The Luxury Home Buyer's Checklist

A Thoughtful Guide to Buying Exceptional Property

Purchasing a luxury property is about more than finding the right home. It's about making an informed decision, understanding the market, and having the right professionals guiding you through every step.

Use this checklist to help prepare for a confident and well-informed buying experience.

1. Define Your Vision

- ■ Determine your primary reason for purchasing: primary residence, second home, vacation property, or investment.
- ■ Identify your preferred locations and neighborhoods.
- ■ Establish your must-have features, amenities, and lifestyle priorities.
- ■ Consider architectural style, property size, privacy, and outdoor spaces.
- ■ Decide whether you prefer move-in-ready or a property with renovation potential.

2. Establish Your Financial Plan

- ■ Determine your overall purchasing budget.
- ■ Obtain mortgage pre-approval, if financing.
- ■ Review available cash reserves and investment funds.
- ■ Account for property taxes, insurance, maintenance, and ongoing expenses.
- ■ Consider currency exchange, international banking, and tax implications for overseas purchases.
- ■ Allow for additional costs associated with luxury properties.

3. Choose the Right Representation

- ■ Identify an experienced real estate professional familiar with your target market.
- ■ Seek expertise in luxury properties and comparable sales.
- ■ Confirm the professional's market knowledge, negotiation experience, and reputation.
- ■ Discuss communication expectations and the buying process.
- ■ If purchasing internationally, identify qualified local legal, financial, and property professionals.

4. Evaluate the Property

- Review comparable property sales and current market conditions.
- Evaluate the property's location, accessibility, and surroundings.
- Review property condition, construction quality, and major systems.
- Consider privacy, security, and available amenities.
- Investigate zoning, restrictions, easements, and property boundaries.
- Review any homeowners association rules or community requirements.

5. Conduct Thorough Due Diligence

- Schedule a professional property inspection.
- Review title, ownership, and relevant legal documentation.
- Confirm property taxes and any outstanding assessments.
- Review insurance availability and coverage requirements.
- Evaluate anticipated maintenance and renovation costs.
- For international purchases, understand local ownership laws, residency considerations, and applicable taxes.

6. Prepare Your Offer and Negotiate

- Review recent comparable sales and market value.
- Determine an appropriate offer strategy.
- Understand contingencies, deposits, and contractual obligations.
- Review all terms before signing.
- Negotiate price, closing terms, and any included furnishings or fixtures.

7. Prepare for Closing

- Complete financing and final lender requirements.
- Arrange final title and legal reviews.
- Confirm insurance coverage before closing.
- Review the closing statement and associated costs.
- Complete the final property walkthrough.
- Confirm transfer of keys, access, and ownership documents.

8. Plan for Life After Purchase

- Arrange utilities, property management, and ongoing maintenance.
- Consider interior design, furnishing, and personalization.
- Establish security and property care arrangements.
- Identify trusted local service providers.
- Review long-term ownership and estate planning considerations.

The Right Guidance Makes All the Difference

Exceptional properties deserve exceptional representation.

Our approach is personal, our connections are global, and our standards are exceptional. We help discerning buyers connect with accomplished luxury real estate professionals who understand their goals, their market, and the level of service they expect.

GLOBAL REAL ESTATE ADVISORY
Connecting exceptional properties with exceptional representation.