

BUYER'S GUIDE

Essential Guide for Finding Your Dream Home

REALTY**ONE**GROUP
INCLUSION

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CAMBRIE PROPERTIES
REAL ESTATE



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One fact about buying a home is that it can be a significant investment that may appreciate over time, providing the potential for long-term financial stability and wealth-building opportunities.




MEET YOUR REALTOR®




Tasha Marie Jetter


GA | SC REALTOR®

 Cambrie.Properties

Hi there!

My name is Tasha Marie, and I am a passionate REALTOR® who loves to help clients find their dream home. With 5 years of experience in the industry, I have developed a deep understanding of the local market and pride myself on my ability to provide top-notch service to my clients. My approach is centered around building strong relationships with my clients and getting to know their unique needs and preferences. I am dedicated to providing personalized attention, excellent communication, and a commitment to ensuring a smooth and stress-free transaction. I am honored to be a part of your home buying journey and look forward to working with you!

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TERMS TO KNOW

EARNEST DEPOSIT

Earnest money is a deposit that a buyer pays to a seller to show their commitment to purchasing a home. Typically, earnest money checks are between one to three percent of the purchase price.

MORTGAGE

A loan provided by a lender to the home buyer to finance the purchase of a home.

DOWN PAYMENT

A down payment is the money a buyer pays upfront when closing on a home loan, and is usually a percentage of the home's purchase price.

APPRAISAL

An estimate of the value of the property performed by a licensed appraiser to determine its fair market value.

HOME INSPECTION

A detailed examination of the property by a licensed home inspector to identify any potential issues that could affect the sale or value of the property.

CONTINGENCY

A condition that must be met in order for the sale to proceed, such as the buyer obtaining financing or the completion of a satisfactory home inspection

OFFER

A proposal to buy a property, including the price and terms of the sale.

CLOSING COSTS

Fees associated with the purchase of a home that are paid at the closing of the sale. This may include appraisal fees, title insurance, and attorney fees.

DISCLOSURE

The seller's obligation to disclose any known defects or issues with the property that could affect its value or safety.

TITLE

The legal right to own and sell the property, which is conveyed to the buyer at closing.

ESCROW

A third-party account that holds funds, documents, and other items related to the sale of the property until the transaction is completed.

UNDER CONTRACT

A stage in the sale process where the seller has accepted an offer, but the sale has not yet been finalized.

CLOSING

The final step in a real estate transaction where the buyer pays for the property and the seller transfers ownership.

HOME BUYING PROCESS

1

FIND A REAL ESTATE AGENT

Choose a real estate agent to help you navigate the market, find properties that fit your needs, and guide you through the process.

2

PREPARE YOUR FINANCES

Determine your budget, get pre-approved for a mortgage, research neighborhoods that fit your budget and lifestyle

3

START YOUR SEARCH

Use online real estate websites, attend open houses, and work with your agent to find homes that fit your criteria.

4

MAKE AN OFFER

Once you find a home you like, work with your agent to make an offer. The offer should include the purchase price, contingencies, and a deadline for the seller to respond.

5

GET A HOME INSPECTION

Hire a licensed home inspector to evaluate the condition of the home and identify any issues that need to be addressed.

6

GET A HOME APPRAISAL

A home appraisal is an evaluation of the property's value by a professional appraiser. The appraiser will consider factors such as the home's size, location, condition, and comparable sales in the area.

7

CLOSE THE DEAL

Work with your agent, lender, and attorney to finalize the transaction.

8

MOVE IN

Congratulations, you're now a homeowner! Coordinate with movers and utilities to make a smooth transition into your new home.

FIND A REAL ESTATE AGENT

Choosing a real estate agent whom you trust and feel comfortable with can be as challenging as finding your dream home. Given the significant investment you are about to make, it's crucial to work with an agent who is as committed to your needs as you are.

