

The Buyer Journey – Step-by-Step with Dave Rotundo Realty

Helping Families Turn Dreams Into Reality

📞 843-693-1876 | ✉️ Dave@HomesInSavannah.Online | 🌐

DaveRotundoRealty.com



Stage 1: Pre-Qualification & Onboarding

Getting Started on the Right Path

Your home buying journey begins with understanding your goals and establishing a strong financial foundation. We start by scheduling a comprehensive consultation where we'll discuss your budget, timeline, and what you're looking for in your dream home.

We'll explore your preferred neighborhoods and connect you with our trusted lending partners who specialize in helping buyers secure the best financing options available.



01

Initial Consultation

Meet to discuss your goals, budget constraints, timeline expectations, and preferred neighborhoods in the Savannah area

03

Pre-Approval Process

Work with your chosen lender to secure pre-approval, establishing your buying power and strengthening your offer position

02

Lender Connection

Introduction to our preferred lenders: Mallory McGee Cooler, Tonja Hathaway, Chriss Allen, and Tiffanie Cavender

04

Onboarding Complete

Receive comprehensive Buyer's Guide and confirm your preferred communication channels for seamless coordination

Stage 2: The Home Search

The exciting phase where we find your perfect match begins. We leverage cutting-edge technology and local market expertise to identify properties that align with your vision and requirements.



MLS Alert Setup

Customized alerts ensure you're notified immediately when properties matching your criteria hit the market



Showing Coordination

We schedule and confirm viewings at your convenience, maximizing efficiency with strategic tour planning



Property Evaluation

Preview listings together, verify critical details, and assess each home against your must-have list

Staying Informed Throughout Your Search

Communication is key during the search process. We gather your feedback after every showing to refine our search parameters and ensure we're moving closer to your ideal home. You'll receive weekly market updates highlighting new listings, price changes, and market trends in your target areas.

When you're ready to move forward on a property, we'll prepare a competitive offer strategy designed to secure your dream home.



Stage 3: Offer & Negotiation

Crafting a Winning Strategy

When you've found the perfect home, we transition into strategic offer preparation and skillful negotiation. This critical phase requires market expertise, attention to detail, and swift coordination among multiple parties to secure your new home on favorable terms.



Market Analysis

Review comparable sales and develop a data-driven pricing strategy that positions your offer competitively



Terms Negotiation

Navigate price, contingencies, closing dates, and inclusions to achieve the best possible outcome



Contract Execution

Finalize all terms and distribute executed contract to all necessary parties

Due Diligence & Protection

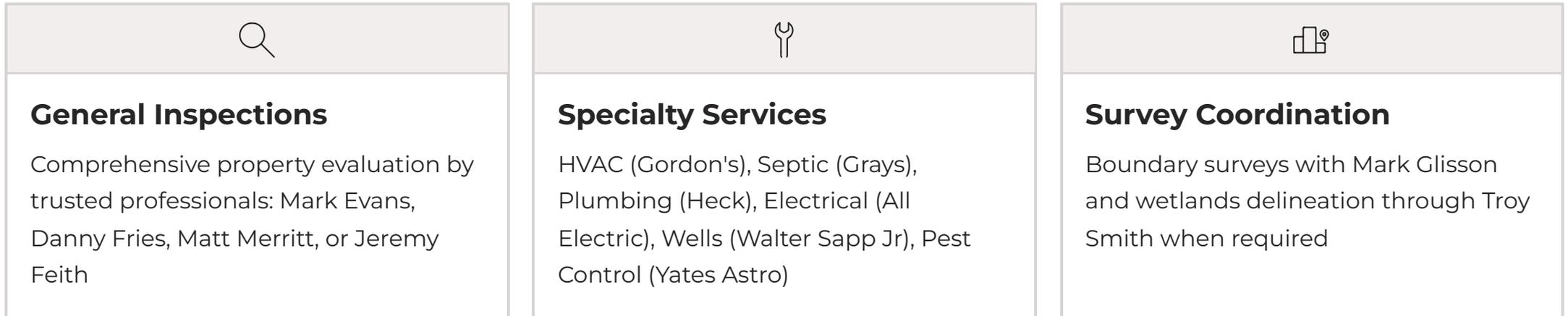
- Engineer Report coordination with Terry Dismukes, Ben McKay, or Kaylan Little
- Termite bond verification and pest status confirmation
- Termite Clearance Letter ordered through Yates Astro
- Home warranty options reviewed and added when beneficial
- Earnest money deposit facilitated through secure Earnnest platform

