



Metro Detroit Home Buyer's Guide

Your complete roadmap to finding the right home in Detroit and its diverse suburbs, from a Metro Detroit specialist who leads with data, not guesswork.



What's Inside This Guide:

- Metro Detroit Market Insights
- Understand Financing & Offers
- Find Your Perfect Neighborhood

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Why Metro Detroit?

Expanding Inventory

A growing selection of homes across price points, styles, and communities gives buyers more opportunity than ever.

Luxury Growth

High-end development and renovation are reshaping neighborhoods, creating exceptional options for discerning buyers.

Diverse Neighborhoods

From historic urban enclaves to suburban family communities, Metro Detroit offers a lifestyle for every buyer.

Economic Strength

A resilient, diversifying economy anchors long-term value and continued investment across the region.

A Market for Everyone

Whether you're searching for a historic fixer-upper full of character, a brand-new construction built to your specifications, or a move-in ready suburban home with top-rated schools and quiet streets — Metro Detroit delivers. The region's remarkable range of price points, architectural styles, and community types means that buyers at every stage of life and every budget can find a place to call home. With inventory expanding and new developments emerging across the region, now is an exceptional time to explore what Metro Detroit has to offer.

Beyond real estate, Metro Detroit is simply a wonderful place to live. The region is home to world-class cultural institutions — including the Detroit Institute of Arts, the Detroit Symphony Orchestra, and a thriving culinary scene — alongside miles of scenic lakefront, state parks, and recreation trails. Residents enjoy easy access to the Great Lakes, charming waterfront towns like St. Clair Shores and Grosse Pointe, and vibrant local communities that blend urban energy with suburban comfort. Metro Detroit isn't just a smart investment — it's a place people are proud to call home.

Discover Metro Detroit Homes

Metro Detroit offers a remarkable variety of home types — something for every lifestyle, budget, and vision.

Historic Homes

Brick colonials, grand Victorian mansions, and craftsman bungalows bring timeless character to Metro Detroit's iconic neighborhoods.

New Construction

Modern custom builds offer open-concept layouts, energy-efficient design, and the freedom to personalize every detail from the ground up.

Suburban Family Homes

Spacious lots, two-car garages, manicured lawns, and access to top-rated schools make Metro Detroit's suburbs ideal for growing families.

Luxury Options

High-end homes feature gourmet kitchens, designer finishes, custom cabinetry, and premium details that elevate everyday living.

Why These Homes Matter

Each home type in Metro Detroit offers something distinctly valuable. **Historic homes** deliver irreplaceable character, architectural detail, and the warmth of established neighborhoods with mature trees and deep community roots. **New construction** brings modern efficiency, open floor plans, and the rare opportunity to customize a home to your exact vision — from layout to finishes. **Suburban homes** provide the space and community connection that families need to thrive, with access to some of Michigan's top-rated school districts. **Luxury homes** offer an elevated standard of living, with premium materials, resort-style amenities, and exceptional craftsmanship that makes every day feel extraordinary.

Metro Detroit's dynamic market means buyers can find real value across all of these categories — whether you're drawn to a charming fixer-upper with untapped potential, a move-in ready suburban retreat, or a turnkey luxury estate with every detail already perfected.

I'd love to help you explore which home type is the right fit for your lifestyle and goals — **let's start the conversation today.**

Step 1: Prepare Your Finances

A strong financial foundation is the first step toward homeownership. Understanding your options puts you in control from day one.

1

Credit Score

A score of **600+** is typically needed to qualify for a mortgage — higher scores unlock more favorable rates and terms.

2

Down Payment Options

Multiple paths to ownership: **3% conventional, 3.5% FHA, or 0% VA** — your situation determines the best fit.

3

First-Time Buyer Programs

Michigan offers special savings programs and assistance for eligible first-time buyers — ask me for the latest details on what's available.

4

Physician Loan

Exclusively designed for **medical professionals** — Physician Loans offer **0% down, no PMI, and flexible debt-to-income ratios**, making homeownership accessible even with significant student loan debt.

Getting Pre-Approved

Unlike a quick pre-qualification estimate, a **pre-approval** involves a full lender review of your income, assets, credit, and employment — resulting in a conditional commitment to lend a specific amount. In Metro Detroit's competitive market, a pre-approval letter signals you're a serious, credible buyer and can be the deciding factor in a multiple-offer situation.

