



A GUIDE FOR  
**BUYERS**

ALL THE DETAILS YOU NEED TO  
SUCCESSFULLY BUY A HOME



# Paige Morlino

**REALTOR®**

Real estate agent and online educator. I help people buy, sell, and invest with strategy, confidence, and clarity.

Known for high-level marketing, strong negotiation, and a hands-on experience...so you feel informed, protected, and taken care of every step of the way. Whether you're buying and selling your personal home OR building a portfolio, I'm here to help.

# THE NUMBERS

## AUDIENCE & PERFORMANCE

3,500+

FOLLOWERS

131.8K

MONTHLY VIEWS

1,500+

INTERACTIONS

### TOP COUNTRIES

United States	97.9%
Canada	.5%

### AGE RANGE

25-34	37.7%
35-44	32.9%
45-54	13.8%

## 2025 STATS



9.15 M  
Volume



19  
Transactions



Top 1%  
Agent



@paigesellsaz



A minimalist bathroom with a large window, a freestanding bathtub, and a wooden table with towels. The room is decorated with a large potted plant, a woven basket, and a white towel hanging on the wall. The text is overlaid in the center of the image.

“

Paige walked us through every step, answered all our questions, and made sure we felt confident in our decisions

# Why Hire Me?

When it comes to buying or selling a home, having the right agent on your side makes all the difference. I'm here to be your go-to from answering calls to showing homes, to guiding you through every decision with clarity and confidence.

When it's time to bring your home to market, I create a customized strategy tailored specifically to your property. Every detail is intentional, from pricing to marketing, ensuring your home is positioned to stand out and perform.

My role is to get you the best possible outcome, leveraging proven strategies, strong negotiation, and a powerful network behind the scenes. While every client experience is personalized, I've built systems that keep everything organized and seamless, so you always know what's happening next.