Post-Acceptance Coordination

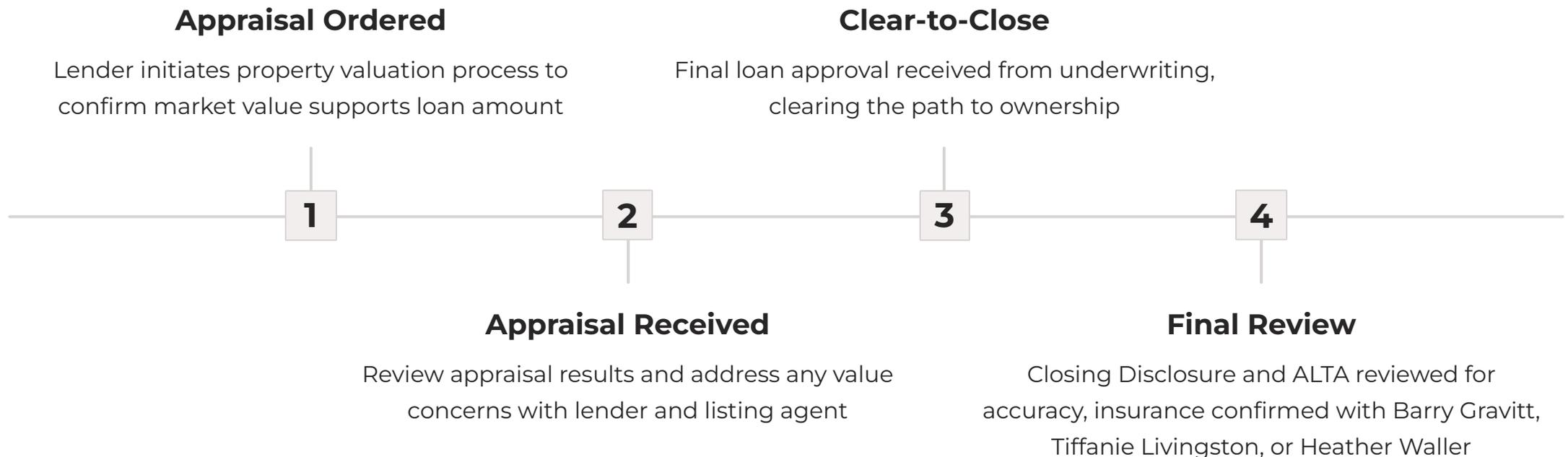
- Executed contract sent to lender, attorney, and client within 24 hours
- Secure Earnnest link distributed for earnest money deposit
- Confirmation of earnest money receipt documented
- All critical dates added to shared Google Calendar for transparency
- Communication protocols established with all transaction parties

Stage 4: Contract to Close

The due diligence period is where we verify the condition and value of your investment. This comprehensive phase involves coordinating inspections, managing the appraisal process, and ensuring all contractual contingencies are satisfied before closing.



Financing & Closing Preparation



Stage 5: Closing & Beyond



Celebrating Your Achievement

The closing table is where your homeownership dream becomes reality. We'll accompany you to the attorney's office to review and sign final documents, answer any last-minute questions, and ensure a smooth transfer of ownership.

Our trusted closing attorneys include Ratchford Law, Joel Gerber, Liz Thompson, McManamy Jackson & Hollis, and McNamara & Adams.

Closing Day

Attend closing with your chosen attorney to sign final paperwork and receive your keys. We'll be there to support you through every document and celebrate this momentous occasion!

Funding Confirmation

Verify loan has funded and deed has been recorded with the county, officially making you a homeowner

Welcome Home

Move into your new home with confidence, knowing you have ongoing support from our team

Our Commitment Continues

Your relationship with Dave Rotundo Realty doesn't end at closing. We believe in building lasting partnerships with our clients through ongoing support and community connection.



Share Your Experience

We'd be honored if you'd share your home buying journey through a Google Review, helping future families make informed decisions



Anniversary Check-Ins

Receive personalized follow-ups at 30, 90, and 180 days, plus annual home anniversaries to ensure you're thriving



Homeowner Network

Join our exclusive community of homeowners with access to trusted vendors, market insights, and neighborhood events

Your Trusted Partner Network

Success in real estate requires coordination among the best professionals in their respective fields. We've built strong relationships with trusted vendors who share our commitment to excellence and client satisfaction.