Budgeting for More Than the Mortgage

Your monthly mortgage payment is just one piece of the financial picture. Be sure to budget for **property taxes, homeowner's insurance, HOA fees** (if applicable), and ongoing **maintenance costs** — typically 1–2% of the home's value annually. Accounting for these expenses upfront helps you choose a home that's truly comfortable for your budget, not just your loan approval amount.

Step 2

Define Your Home Needs

Clarity on your must-haves saves time, reduces stress, and sharpens your competitive edge in any market.



Location Priorities

School district, commute distance, and local amenities shape long-term satisfaction.



Home Style

Colonial, ranch, Tudor, or modern — choose a style and lot size that fits your lifestyle.



Must-Have Features

Prioritize bedroom count, bathrooms, garage spaces, and basement needs upfront.



Future Planning

Account for family growth, remote work space, and aging-in-place needs from the start.

The "Must-Have" vs. "Nice-to-Have" List

Before you start touring homes, it's essential to draw a clear line between your **Must-Haves** — the non-negotiable deal-breakers you simply cannot compromise on — and your **Nice-to-Haves**, which are flexible preferences you'd love but can live without. This distinction keeps you focused when emotions run high, prevents you from overpaying for features you don't truly need, and empowers you to make stronger, faster offers with confidence when the right home appears.

✓ Must-Haves

- 3+ bedrooms to accommodate your household
- 2-car garage for storage and convenience
- Specific school district for your children
- Minimum 2 full bathrooms for daily functionality
- Location within an acceptable commute range

★ Nice-to-Haves

- Finished basement for extra living space
- Open-concept floor plan
- Updated appliances or a chef's kitchen
- Large backyard or outdoor entertaining area
- Home office or dedicated flex room

Step 3: The Home Search Process



Online Research

Start with curated listings aligned to your criteria — not just what's popular.



In-Person Showings

Seeing a home in person reveals what photos never can — layout, light, and feel.



Neighborhood Exploration

Walk the streets, visit local spots, and experience the community before committing.



Move Decisively

Metro Detroit's market moves fast — preparation and clarity are your competitive advantage.

Making the Most of Your Search

Every home you tour is a data point — make it count. Bring a notebook or use your phone to jot down impressions, capture photos of standout features and potential concerns, and rate each property against your must-have list. When you've seen a dozen homes, your memory will blur; your notes and photos won't. A simple scoring system can transform a blur of open houses into a clear, confident decision.

Your agent is your greatest asset in this process. Lean on their expertise to interpret neighborhood trends, understand true market value, and identify red flags that aren't obvious at first glance. When you find the home that checks the right boxes, be ready to act — in a competitive market, hesitation can cost you the opportunity. Trust your preparation, trust your agent, and trust your instincts when "the one" appears.

Pro Tip: The Pre-Offer Strategy

- ❏ Before submitting an offer, have your agent reach out directly to the listing agent. A brief conversation can reveal the seller's true motivation — whether they need a quick close, are juggling a move, or require extra time in the home. Armed with that intel, you can tailor your offer strategically: a flexible closing date, a rent-back agreement, or a clean contract with minimal contingencies. This approach lets you win on terms, not just price — giving you a competitive edge without overpaying.

Making an Offer

1

Market Analysis

Review comparable sales to determine a fair, competitive price that reflects true market value.

2

Strategic Contingencies

Include the right protections — inspection, appraisal, and financing — without weakening your offer.

3

Accepted Offer

Skilled negotiation leads to a signed purchase agreement, putting the home officially under contract.

Key Components of Your Offer

- **Purchase Price** — A competitive amount based on comparable sales analysis.
 - **Earnest Money Deposit** — A good-faith payment applied toward your closing costs.
 - **Closing Date** — Your target date to finalize the transaction; flexibility can strengthen your offer.
 - **Possession Date** — The agreed date you receive keys, which may differ from closing.
 - **Contingencies** — Protective clauses covering inspection, appraisal, and financing approval.
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Why This Matters

A well-structured offer does more than name a price — it signals to the seller that you are a serious, prepared buyer. When every component is thoughtfully crafted, you minimize exposure to risk while maximizing your likelihood of acceptance, even in a highly competitive market where multiple offers are common. The difference between a winning offer and a losing one often comes down to the details that most buyers overlook.

