll bring you

A separate Buyer CMA & Offer Strategy for this property: the value evidence, important differences, unresolved questions and my recommended approach. That keeps this Roadmap reusable and your actual decision specific.

I'll distinguish what we know from what needs verification. A missing answer is not the same as a clean bill of health.

What you decide

Pursue it, get more information, compare another option or pass. We'll weigh both the home's fit and the tradeoffs you would be accepting.

YOUR NEXT STEP

Tell me what would need to be true for you to feel comfortable making an offer.

07 YOUR OFFER / VALUE

Start with value, not the asking price

A list price tells us where the seller has positioned the home. It does not settle what you should pay.

Read the evidence

Comparable sales

show what buyers paid for relevant alternatives. We consider when they sold and how their location, condition, layout and features differ.

Concessions and costs

can change the meaning of a headline price. Verified seller-paid costs deserve attention, but they are not the only difference between two homes.

Current competition

shows the choices buyers have now. It helps us understand your alternatives and the seller's position alongside the closed-sale evidence.

What I'll recommend

A supported approach to price, with the strongest evidence and its limits explained. Thin or mixed evidence calls for more care, not false precision.

What you decide

What this home is worth to you within a comfortable, supportable plan. We can want the home and still decide a particular number does not make sense.

YOUR NEXT STEP

Review the property-specific analysis with me. Then we'll decide how price and the rest of the offer should work together.

07 YOUR OFFER / TERMS

Build the whole offer

Price matters. So do the terms, the money required and the choices you keep if something changes.

Review these together

Financing and cash: how you plan to pay and what your lender needs to support the offer.

Earnest money: the deposit, delivery requirements and how the contract treats it.

Seller contributions: any requested help with your closing costs, clearly stated and checked with your lender.

Protections: inspection, financing, appraisal or other conditions appropriate to the offer.

Timing and possession: when closing is intended to happen and when you can actually move in.

What I'll do

I'll recommend a complete approach and explain meaningful tradeoffs. Removing a protection can change your risk; it is not simply a way to make the offer look stronger.

What you decide

The price and terms you are comfortable authorizing. We'll review the offer before you sign. A counteroffer is another decision, not an automatic yes.

Once acceptance is confirmed, we'll identify the next actions and the actual contract deadlines. Earnest money is not automatically refundable simply because you change your mind.

YOUR NEXT STEP ↗

Make sure you can explain what you are offering, what you may owe and which protections remain.

08 INSPECTION

Learn from the inspection

The goal is to understand the home more clearly and decide what the findings mean for you.

Look beyond the length of the report

A qualified inspector evaluates within the scope of the inspection. Some concerns need a specialist, an estimate or additional testing.

We'll separate routine upkeep from findings that materially affect safety, cost or your willingness to proceed. A report with many small notes is different from one unresolved major concern.

What I'll do

I'll separate the significant findings, identify questions for the inspector or a specialist and recommend a response within your contract. That may mean proceeding, proposing a resolution or evaluating whether you have a right to cancel.

The seller does not automatically have to repair everything noted in a report. Nor should you assume that an inspection gives you an unrestricted exit.

What you decide

Which issues you can accept and which change your decision. We'll use the inspector's findings and appropriate specialist advice, not guesses about repair costs.

YOUR NEXT STEP ↗

Read the significant findings promptly and bring me your biggest concerns while there is time to act under your contract.

09 FINANCING

Work through appraisal and financing

Several parts of the purchase move forward at once. Inspection, financing, appraisal, title and insurance answer different questions.

Know who handles what

Your lender

confirms loan requirements and reviews the information needed for final approval. Check with the lender before changing jobs, opening credit or making a large purchase during the loan process.

An appraiser, when required,

provides a value opinion for the lending process. An appraisal is not an inspection or a guarantee of condition.

Title and closing professionals

handle their review and closing work. Your insurance provider confirms available coverage and cost.

What I'll do

I'll bring you the issue, its effect on the purchase and a recommended response. If the appraisal is low, we'll compare the lender's position, the contract and the available choices before deciding whether to negotiate, contribute more cash or take another permitted path.

What you do

Respond to requests through the lender's or closing team's verified channels. Ask when something is unclear. Let me know about a problem that could affect the purchase.

YOUR NEXT STEP

↗

Confirm what is still needed from you, who needs it and by when.

10 CLOSING

Prepare for closing and possession

Closing is not just a signing appointment. We also need a clear plan for funds, the home's condition and when you get possession.

Before closing

Review your closing figures with your lender and closing team. Ask about any amount or term you do not understand. Confirm the appointment, identification needed and approved method for delivering funds.

At the final walkthrough, we'll check the home's condition and relevant agreed items. Raise a concern before closing rather than assume it can be resolved afterward. The walkthrough does not replace an inspection.