Lending Partners

- Mallory McGee Cooler
- Tonja Hathaway
- Chriss Allen
- Tiffanie Cavender

Inspection Professionals

- Mark Evans
- Danny Fries
- Matt Merritt
- Jeremy Feith

Engineers & Surveyors

- Terry Dismukes
- Ben McKay
- Kaylan Little
- Mark Glisson (Boundary)
- Troy Smith (Wetlands)

Specialty Services

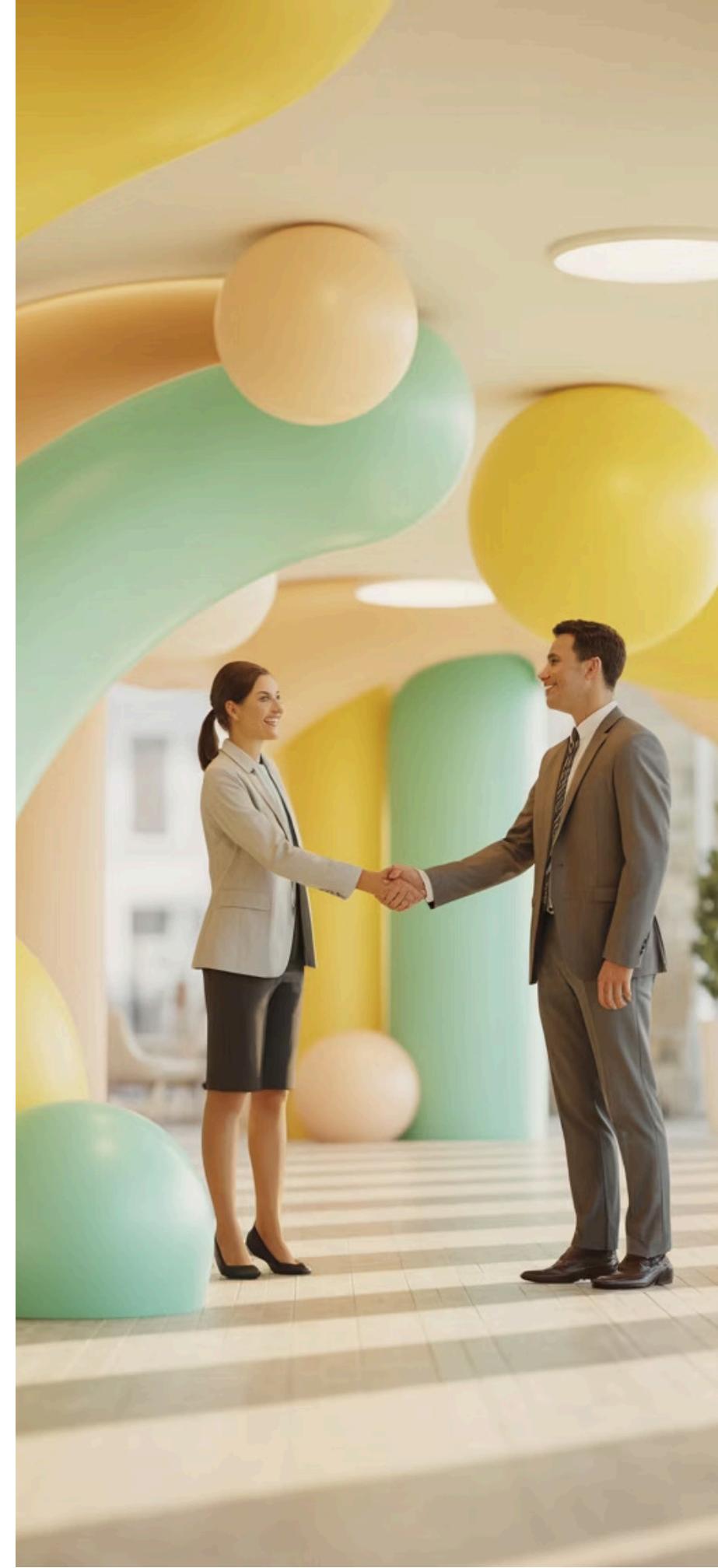
- Gordon's HVAC
- Grays Septic
- Heck Plumbing
- All Electric
- Walter Sapp Jr (Wells)
- Yates Astro (Pest/Termite)

Insurance Providers

- Barry Gravitt
- Tiffanie Livingston
- Heather Waller

Closing Attorneys

- Ratchford Law
- Joel Gerber
- Liz Thompson
- McManamy Jackson & Hollis
- McNamara & Adams



Transaction Milestones at a Glance

Every successful home purchase progresses through critical milestones. This dashboard provides transparency throughout your journey, ensuring nothing falls through the cracks.

| Milestone | Status |
|------------------------|---------------|
| Bound Contract | ● Complete |
| Earnest Money Received | ● Complete |
| Due Diligence Period | ● In Progress |
| Finance Contingency | ● In Progress |
| Appraisal Contingency | ● Complete |
| ALTA Statement Review | ● Complete |
| Final Walkthrough | ● Complete |
| Closing Date | ● Complete |

Access Your Complete Workflow

 [Dropbox Link to Buyer Workflow Checklist \(v3\)](#) – Download your comprehensive transaction checklist with detailed timelines, responsibilities, and vendor contact information.

Ready to Start Your Journey?

Whether you're a first-time buyer or experienced homeowner, we're here to guide you through every step with expertise, care, and unwavering commitment to your success.

Contact Dave Rotundo Realty

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