

# Buyers Guide

*From start to Home!*



Follow the path to your new home! Use this checklist to mark your progress and see what's ahead. I am devoted to guiding you every step of the way. Lets get started, your dream home awaits!

- Find an Agent
- Obtain Pre Approval from Lender
- Complete "Dream Sheet" and must have's
- Start Search and view properties
- Make an Offer
- Negotiate terms
- Conduct Inspections and negotiate any repairs
- Work with Lender to obtain financing
- Secure financing
- Close on the Property
- Move In!



**Allison Smith**  
REALTOR®

**EXIT**  
EXIT SANDS REALTY

Cell: 770-519-0363  
Office: 850-215-4120  
Fax: 850-215-4106  
alliesellshomes516@gmail.com  
www.fivesixteeninteriors.com  
731-A Airport Road, Panama City, FL 32405  
Each Office is Independently Owned and Operated.

# Sellers Guide

*From start to Sold!*



Follow the path to selling your home! Use this checklist to mark your progress and see what's ahead. I am devoted to guiding you every step of the way. Lets get started, your dream home awaits!

- 
- Interview Agents
  - De-clutter- Prepare your home for listing
  - Sign all documents to list, photographs will be taken for listing
  - Complete "Dream Sheet" for new home
  - Go "Live" on the market and
  - Negotiate terms
  - Conduct Inspections and negotiate any repairs
  - Work with Lender to obtain financing
  - Secure financing
  - Close on the Property
  - Move In!



**Allison Smith**  
REALTOR®

**EXIT**  
EXIT SANDS REALTY

Cell: 770-519-0363  
Office: 850-215-4120  
Fax: 850-215-4106  
alliesellshomes516@gmail.com  
www.fivesixteeninteriors.com  
731-A Airport Road, Panama City, FL 32405  
Each Office is Independently Owned and Operated.

# Under Contract

## Now What?



Congratulations, your offer has been accepted! There are many things that need to be scheduled before closing. Use this list to understand what's ahead.

*"As your agent, I will take the stress away by assisting you with each task."*  
- Allison

- Earnest Money Deposit (EMD) delivered to closing company
- Send all required documents to the lender
- Home Inspection
- WDO Inspection (wood destroying organisms)
- Survey (if required or requested)
- Septic Inspection (if desired)
- Final Walk Through



**Allison Smith**  
REALTOR®

**EXIT**  
EXIT SANDS REALTY

Cell: 770-519-0363  
Office: 850-215-4120  
Fax: 850-215-4106  
alliesellshomes516@gmail.com  
www.fivesixteeninteriors.com  
731-A Airport Road, Panama City, FL 32405  
Each Office is Independently Owned and Operated.

# Closing Costs

what to expect



Closing costs are a part of every real estate transaction. Your initial negotiation period will determine how much each party will contribute towards closing. It is customary to split costs between both buyer and seller. See what closing cost include below.

- Down Payment
- Transfer Tax
- Prepaid Utilities
- Prepaid Property Taxes
- Interest Adjustment
- Legal fees/disbursements

Your lender will provide a broken down cost to close estimate. Generally expect 2-5% of the purchase price.



**Allison Smith**  
REALTOR®

**EXIT**  
EXIT SANDS REALTY

Cell: 770-519-0363  
Office: 850-215-4120  
Fax: 850-215-4106  
alliesellshomes516@gmail.com  
www.fivesixteeninteriors.com  
731-A Airport Road, Panama City, FL 32405  
Each Office is Independently Owned and Operated.

# My Commitment

## Why use a REALTOR®?

Only Sales Representatives who are licensed members of organized real estate (National Association of REALTORS® for US and Canadian Real Estate Association in Canada) can call themselves REALTORS®. Only REALTORS® are held to a high code of ethical and professional conduct by these organizations. Only REALTORS® have access to their market data to provide you with current information to guide you through the pricing and selling process.

---

## *What can you expect from me?*

- To **invest 100% of my effort** delivering first-class service to you
- To make the **process as simple and stress-free** as possible
- To help you see all hidden potential in your own home or properties you see.
- To work with my network of professionals to ensure you are fully informed and knowledgeable about the home-buying process by **utilizing technology, my experience, and knowledge**
- To **offer exclusive services** that can only be attained by hiring me as your trusted advisor



# About Me

## Professional

Allison is not your typical cookie cutter Realtor. With a degree in Interior Design, she is passionate about all things home. She is widely recognized for her outstanding ability to communicate and prepare her clients with both design and real estate knowledge; believing quick response is key in the industry. Her previous work experiences include CADD operating for land surveying, new construction design and sales, remodel/renovations, land sales, and furniture design and refinishing.

As a seasoned military wife, Allison has become passionate about leading her clients to the perfect home. She believes everyone deserves a beautiful space to call their own, no matter where you are, or what your budget is. She is excellent at communicating with both buyers and sellers, and is sure to help you with all your real estate or design needs, from start to Home.

---

## Day to Day

Allison describes herself as fun, outgoing and driven. In her free time, you can catch her relaxing at the beach, building her home furnishing company, painting, or working on her photography skills.

