

BUYER'S GUIDE

YOUR ROADMAP TO SUCCESSFUL HOMEOWNERSHIP



Magnolia Real Estate

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Sheree Sutton REALTOR®

Mason & Magnolia
Real Estate

Proudly serving South Mississippi, from the Pine Belt to the Gulf Coast, with offices conveniently located in Hattiesburg and Ocean Springs to meet all your real estate needs.

follow on



hey there.

I'm Sheree, and I'm committed to making your home-buying experience better.

When I bought my first home, I realized how much easier and more enjoyable the process could be with the right guidance. That experience inspired me to become a real estate agent who does things differently.

My goal is straightforward: to help you find the best home for you and secure the best possible deal in this market.

I'm here to look out for your best interests at every turn, making the process as smooth and advantageous for you as possible.

Ready to experience a different kind of home buying journey? Let's get started!



Who You Partner With Matters

INDUSTRY INSIGHT THAT PAYS OFF

With 20 years in real estate, I've mastered the ability to spot great deals and market trends early. This means:

- My data-driven advice maximizes your investment potential
- You'll benefit from my ability to spot hidden opportunities
- Expect transparent recommendations from me, empowering your decisions



20 years of experience



Assisted in over 150 transactions last year



> 24 hour response time



Two convenient office locations

CONNECTED AND IN-THE-KNOW

In this business, who you know can be as important as what you know:

- You'll have access to my vetted network of top industry professionals
- My industry connections mean early looks at upcoming listings for you
- Need renovation help? I'll connect you with trusted contractors



About My Brokerage

MASON & MAGNOLIA REAL ESTATE



At Mason & Magnolia, we pride ourselves in our Realtors knowledge and southern hospitality. We love Real Estate and want to do our best to make sure your experience is as stress free and easy as possible. We will do whatever we can to see that you are happy on closing day. The Real Estate process can be a joyful experience. Let us have the privilege of showing you how and making your Real Estate dreams come true.

Community Over Everything!



Your Home Buying Journey so Far...

UNDERSTANDING WHERE YOU ARE & HOW YOU GOT HERE

What are you hoping to accomplish today? I want to make sure I'm answering the questions that you need?

☐

What inspired you to start looking for a new home?

☐

How long have you been considering buying? your life changing in your new home?

☐

What steps have you taken so far?

☐

What challenges or concerns have you encountered?

Let's discuss what you're hoping to achieve with this move:

- *How do you anticipate this move will impact your daily routines and lifestyle?*
- *What limitations of your current residence are you aiming to overcome with a new home?*
- *Are you pursuing particular opportunities (like schools, jobs, or community features) with this move?*

Describe Your Perfect Home For Me

IF YOU COULD DESIGN IT, WHAT WOULD IT LOOK LIKE?

Basic Features

- Number of bedrooms
- Number of bathrooms
- Preferred square footage
- Lot size
- Garage spaces
- Home styles
- Interior features
- Exterior features

Neighborhood and Location

- What's your ideal neighborhood like?
- Do you need to be in a specific school zone?
- How important is proximity to work, schools, or other frequent destinations?
- What kind of community feel are you looking for?

Are there any features or conditions that would immediately rule out a property for you?

On a scale of 1-10 (1 being very flexible, 10 being not at all flexible), how would you rate your willingness to compromise on:

- Location
- Size
- Condition (fixer-upper vs. move-in ready)
- Price



Must Have Checklist

YOUR NEEDS AND WANTS IN YOUR NEW HOME

As we go through each item, consider whether it's a: Must Have, Nice to Have , Not Important:

Home Basics

- ☐ Number of bedrooms
- ☐ Number of bathrooms
- ☐ Square footage
- ☐ One-story or multi-story

Additional Considerations

- ☐ Move-in ready
- ☐ Fixer-upper
- ☐ Age of home
- ☐ HOA community
- ☐ Pool Access
- ☐ Private yard

Additional Features

- ☐ Open floor plan
- ☐ Updated kitchen
- ☐ Home office space
- ☐ Basement
- ☐ Bonus Room
- ☐ Front porch
- ☐ Separate laundry area
- ☐ Dining Room

Location

- ☐ Specific neighborhood(s)
- ☐ Proximity to work
- ☐ School district
- ☐ Near shopping, etc.
- ☐ Near transportation

Comfort Zone vs. Pre-Approval

YOUR IDEAL PRICE RANGE AND MAXIMUM BUDGET

- ☐ Have you been pre-approved for a mortgage?
- ☐ What's the pre-approval amount you've received?
- ☐ Where do you feel most comfortable in terms of monthly payments?

Your comfort level may be lower than your pre-approval amount, and that's okay. We want to find a home that fits your financial goals.

- ☐ What's the absolute maximum you're willing to consider?

For Example: "If you say \$400,000 is your max, and a home that checks all your boxes is listed at \$405,000, would you want to know about it?"

- ☐ What's the number that, if exceeded, means you don't want to know it's for sale?
- ☐ Are you open to homes that might need some work if it means staying within your budget?
- ☐ Are you aware of all the costs associated with homeownership beyond the mortgage payment?