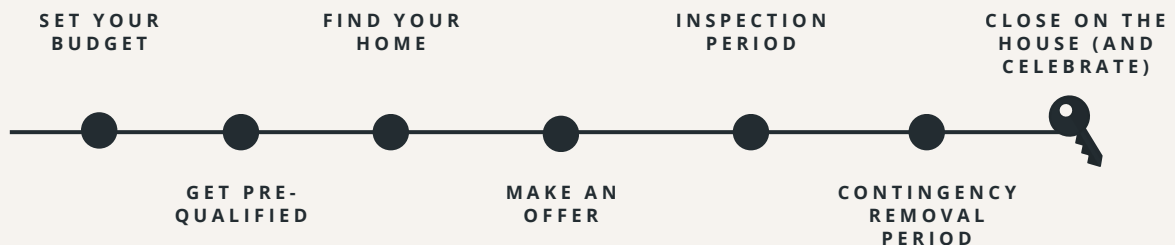


# SUCCESSFUL BUYING PROCESS

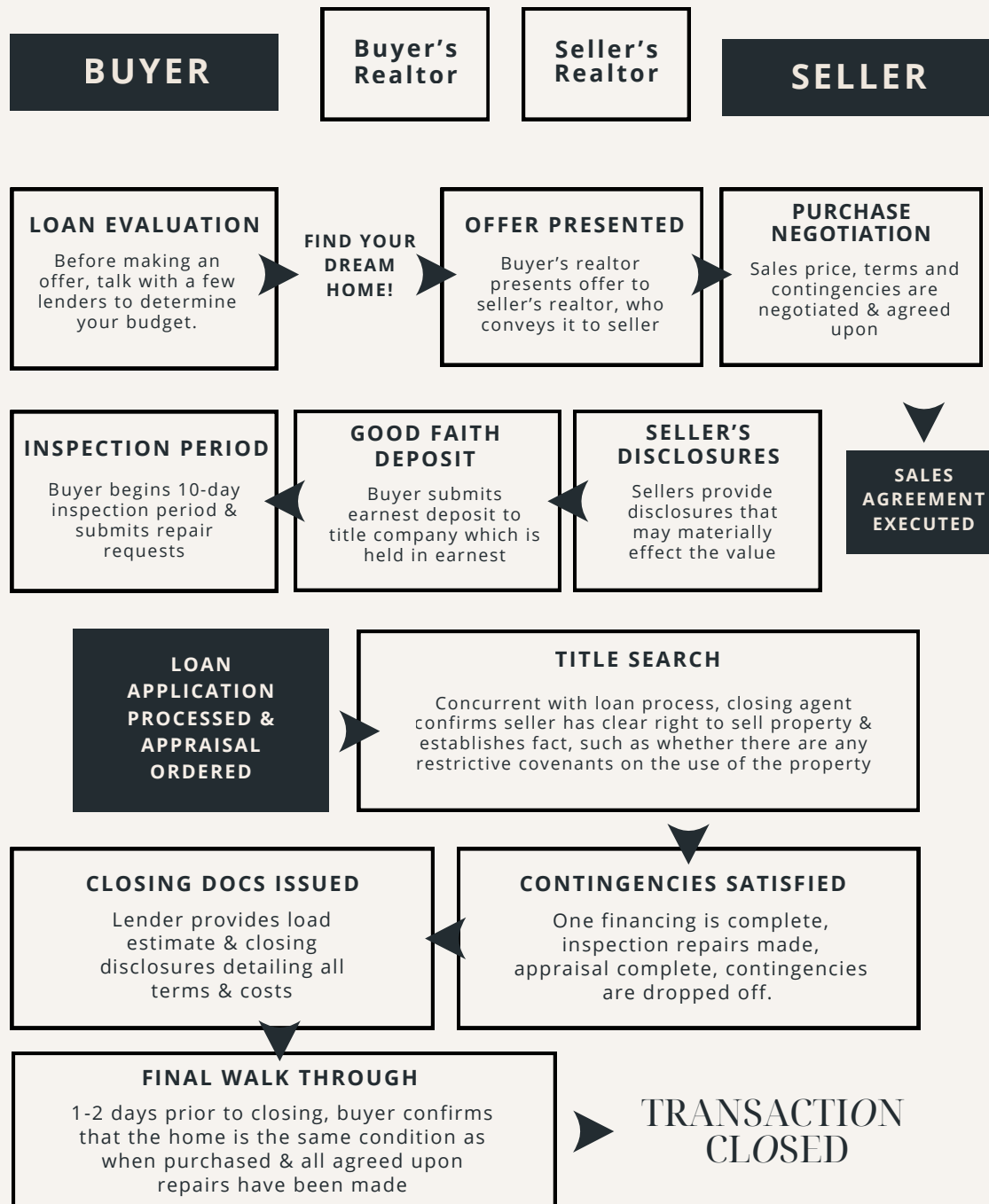
*I know that buying a new home can be stressful...*

But it doesn't have to be. Instead it can be the glorious start to a new chapter. The anticipation of creating new memories in a home that better serves your needs. We're here to help you determine your budget, find the perfect neighborhood & hear **"offer accepted!"**

Moving to a new home is exciting and we can't wait to help you every step of the way.



# HOW DOES A REAL ESTATE TRANSACTION WORK?



# TIMELINE

## BUDGET

- Determine what you want your monthly payment to be
- Determine how much you want to put down

## MEET WITH A LENDER

- Interview lenders
- Crunch the numbers to determine how much home you can afford

## SET UP YOUR HOME SEARCH

- Determine what your 'must have' items are
- Define the location you want to live in
- Set up your home search

## SHOWINGS

- Walk any homes that meet all of the qualifications you've set until you find the right one & submit an offer

## OFFER ACCEPTED!

- Deposit earnest money
- 10-day inspection period
- Appraisal

## CLOSING DAY

- Sign all lender documents
- Sign all title documents
- Sent to record + fund

## MOVING DAY

- Schedule your movers
- Turn on all utilities in your name
- Welcome Home!



