

THE LIZ LUND

MAKE-YOUR-MOVE GUIDE

Buying a home is a big deal.

I'll be your advocate.

Liz Lund | REALTOR®
Powered-By



01

START WITH YOUR GOALS.

WHAT'S YOUR “WHY”?

Before we start looking at houses, I want to know **what you're actually looking for.**

Are you:

- Buying your first home?
- Moving up?
- Downsizing?
- Looking for more space?
- Relocating to the Treasure Valley?
- Looking for an investment?
- Tired of renting?

YOUR GOAL CHANGES THE STRATEGY.

I don't believe in a cookie-cutter home search. We'll build a plan around **your budget, your lifestyle, your timeline and what's important to you.**

02

KNOW YOUR NUMBERS.

BEFORE YOU FALL IN LOVE WITH THE HOUSE.

Let's be honest, It's easy to fall in love with the kitchen, the backyard or the giant walk-in closet.

BUT FIRST: LET'S MAKE SURE THE NUMBERS WORK.

I'll help you understand the buying process and connect you with the right professionals to determine:

- What you can comfortably afford
- What your estimated monthly payment could look like
- Down payment options
- Available loan programs
- Closing costs & potential expenses
- What funds you'll need upfront
- What your realistic purchase range looks like

KNOWING YOUR NUMBERS FIRST = SHOPPING WITH CONFIDENCE.

And if you're a first-time buyer, don't assume you need 20% down. We'll talk about your options.

03

FIND THE RIGHT HOME, NOT JUST A PRETTY ONE.

The perfect house doesn't exist but the right home for **you**.

Let's consider:

- Location
- Layout
- Condition
- Commute
- Neighborhood
- Schools & amenities
- Yard & outdoor space
- Future needs
- Resale potential
- HOA considerations
- Seller Concessions
- Overall value

My job is to help you decide if it's the right place for you.

04

BUY WITH YOUR HEAD + YOUR HEART.

BECAUSE BOTH MATTER.

Your home should make you excited but it should also make sense.

When we're looking at a property, I'll help you think through:

WHAT DO WE LOVE?

WHAT ARE WE CONCERNED ABOUT?

WHAT WOULD WE CHANGE?

WHAT COULD COST US MONEY LATER?

DOES THE PRICE MAKE SENSE?

WOULD WE STILL LOVE IT FIVE YEARS FROM NOW?

Sometimes the best service I can give you is: "Let's slow down".

And sometimes it's: "This one is worth moving on".

You will get my honest opinion either way.



05

DON'T JUST LOOK AT THE HOUSE - LET'S NEGOTIATE.

LOOK AT THE WHOLE DEAL.

Once you find "the one," we move into strategy.

An offer has a LOT of moving pieces, so we will consider:

 **PURCHASE PRICE**

 **EARNEST MONEY**

 **FINANCING**

 **CLOSING DATE**

 **INSPECTION TERMS**

 **APPRAISAL**

 **SELLER CONTRIBUTIONS**

 **POSSESSION**

 **CONTINGENCIES**

SOMETIMES THE BEST OFFER ISN'T THE HIGHEST OFFER.

Because winning isn't always about being the buyer who pays the most.

06

INSPECTIONS.

BECAUSE “IT LOOKS FINE” ISN'T ENOUGH.

A home can look perfect and still have things you need to know about.

Depending on the property and your situation, we may need to investigate things like:

- Roof
- HVAC
- Plumbing
- Electrical
- Foundation
- Sewer/septic
- Well/water
- Drainage
- Appliances
- Structural concerns
- Other property-specific items

My job? Help you understand what you're looking at and connect you with the appropriate professionals when specialized expertise is needed.

NOT EVERY INSPECTION ITEM IS A DEALBREAKER. The goal is to know what you're buying.

WHY LIZ?

I'M NOT HERE TO JUST OPEN DOORS.

I help you make a plan - We figure out where you're going before we start chasing houses.

I help you see the whole picture - Not just the pretty kitchen. The location, price, condition, future needs and potential concerns too.

I Negotiate Like A Professional, Care Like Family - When it's time to write, counter or negotiate, I'll help you understand your options and advocate for your goals.

I communicate - You shouldn't have to wonder what happens next.

I don't want to sell you a house - I want to help you find the right home for you.

♥ **I care about the person behind the transaction** - Because you're not just buying a house. You're buying where you're going to **live your life**.

KNOW YOUR REALTOR.

You're trusting someone with one of your biggest financial assets.

Don't choose an agent just because they promise the highest price.

Don't choose one just because they're the cheapest.

CHOOSE THE AGENT WHO HAS A PLAN YOU BELIEVE IN.

WHY LIZ?

I Negotiate Like A Professional. Care Like Family. I'm a wife, mom, and a woman of Faith—so I operate



with integrity, protect my people fiercely, and never forget this is someone's life, not just a transaction.

I Have a “Call This Person” List. Not a Google Search. Need an inspector who doesn't sugarcoat? A lender who answers on Sundays? I've already got them. My network saves my clients time, money, and stress.

I Don't Collect Clients. I Collect Long-Term Relationships.

Most of my clients end up as friends. I'm the agent you still text months later—not the one who vanishes after closing.

09

WORKING TOGETHER.

HERE'S WHAT IT WILL LOOK LIKE:

- ☐ **LET'S TALK** - Tell me what you're looking for and what's important to you.
- ☐ **KNOW YOUR NUMBERS** - Connect with the right lender and understand your options.
- ☐ **BUILD YOUR SEARCH** - We'll establish your priorities and start looking strategically.
- ☐ **FIND THE ONE** - Tour homes, compare options and ask the hard questions.
- ☐ **WRITE THE OFFER** - We'll build an offer based on the property, market and your goals.
- ☐ **NEGOTIATE** - We'll work through terms and help you understand your options.
- ☐ **DUE DILIGENCE** - Inspections, appraisal, financing, title and all the other moving pieces.
- ☐ **CLOSE** - Keys. 🎉 **WELCOME HOME!**

LET'S TALK ABOUT YOUR NEXT MOVE.

You don't have to be ready to list and you don't have to know exactly when you're moving but where do you want to go next?

→ What your next steps should be

→ What questions you should be asking

→ What the Treasure Valley market looks like

→ What it could take to get you from “**maybe someday**” to “**welcome home.**”

Contact me directly:



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