Protect your funds

Verify payment instructions directly with your closing provider using a trusted phone number obtained independently of the message. Do not rely on an email or text announcing changed instructions. If something seems wrong, stop and call. If money has already been sent to a suspected scammer, contact your bank immediately.

Before moving in

Confirm that closing is complete and possession is authorized under your agreement. Signing does not always mean immediate keys.

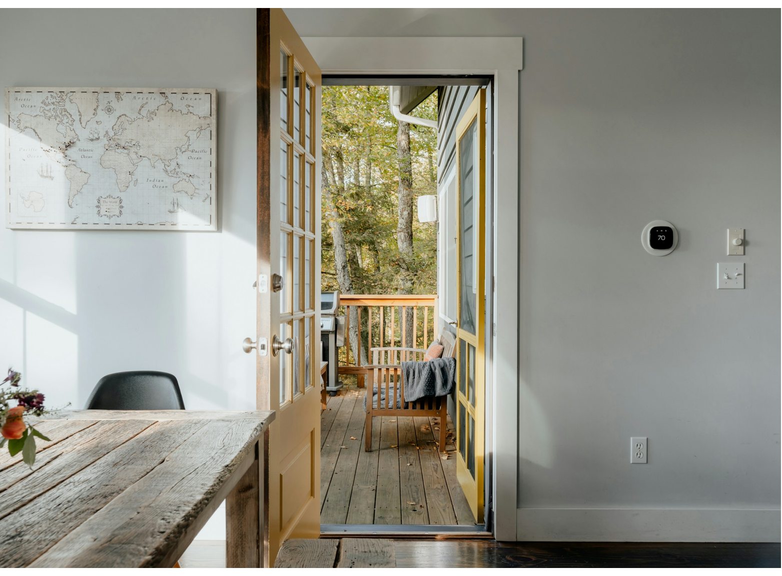
YOUR NEXT STEP

Confirm your closing, walkthrough and possession details, plus any remaining action you need to take.

11 BEYOND CLOSING

Stay connected after the move

Taking you to the dotted line and beyond means the relationship does not end when you receive the keys.



A resource for the home you now own

Getting settled.
I can reconnect you with the right closing contact for a document question and point you toward resources for the next practical step. Keep your closing records, warranties and maintenance information together.

Finding a service connection.
Need a contractor or another home professional? Tell me the work you are considering. I can share trusted connections when available; you choose the provider and confirm scope, price and qualifications.

Making a home decision.
Before a major improvement, ask about its potential resale implications. I'll discuss the market perspective while the appropriate specialist advises on construction, tax or other technical questions.

Planning what comes next.
When life changes, we can review your home's market position, a possible move or how buying and selling might fit together. That conversation can start well before you are ready to transact.

Keep the connection

Tell me how the home is working for you. If someone you care about needs a clear starting point for a move, I welcome the introduction.

YOUR NEXT STEP

Keep my contact information. Bring me the next home question, not just the next transaction.

KEEP THIS HANDY

A few terms, plainly explained

Preapproval:

A lender's assessment based on the information reviewed. Final approval still depends on loan and property requirements.

CMA:

A comparative market analysis. Relevant properties help inform a value recommendation; it is not an appraisal.

Earnest money:

A deposit handled according to the purchase contract. Its treatment if the purchase does not close depends on the contract and circumstances.

Contingency:

A contract condition that can affect whether or how the purchase proceeds. Its wording and deadline matter.

Seller concession:

A seller contribution or other negotiated benefit. Ask exactly what it covers; loan and contract limits may apply.

Appraisal:

A professional value opinion, often required by a lender. It does not replace a home inspection.

Closing costs:

Costs of completing the purchase and loan, separate from the down payment. Your lender and closing team explain the actual amounts.

Cash to close:

The amount you still need to provide at closing after applicable deposits, credits and other adjustments.

Possession:

When you are entitled to occupy the home under your agreement. It may not be the moment you sign.

A USEFUL QUESTION AT ANY STAGE:

What does this mean for my money, my timing or my options?

STAY CONNECTED

Let's make the next step clear.

If we are standing in a home together, start with what you think of it. What works? What gives you pause?

Open Your Live Home Search, save what stands out and tell me why. I'll compare the choices with you and recommend the next step. You do not have to decide everything today.

Blaise Smith

Blaise Smith Real Estate

Woodbury, the East Metro and the Twin Cities

blaise@buysellhometeam.com

Buy Sell Home Team | RE/MAX Results

Important information

This Roadmap is general education. Your purchase contract and applicable requirements control transaction rights and deadlines. Consult qualified professionals for legal, tax, lending, appraisal and inspection advice. No price, timeline or outcome is guaranteed.