Step 5: From Accepted Offer to Closing

01

Earnest Money Deposit (EMD)

Submitted within 1–3 days of acceptance. Typically 1–2% of the purchase price, held in escrow and applied toward your closing costs.

02

Home Inspection

Scheduled within 7 days of acceptance to uncover any issues before moving forward.

03

Mortgage Approval

Your lender finalizes underwriting. Stay responsive and avoid major financial changes.

04

Metro Detroit Specifics

Some municipalities require a certificate of occupancy — I'll guide you through every local requirement.

05

Final Walkthrough

Confirm the home's condition before closing day — your last check before the keys are yours.

What to Expect on Closing Day

Closing day is exciting — and a little paperwork-heavy. Here's what to bring and what to expect:

Bring a Valid Photo ID

A government-issued ID (driver's license or passport) is required to verify your identity before signing.

Certified Funds for Closing Costs

Your lender will provide a final cash-to-close figure. Bring a cashier's check or arrange a wire transfer in advance — personal checks typically are not accepted.

Review the Closing Disclosure

You'll receive this document at least 2 business days before closing. Review it carefully — it outlines your loan terms, monthly payment, and all closing costs.

Sign the Documents

Expect to sign the deed, mortgage note, and several disclosure forms. Your closing attorney or title company will walk you through each one.

Receive Your Keys

Once everything is signed and funds are confirmed — congratulations! The keys are yours. Welcome home.

Metro Detroit Neighborhood Guide

From grand historic mansions to vibrant urban lofts, Metro Detroit's communities each carry a distinct personality. Here is a closer look at some of the region's most compelling areas.

Detroit

Distinct historic neighborhoods — Downtown, Midtown, Brush Park, New Center, Boston Edison, Indian Village — from historic homes to new-construction lofts.

Royal Oak / Ferndale

Lively downtowns, eclectic shops, diverse restaurants — bungalows, brick ranches, and colonials popular with young professionals and families.

Southfield / Lathrup Village

Established, diverse communities with strong housing variety and convenient access to all Metro Detroit has to offer.

Troy / Rochester

Top-rated schools, extensive parks, strong local economies, and a mix of established subdivisions and newer builds.

Birmingham / Bloomfield Hills

Luxury homes and walkable neighborhoods — boutique shopping, top-tier dining, and some of the area's most sought-after architecture.

Grosse Pointe

Five distinct communities along Lake St. Clair — storied architecture, tree-lined streets, waterfront properties, and a strong sense of neighborhood tradition.

"The neighborhood you choose isn't just where you'll live — it's the community that will shape your daily life, your connections, and your story."

Choosing Your Community

The right neighborhood is one that fits your daily rhythm — think about your commute, the restaurants and entertainment you enjoy, and the school district that matters for your family. Every community in Metro Detroit offers something different, so aligning your lifestyle priorities with the right area will make your decision far more confident.

Before committing, try visiting your top neighborhoods at different times — a quiet Tuesday morning and a lively Saturday afternoon can reveal very different sides of the same street. That contrast often tells you more than any listing description ever could.



Why Work With Tegest Walker

Local Expertise

Tegest brings deep local knowledge of Metro Detroit's neighborhoods, market dynamics, and community nuances — built through years of living in the area.

Data-Driven Approach

Having graduated from the University of Michigan and years in engineering and consulting, I bring analytical rigor to every negotiation and market analysis. Decisions here are grounded in evidence, not instinct alone.

Trusted Professional Network

Access to vetted lenders, inspectors, attorneys, and contractors from day one — so you're never navigating alone.

Honest Guidance

Straightforward advice — always in your best interest, never just to close a deal.

"Buying a home is one of life's biggest decisions. My role is to make it smooth, informed, and rewarding."

Your Next Steps



Schedule Your Free Consultation

Let's talk about your goals, timeline, and what the right home looks like for you.



Explore Community and Lifestyle Fit

We'll identify the neighborhoods that match your priorities — not just your price range.



Access Your Personalized Home Search

Get curated listings delivered directly to you, tailored to your criteria and updated as the market moves.

Being prepared with your finances and priorities ensures you can act quickly when the right home appears.

Let's Connect

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"Ready to find your Metro Detroit home? Your journey starts with a single conversation."