Upfront Costs in Buying

FEES AND EXPENSES TO BE AWARE OF AND TO TAKE IN CONSIDERATION

- | | |
|---|--|
| <input type="checkbox"/> Earnest Money Deposit (Typically 1-3% of purchase price) | <input type="checkbox"/> Closing Costs (Usually 2-5% of loan amount) |
| <input type="checkbox"/> Home Inspection (Average cost: \$300- \$500) | <input type="checkbox"/> Initial Home Repairs or Updates (1-3% of home price for immediate repairs/updates) |
| <input type="checkbox"/> Appraisal Fee (Typically \$300-\$600) | <input type="checkbox"/> Home Warranty (Optional) (Typically \$300-\$600 for first year) |
| <input type="checkbox"/> Down Payment (Varies widely: 3.5% (FHA) to 20% (conventional) of purchase price) | <input type="checkbox"/> Moving Costs (Local move: \$500-\$1,500 or Long-distance move: \$2,000-\$5,000 or more) |

Important Considerations:

- *Some of these costs can be negotiated with the seller to be included in closing costs*
- *Your lender may require you to have cash reserves in addition to these upfront costs*
- *Always get estimates in writing and ask for explanations of any fees you don't understand*



Choosing Your Mortgage Partner

UNDERSTANDING LENDER TYPES TO CHOOSE FROM



Before we dive into the world of mortgage lenders, let's get one thing straight: not all lenders are created equal. Just like you wouldn't buy the first house you see, you shouldn't go with the first lender you come across.

Think of choosing a lender like picking a travel buddy for a long road trip. You want someone reliable, who fits your style, and won't drive you crazy along the way. In the mortgage world, that means finding a lender who offers the right mix of rates, service, and expertise for your unique situation.

Main Types of Lenders

☐ Online Lenders ☐ Big Banks ☐ Local Options

Each has its own strengths and quirks. Understanding these can help you find the perfect match for your homebuying journey.

Pro Tip: Don't limit yourself to just one type of lender. Get quotes from at least one online lender, one bank, and one local lender. This strategy can save you thousands over the life of your loan and ensure you're getting the best deal available.

Lender Red Flags

WHEN TO WALK AWAY FROM A LENDER

1. Pressure to Act Quickly

▶ "This rate is only available today!"

Why it's a red flag: Legitimate offers don't vanish overnight. This is often a tactic to rush you into a decision.

5. Asking for Upfront Fees

▶ "We just need a small fee to get started..."

Why it's a red flag: Most legitimate lenders don't charge for pre-approvals or applications.

2. Lack of Transparency

▶ Vague or evasive answers about fees and terms

Why it's a red flag: A trustworthy lender will be upfront about all costs and conditions.

6. Guaranteeing Approval

▶ "We can definitely get you approved, no matter what!"

Why it's a red flag: No lender can guarantee approval before thoroughly reviewing your finances.

3. Pushing You Towards a Larger Loan

▶ "This rate is only available today!"

Why it's a red flag: A responsible lender focuses on what you can comfortably afford, not maximum profit.

7. Poor Communication

▶ Slow responses, ignored questions, or constant staff changes

Why it's a red flag: If they're hard to reach now, imagine when it's crunch time

4. Discouraging Shopping Around

▶ "You won't find a better deal elsewhere, so why look?"

Why it's a red flag: Confident lenders encourage comparison because they know their offer stands up to scrutiny.

8. Pushing Risky Loan Products

▶ Emphasizing low initial payments without explaining adjustable rates or balloon payments

Why it's a red flag: A good lender explains both benefits and risks of all loan options.

Recommended Lenders

Please feel free to reach out and interview some of the lenders that I know and trust.

