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REAL ESTATE

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.com

# FINDING YOUR NEW HOME

SHARON LYDICK

BHGRE METRO BROKERS

REALTOR

License 368707



# HOME BUYING PROCESS



1. Choosing the Right Real Estate Agent
2. Consulting with a Real Estate Agent
3. Getting Pre-approved
4. Finding the Home
5. Making an Offer
6. Negotiating the Offer
7. Processing the Loan
8. Closing & Funding

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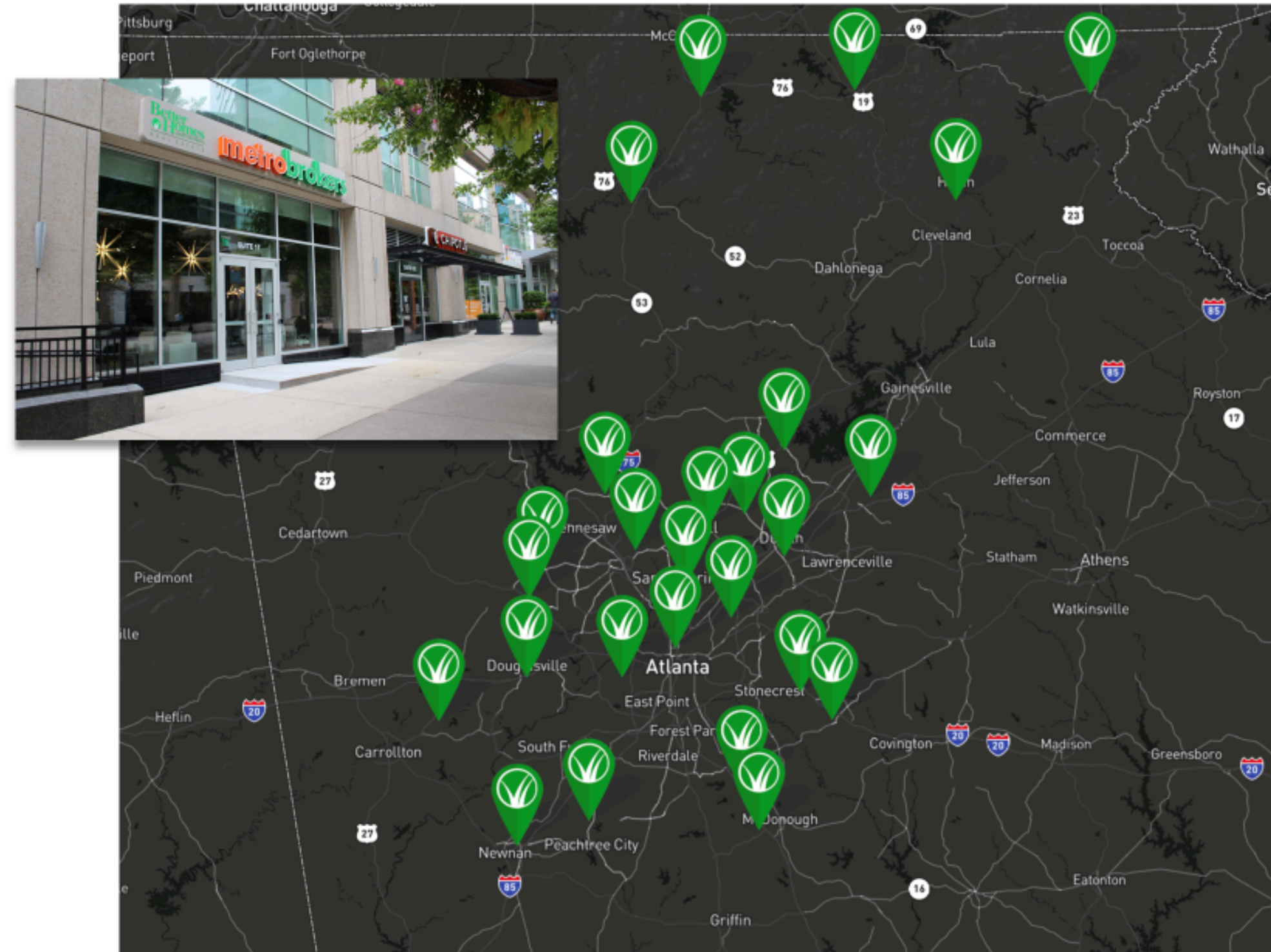
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[www.bhgrealstate.com](http://www.bhgrealstate.com)

An Independently Owned and Operated Franchise.

# ABOUT METRO BROKERS

- **Largest** real estate company in Georgia with 27 offices I can work out of
- 95% customer **satisfaction** rate
- Backed by a real team of 150 staff members focused on **OUR success**
- **Unparalleled** marketing and technology
- Instant name recognition with the **Better Homes and Gardens** brand



# BENEFITS OF METRO BROKERS



I have access to the Metro Brokers network of **2,400+ agents** working with multiple sellers through our company intranet and app.

# BENEFITS OF METRO BROKERS



Together  
We're Better



## ONE-STOP SHOP

We offer in-house Mortgage, Insurance and Closing Services to help you through the home buying process.