With our experienced team of agents, you can feel confident that we will help you find your dream home and guide you through the entire home buying process.

OUR EXPERTISE

Our agents possess industry knowledge that goes beyond what's available to the general public. This specialized knowledge can help you find the right home at the best possible price, based on market trends and other factors.

NEGOTIATING SKILLS

With our team's collective experience and expertise, we can guide you through the home buying process and help you make informed decisions. Our agents know how to navigate complex negotiations to ensure that you get the best value for your investment.

PROFESSIONAL STANDARDS

Our agents are held to the highest standards of professionalism. They undergo regular training and compliance checks to stay up-to-date on changes in legal and administrative procedures. This ensures that you receive reliable and accurate guidance throughout the home buying process.

CUSTOMER SERVICE

We believe that customer service is key. Our agents are committed to providing exceptional service and answering any questions or concerns you may have. We treat our clients with the same level of respect and care that we would want for ourselves.

PREPARE YOUR FINANCES

DOWN PAYMENT

The down payment is the initial amount of money paid by the home buyer towards the purchase of the property. The down payment typically ranges from 0% to 5% of the home's purchase price depending on the type of financing the buyers secures.

IMPROVE YOUR CREDIT SCORE

A good credit score can help you secure a lower interest rate on your mortgage. Pay down any outstanding debts and avoid making late payments to improve your credit score.



DETERMINE YOUR BUDGET

Determine how much you can afford to spend on a home, taking into account your income, expenses, and debts. This includes not only the mortgage payment but also property taxes, homeowner's insurance, and home maintenance costs.

GET PRE-APPROVED FOR A MORTGAGE

This will give you a clear idea of how much you can afford and will make the home buying process smoother. It's important to research and compare mortgage rates and terms from different lenders to find the best option for your financial situation.



START YOUR SEARCH



MAKE A LIST OF MUST-HAVES AND NICE-TO-HAVES

Create a list of features you need in a home, such as the number of bedrooms and bathrooms, location, and yard size, as well as features that would be nice to have, but are not essential.



RESEARCH NEIGHBORHOODS

Research the neighborhoods you are interested in, taking into consideration factors such as schools, safety, access to public transportation, and local amenities.

ATTEND OPEN HOUSES AND HOME SHOWINGS

Attend open houses and home showings to get a better sense of the homes you are interested in. Take notes and pictures to help you remember each home.

04

MAKE AN OFFER

Once you've found a property you're interested in, work with your real estate agent to submit an offer to the seller. Your offer should include the purchase price, contingencies, and any other terms and conditions you want to include.



PREPARE FOR NEGOTIATIONS

The seller may counter your offer with a different price or terms. Be prepared to negotiate and work with your agent to come up with a counteroffer.

BE FLEXIBLE

Negotiations may require some give and take. Be open to compromise and consider factors such as the condition of the property, market trends, and the seller's motivation for selling.

GET A HOME INSPECTION



A home inspection is an evaluation of the home's condition and structure by a professional home inspector. The purpose of the inspection is to identify any issues that may affect the value of the property or pose a safety hazard.

During the inspection, the inspector will evaluate the home's electrical, plumbing, HVAC, and other systems, as well as the roof, foundation, and overall structural integrity. The inspector will also look for evidence of water damage, pest infestations, and other potential issues.

Based on the findings, the inspector will provide a detailed report outlining any issues that were identified. This report can be used to negotiate with the seller for repairs or to adjust the purchase price.



GET A HOME APPRAISAL

During an appraisal, the appraiser will consider various factors such as the home's size, location, condition, and comparable sales in the area. They will then provide an estimated value of the property based on their analysis. The mortgage company will order the appraisal when its time and is a up front cost to the buyer.

Understand that the appraisal can impact your financing, as lenders use the appraisal to determine the amount they will lend you.



APPRAISAL CONTINGENCY

It is common for buyers to include an appraisal contingency in their purchase agreement, which allows them to back out of the purchase if the appraisal comes in lower than the purchase price.

