

# COUNTRY REAL ESTATE

Real Estate · Est. 1987

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TRUTH OVER TRANSACTION

## The Home Buyer's Guide

From getting pre-approved to the day you get your keys — everything you need to buy your Tehachapi home with confidence.

WELCOME

# Buying your home, done right

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Buying a home is one of the largest financial decisions you will make. You need clear guidance, strong negotiation, and a plan that protects your interests from start to finish.

Since 1987, Country Real Estate has helped Tehachapi families buy with honest advice and a steady hand. We are a local, broker-led brokerage, and every transaction is reviewed by the broker. We represent buyers with a focus on honesty, informed decisions, and protecting your interests, not just closing a deal.

This guide walks you through exactly how we help you buy, from your first conversation and pre-approval to the day we hand you the keys. You will know what to expect at every step.

## OUR PROMISE

"We help you understand what you are buying before you ever write an offer."

# Why buyers choose Country Real Estate

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- **Local since 1987.** We know Tehachapi, Bear Valley Springs, Stallion Springs, Golden Hills, and the surrounding areas, the neighborhoods and what each home is really worth.

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- **Know value before you offer.** We break down price, condition, and location so you do not overpay or miss problems.

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- **Offers built to compete.** We structure clean, strong offers positioned to win without overpaying.

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- **Honest negotiation.** We negotiate repairs, credits, and terms in your best interest.

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- **Guidance through the details.** Inspections, disclosures, and contingencies, explained in plain language, with broker review on every contract.

**How buyer-agent pay works.** Buyers and their agent now sign a written agreement up front that spells out how the agent is paid. We explain it clearly before we tour, so there are no surprises.

# The buying process

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Eight clear steps from pre-approval to your keys. Here is the path your purchase will follow.

1

## Get pre-approved

Know your budget and show sellers you are a serious, qualified buyer.

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2

## Map your budget & wish list

We set your numbers and must-haves so the search stays focused.

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3

## Tour homes

We see the right homes and evaluate condition, location, and value together.

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## Write the offer

A strong, clean offer positioned to win and to close.

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5

## Open escrow

Your earnest money goes in and the transaction timeline begins.

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6

## Inspections & contingencies

We investigate the home and negotiate repairs or credits as needed.

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7

## Appraisal & loan

Your lender finalizes financing while we keep everything on track.

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8

## Closing day

Sign, fund, record, and pick up the keys to your new home.

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# From pre-approval to tours

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## 1 • Get pre-approved

Before we tour, talk with a lender and get pre-approved. It tells you exactly what you can afford and shows sellers you are ready. In competitive situations, a strong pre-approval is what gets your offer taken seriously.

YOU WILL KNOW: YOUR PRICE RANGE, ESTIMATED PAYMENT, AND CASH NEEDED.

## 2 • Map your budget & wish list

We map three numbers together: cash available beyond your down payment, your target monthly payment, and your maximum purchase price. Then we sort your must-haves from your nice-to-haves so the search stays clear.

## 3 • Tour homes

We see the right homes, not every home. At each one we look past the staging at condition, location, and resale, and we tell you what we would want to know if we were buying it ourselves.

## 4 • Write the offer

When you find the one, we write to close, not just to win. Price, terms, and contingencies are built into a clean offer that gives you the best shot without overpaying.

# From escrow to closing

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## 5 • Open escrow

Once your offer is accepted, you deposit earnest money and escrow opens. The timeline starts, and we walk you through every date that matters.

## 6 • Inspections & contingencies

This is your window to investigate. We coordinate inspections, review the findings with you, and negotiate repairs or credits. If something is wrong, you have options, and we make sure you understand them.

TYPICAL ESCROW RUNS 30 TO 45 DAYS.

## 7 • Appraisal & loan

Your lender orders the appraisal and finalizes the loan. We stay on top of conditions and deadlines so financing comes together without last-minute surprises.

## 8 • Closing day

You sign, the loan funds, the sale records, and the home is yours. We are with you to the finish, and we hand over the keys.

## WHAT TO EXPECT

# The standard we hold

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- **Straight answers.** We tell you the truth about every home, even the one you love.
- **Regular updates.** You always know where your purchase stands.
- **Broker oversight.** Every contract is reviewed before you sign.
- **Value first.** We help you buy right, not just buy fast.
- **Strong negotiation.** We protect your interests and your money.
- **Local expertise.** Tehachapi is our home market, since 1987.

## GET STARTED

# Let's find your home

### CALL

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### VISIT

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