# *Why* Hire an Agent?

**Unrepresented consumers account for 70% of all real estate lawsuits.**

Are you required to have a real estate agent to purchase a home? No. But you're also not required to have a professional cut your hair, so why do you pay someone to do that? Because you don't want to walk around with your hair a mess, right?

Buying a home is often one of the biggest financial investments you'll make in your lifetime. A lot can go wrong and unfortunately, it can go REALLY wrong if you don't know what you're doing.



## MEET WITH YOUR LENDER

Now that you have a clear idea on what you want and the numbers you'd like to hit, it's time to talk to a lender. Every buyer must have a pre-approval before seeing any homes. Depending on your price point (usually luxury listings), Listing Agents will require proof of funds prior to showings. This ensures sellers aren't prepping their home for showings for buyers that aren't in a position to buy.

Your pre-approval will be submitted with any offer so the sellers know you can secure a loan for their property. Once you have your pre-approval, revisit your 'must have' list to be sure those items can realistically be secured at your price point.

# SET UP YOUR HOME SEARCH

Now it's time to start shopping for your new home! We'll automate this by setting up a custom home search for you with all of the criteria you listed above. This means anytime a new home hits the market that meets your criteria, you'll get an email notification. If you like what you see, reach out and I'll set an appointment to walk the home.

A few ground rules to make this process as enjoyable as possible:

Do not walk homes that are not in your budget. I can promise you this never ends well and oftentimes makes you disappointed in what you CAN afford.

Remember when walking homes, someone else is often living there. This means we want to be respectful of their space, especially if little kids are in tow.

And finally, there are almost always cameras, so save any talk of pricing for after the showing.

YOU'RE UNDER CONTRACT...

# Now What?

Once we have an accepted contract, we send it to the Title Company who will facilitate the closing documents. The Title Company works with all parties involved (buyer, seller, both agents and lender) to compile all the documents necessary to close.

01

**EARNEST DEPOSIT**

02

**INSPECTION**

03

**APPRAISAL**

THE DETAILS...

**01**

**EARNEST DEPOSIT:** Your earnest deposit is typically 1% of the purchase price. Once all contingencies are met, your earnest money will be non-refundable and will be applied towards your down payment.

**02**

**INSPECTION PERIOD:** This is your time to do all of your due diligence on the property. It is **HIGHLY** recommended that you hire a professional inspector to do a full inspection of the home.

**03**

**APPRAISAL:** Once the inspection is complete the next contingency to remove is the appraisal contingency. Most loans require an appraisal prior to funding.



# Final Walk Through

This occurs 2-4 days prior to close and is your chance to walk the home one last time to ensure that all of the repair requests have been completed and that the house is in the same condition as when you bought it. It's normal to see boxes stacked in the garage because sellers are moving too! If everything looks good, you'll sign paperwork accepting the home's condition and we'll be on our way to a smooth close.



# CLOSING DAY

This is it, the big day!

Closing day is usually a collection of a few days. The Title Company will receive loan documents 3-5 days prior to close and you'll have two options: you can make an appointment to sign at the Title Company OR they'll send the documents to you with a notary to sign in the comfort of your own home. Either way is just fine, but you'll need to be sure if you're signing at home that there is time for documents to get back to the Title Company in a timely manner (this only comes into play if you're signing out-of-state). Both buyers and sellers usually sign all the documents a few days prior to close, so that on closing day, all that is left to do is send the title to record at the County Recorder's Office.

Your property is officially closed once the title has been recorded, then funding will follow. Depending on which day of the week and the time of day, sometimes funding doesn't happen until the next day. Banks often work on Eastern Time so if you've recorded late in the day on a Friday, you can expect it to fund on Monday.

Good news? Once it's funded we can release the keys to your new home to you!

# *What You* **CAN EXPECT**

I know this is about more than selling high and buying low and I can promise you that while there will be some bumps in the process, I'll be doing my best to help you avoid any delays or roadblocks. You can expect weekly phone calls with my trademark *tell it like it is* honesty & creative problem solving to get you where you want to go.

*Paige*

# READY TO BUY?

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