APPRAISAL COST

The cost of the appraisal is typically paid by the buyer and can range from a few hundred to a few thousand dollars, depending on the type of appraisal and the size of the property.

HOMEOWNER'S INSURANCE

Be sure to obtain homeowner's insurance to protect your investment in the home.

PROPERTY TAXES

The appraisal can impact your property taxes, as the assessed value of the property is used to determine the amount of property taxes you will owe. If the appraisal comes in higher than expected, you may need to budget for higher property taxes.

CLOSE THE TRANSACTION

REVIEW THE CLOSING DISCLOSURE

A few days before the closing, you will receive a closing disclosure from your lender that outlines the final details of your loan, including the loan terms, interest rate, and closing costs. Review it carefully to make sure everything is accurate.

CONDUCT A FINAL WALKTHROUGH

Before closing, conduct a final walkthrough of the property to ensure that any repairs or requested changes have been made and that the property is in the same condition as when you made your offer.

REVIEW AND SIGN CLOSING DOCUMENTS

During the closing, you will review and sign several documents, including the mortgage note, the deed of trust, and the settlement statement. Review them carefully and ask your agent or attorney any questions you may have.

PAY CLOSING COSTS

You will be required to pay closing costs, which may include appraisal fees, title insurance, attorney fees, and other charges. In most cases this is done before meeting at the closing table.

MOVE IN

CONGRATULATIONS ON YOUR PURCHASE AND BECOMING A HOMEOWNER!

Moving in is an exciting step in the home buying process. Here's what to expect when you're ready to move into your new home

- Hire a moving company
- Pack and label your items
- Transfer utilities
- Change your address with the post office and relevant organizations
- Unpack and settle in
- Explore your new neighborhood



CLIENT TESTIMONIALS

Tasha was an absolute pleasure to work with. She was punctual, knowledgeable and professional. She guided me through my first home buying experience with ease. The entire process was smooth and seamless. Tasha had the resources I needed when i needed them. I would definitely recommend her to anyone wanting to buy a home.

-N. George

Tasha made the process of selling our home so easy. She exceeded our expectations and even negotiated an offer over asking price. I can't say enough great things about Tasha and her professionalism. I'm looking forward to working with her again in the near future.

-A. Jackson

Tasha is an AWESOME agent!! She recently help my sister and I purchase our first home. She's very professional, patient, knowledgable, and extremely responsive. Tasha, we thank you for all your hard work and patience. Thank you for helping us find our first home.

-E. Mozee

Tasha made our dreams come true. Our home buying process was so east and fast. She exceeded our expectations. I don't have exact words to express how lucky we were to have her on our side! I can't say say enough great things about her professionalism! Excellent human being. Thank you Tasha!

-M. Contreras

RESOURCES

MORTGAGE BROKER

Kia Norris | **King Newton Financial Services, LLC.**

keiwananorris.zipforhome.com

(912) 403.4128

HOME INSPECTOR

Lavonnia Cummings | **First Response Home Inspections**

1stresponsehomeinspections.com

(912) 210.2446



REAL ESTATE ATTORNEY

Joel Gerber | **Brannen, Searcy & Smith, LLP**

www.brannenlaw.com

(912) 234.8875

HOME WARRANTY

Keri Smith | **Choice Home Warranty**

CHWPro.com

(770) 570.7544

PROFESSIONAL CLEANING

Buenos Cleaning Services |

www.buenoscleaningservices.com

(912) 441-8679

PROFESSIONAL MOVING COMPANY

Nicole Allen | **American Moving and Storage** | www.american-moving-storage.com

(912) 398-3983

This image shows a full page of white paper with horizontal grey ruling lines. The lines are evenly spaced and run across the width of the page. At the top center, the word "NOTES" is printed in a large, black, serif font. The page is otherwise blank, with no handwriting or other markings.