YOUR GUIDE TO BUYING A HOME

BUY WITH A CRS



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To find that one-in-a-million REALTOR® who will be a trusted partner in helping you buy or sell your home, look for the Certified Residential Specialist (CRS) Designation.







Benefits of using a REALTOR® with a CRS Designation:



EXPERIENCE

Certified Residential Specialists® are REALTORS® that have completed a significant number of real estate transactions and have met requirements for advanced training and education.

That means CRSs are experienced professionals who have a proven track record of successful sales and transactions.



ETHICS

As REALTORS®, CRSs abide by a strict Code of Ethics and maintain membership within the National Association of REALTORS®.



NEGOTIATION SKILLS

As a homebuyer or a seller, you face many risks along the way-financial risks, legal risks, even the risk that a home purchase will fall through.

A CRS is trained to minimize those risks and negotiate on your behalf to give you peace of mind throughout your transaction.

STEPS TO BUYING A HOUSE

GET PRE-APPROVED
- Meet with lender
- Set a budget



MEET WITH YOUR AGENT
- Discuss wants and needs
- Establish desired area



START HOUSE HUNTING
- Find the right home





MAKE OFFER, NEGOTIATE, & EXECUTE CONTRACT
- Move quickly
- Your agent will help you understand the process



INSPECTIONS
- Attend home inspection
- Negotiate repairs

APPRAISAL & TITLE WORK
- Lender orders appraisal and works with you to gather needed documents
- Title company ensures clear title





ATTEND CLOSING
- Get keys to your new home!

THINGS TO AVOID WHEN BUYING A HOUSE



- Buying or leasing a car
- Changing jobs
- Missing a bill payment
- Opening a line of credit
- Moving money around
- Making major purchases

Doing any of these could hinder your home closing



Tenisha Baylor

Certified Residential Specialist

AHWD, C2EX, EPRO, GREEN, GRI, MRP, RENE, RSPS, SRES, SRS, CRS

I am an Associate Broker with RE/MAX EK Real Estate in Emporia, KS, dedicated to providing exceptional service to both new and past customers. With certifications, designations, and endorsements including Graduate REALTOR Institute (GRI), Certified Residential Specialist (CRS), Seller Representative Specialist (SRS), Seniors Real Estate Specialist (SRES), Commitment to Excellence (C2EX), Real Estate Negotiation Expert (RENE), GREEN, E-PRO, Military Relocation Professional (MRP), At Home with Diversity (AHWD), Resort and Second-Home Property Specialist (RSPS), and Luxury Home Certification (LHC), I possess an extensive knowledge of the market and am ready to go the extra mile to help you find what you are looking for. Having been recognized with the Rising Star Award and The Best of Zillow award for excellence, I would be honored to be your go-to agent for your next real estate adventure, investment property, or rentals. Let's engage and make your real estate goals a reality.

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