

The Arizona Home Buying Game Plan



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Realty

Your key to Southwest living.



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The Arizona Home Buying Game Plan

6 Steps to Take Before You Start Touring Homes in Phoenix

Created for Greater Phoenix buyers by Megan Franks | AZ Realtor



Know your monthly comfort zone

Decide what monthly payment actually fits your lifestyle.

Include costs like:

- mortgage payment
- HOA fees
- property taxes
- insurance

Tip: What you qualify for and what feels comfortable can be very different.



Connect With a Local Lender

A lender will help you understand:

- your price range
- estimated monthly payments
- interest rate options
- down payment strategies

Shop with clarity, not guesswork.



Get Your Financial Documents Ready

Examples include:

- proof of income
- bank statements
- credit review
- down payment funds

Prepared buyers move faster!



Define Your Must-Haves

Decide what matter most.

EX Must-haves:	EX Nice-to-haves:
• location • commute time • bedrooms • school district	• updated kitchen • large lot • community amenities

This keeps your search focused.



Understand the Phoenix Market

Things that affect your strategy:

- inventory levels
- how competitive homes are
- how long homes sit on the market
- negotiation opportunities

Local strategy makes for stronger offers.



Create Your Home Search Plan

Before touring homes, decide:

- preferred areas
- timeline for moving
- price range
- your “must-haves”

A clear plan makes the process smoother.

Thinking about buying a home in AZ?

Let's create a strategy to make your move easy!
Where Are You in the Home Buying Process?

Check the one that best describes you right now:

- ☐ Just starting to think about buying
- ☐ Planning to buy within the next 6–12 months
- ☐ Already browsing homes online
- ☐ Ready to start touring homes
- ☐ Need help figuring out my budget

Not sure where to start? Send me a message
and tell me which one you checked,
I'll help you map out your next steps.

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