# ABOUT ME

SHARON LYDICK

- Serving Metro Atlanta
- Licensed since 2016
- Realtor® Member of Paulding Board of Realtors ®
- Multiple Company and Board Awards – Consistently top-producing agent since 2017
- Residential, Selling, Buying and Leases
- I will help you buy or sell your home with innovative technology, a unique set of tools, and a “client-first” philosophy.

Member of Metro Brokers Premier Team

**Sharon Lydick**

Better Homes and Garden Real Estate Metro Brokers

★★★★★ 5.0 • 4 Reviews

7 sales in the last 12 months

## Team info

This agent is a member of:  
Metro Brokers Premier Team  
★★★★★ 785 reviews



**TOP AGENT  
ON ZILLOW**



# BUYER REPRESENTATION

## Buyer representation **exists to protect you**

- Provides **detailed information** on properties from the **Multiple Listing Service** and other sources
- I will run comps so we can determine the **fair market value** of the home
- Provides you with information about the market so you can **develop an offer** including the offering price and other terms
- Assists you in understanding **different financing** options
- Reviews and helps you understand the **contract and exhibits**
- Advises you about the importance of a **home inspection** and other inspections required by law
- Coordinates with all parties of the transaction and maintains records and important dates. The Broker will make sure the **contract complies with the GA Real Estate Commission**
- **Navigate the complex path** to the closing table.
- When under an Exclusive Buyer's Agreement, we have a **fiduciary responsibility** to work in your best interests and not the sellers.





GETTING  
**PRE-APPROVED**

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# GETTING PRE-APPROVED



- A mortgage pre-approval will determine **how much money** you can borrow for the purchase of your new home
- The process includes calculating your income versus debt ratios and conducting a credit review. This helps determine the **best loan type for you**. When submitting an offer, you will have a finance contingency specific to your loan type, such as Conventional, FHA, or VA.
- A pre-approval letter will **strengthen your position** when making an offer on a home!

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# ASSESSING YOUR NEEDS

How you live will help determine **where** you live.

## Putting together your wish list

- What is the driving force behind this move?
  - Job
  - Family
  - More Space
  - Schools
  - Lifestyle
  - Etc.
- What type of activities do you enjoy?
- Who will be living in the house? How much space do you think you will need?
- Other considerations include: Age of home, lot size, kitchen, baths, layout, style, condition.
- What are three “must have” features for your new home?



For more info on Tips for Buying a Home, please visit

<https://abetterhome4u.com/buying-tips>

# SHOWINGS YOUR WAY

Homes on sites such as Zillow, Realtor.com, and others have the option to register and allow you to save favorites. Please notify me before registering if possible as we have a more accurate system for you.

Finding the perfect home requires a collaborative effort between the agent and the buyer. I'll create a personalized home search on the MLS, and we can review together which listings you'd like to visit.

We create a Showing Tour to see multiple homes at a time and at the time most convenient to your schedule.



MAKING

# An Offer and the Steps to Closing

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# YOU FOUND THE HOME YOU LOVE!



As your agent, I will assist you through the next phase

Deciding on Offer Price

Other negotiable items in the contract

- Inspections, repairs, and home improvements
- Closing costs, points, or home warranty
- Closing data and possession

Your lender will process the loan application

- Order appraisal
- Obtain all required documents from you for the final approval and once the loan is complete will issue a Clear to Close.

For a more detailed list of the Steps to the Closing Table, please visit <https://abetterhome4u.com/buying-process>

# INSPECTING THE PROPERTY

- Home inspections will serve as an **education** in the structure and systems of the property you are purchasing
- The inspector(s) will give you information regarding condition, maintenance, lifespan **and more**
- I will help guide you through the process so you can **negotiate repairs** for the property based on the review of the inspections







# GET READY FOR CLOSING DAY



# ACTION ITEMS DURING ESCROW

- Obtain Homeowner's Insurance
- Pay for Lender's appraisal
- Provide the lender with all documents requested and sign disclosures in a timely fashion
- Decide if closing will be in-person, mail-away, or utilizing a power-of-attorney
- Get Utilities scheduled
- Pack, Hire Movers, Schedule moving trucks
- Wire the funds to the title company the day before closing.



# COMMUNICATION

Mobile: 678-522-5131

Email: Sharon.Lydick@MetroBrokers.com

I love helping my buyers find their new home. I believe honesty and communication are the two most important factors for a successful partnership, and I expect the same from my clients. I am usually available anytime and have even taken calls late into the night or before 6 a.m. If I'm free or awake, I don't mind taking your call or text because I truly love what I do. If I'm not available, I will get back to you as soon as I can. We have a team of agents in my office who can also assist in showing homes if I am unavailable. Providing the best customer service to you is my priority. I want to ensure you get all your questions answered and make this a smooth transaction, as it is one of the most expensive and important investments you'll make.





“Mrs. Sharon went above & beyond for our family's forever home. She spent many days trying to find the perfect home. She was able to multitask with the sale of our home. When something came up she would handle it immediately or have a solution to make the process smooth. I didn't stress the entire process. She is very knowledgeable. She truly knows her job & loves what she does. It shows in the way she works. I would recommend her to anyone looking to sell or purchase a home.”

- Bonnie F

LET'S GET  
STARTED!

