



# Your First Home: The Proven Path to Home Ownership

*Gary Keller, Dave Jenks, Jay Papasan*

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"Buying your first home is probably the most exhilarating material experience you can have. Nothing else compares. It's where you hang your hat, where you rest your head; it's a source of security, an investment in your financial future. More importantly, a home becomes part of the psyche that houses your most powerful memories. You can reminisce about a rental, but you'll never love it the same way. Your home is where you build a workshop or cement a swing set into the ground or plant a rose garden like my dad and I did. There really is no place like home, especially when it's your own...." - Gary Keller, author of *Your First Home*

Written by Gary Keller, Dave Jenks and Jay Papasan, the authors behind national best-sellers *The Millionaire Real Estate Agent*, *The Millionaire Real Estate Investor*, and *SHIFT*, *Your First Home* lays out the many benefits of home ownership, provides a practical eight-step process, and emphasizes the value of working with a team of qualified professionals to ensure a smooth process.

The eight-step process consists of making the decision to buy, how to hire a great real estate agent, determining what you can afford to buy, securing the best financing, recognizing the right home for you, crafting a winning offer and negotiating with sellers, spotting serious issues at inspection, closing on your new home and how to maintain it for years to come. You'll also learn about successful creative financing strategies and ways to overcome less-than-perfect credit.



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