Brett Phillips, Gulf South Mortgage



☎ (228) 831-0933 office
☎ (601) 408-5410 cell
✉ Brett@gulfsouthmortgage.net

Grace Russell, CMG Mortgage



☎ (228) 284-5908 office
☎ (318) 312-0992 cell
✉ Grussell@cmgfi.com

Donna Stewart, Fairway Mortgage



☎ (228) 669-5581 office
☎ (228) 669-5581 cell
✉ donna.stewart@fairwaymc.com

Robin Livingston, Canvas Mortgage

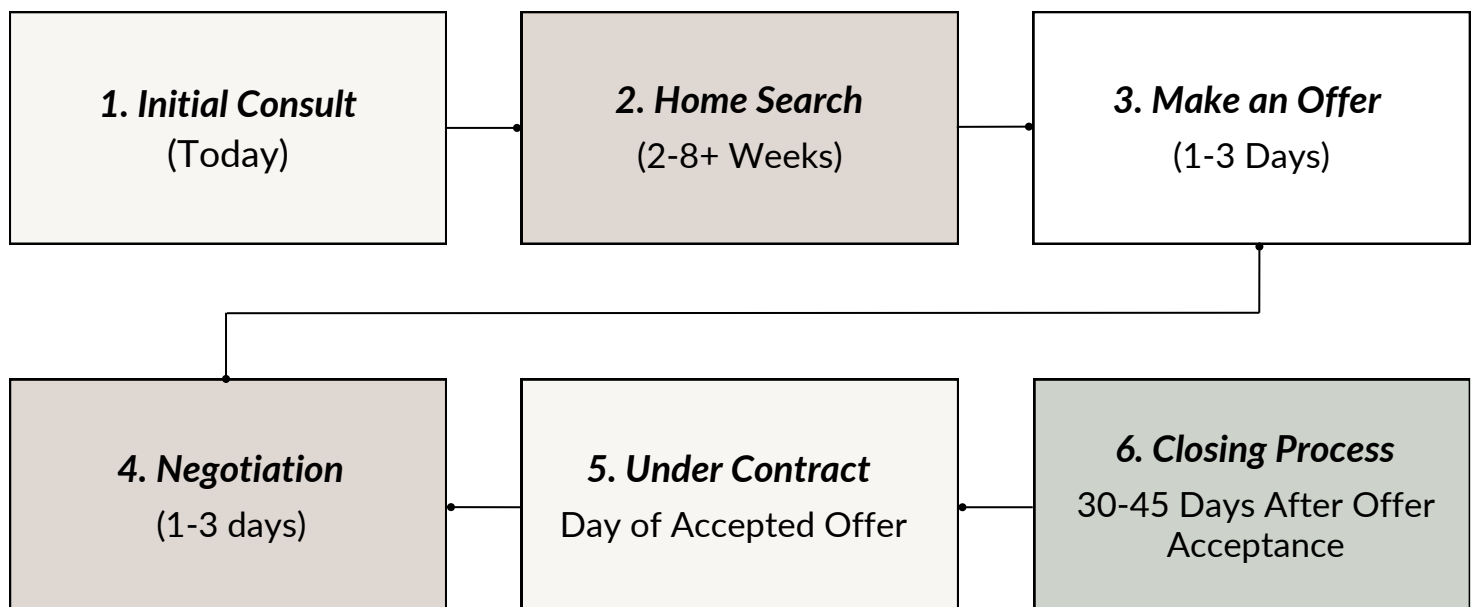


☎ (601) 336-1227 office
☎ (601) 303-4663 cell
✉ robin.livingston@canvasmortgage.com

Your Home Buying Timeline

REALISTIC TIMELINE OF EVENTS

If we sign the Buyer Agency Contract today, here's a realistic timeline of events:



If we start the process today...

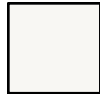
- Under Contract Period: We could be under contract within **5-8 weeks**.
- Closing timeline: Given current market conditions, we could be closing on your home within **9-10 weeks**.

Best Case Scenario: You could be in your new home in **2-3 months from today!**



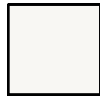
Your Home Search

LEAVING NO STONE UNTURNED IN FINDING YOUR HOME



Custom MLS Searches

- Tailored to your specific criteria
- Instant alerts for matching new listings
- Regular updates on market trends in your desired areas



Beyond Active Listings

- Exploring expired listings
- Investigating terminated and cancelled listings
- Uncovering withdrawn properties



Professional Network

- Engaging top agents in your preferred areas
- Tapping into our network for upcoming listings
- Collaborating with colleagues to find hidden gems



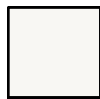
Off-Market Opportunities

- Access to pocket listings
- Reaching out to potential sellers
- Utilizing our database of past clients and contacts



New Construction

- Leveraging relationships with local home builders
- Exploring pre-construction options
- Providing insights on builder reputations



Personalized Strategy

- Regular refinement of search criteria
- Incorporating your feedback to improve our focus
- Proactively pursuing promising leads



Maximizing Your Buying Power

STAND OUT AND SUCCEED IN A COMPETITIVE MARKET



In today's competitive real estate market, it's crucial to have a strategy that sets you apart from other buyers. The following pages will introduce you to creative ways to strengthen your offer and increase your chances of success.

- We'll explore various strategies to make your offer more attractive to sellers
- Today's market often requires more than just the highest bid
- Each additional strategy we discuss can significantly enhance the appeal of your offer
- You have the flexibility to choose which strategies you're comfortable using
- My goal is to help you stand out in a pool of offers

Remember:

- Every situation is unique
- We'll tailor these strategies to your specific circumstances
- You're in control - you decide which approaches feel right for you



Financial Boosts for Your Offer

FINANCIAL WAYS TO HELP YOUR OFFER STAND OUT

- ☐ Pay cash
- ☐ Use conventional financing
- ☐ Propose an escalation clause
- ☐ Provide a larger earnest money deposit (3% and up)
- ☐ Offer to cover seller's closing costs
- ☐ Pay over asking price
- ☐ Offer to pay over appraised value (5-10% and up)
- ☐ Provide full lender approval (versus pre-approval)
- ☐ Waive the appraisal contingency
- ☐ Propose to pay for the seller's moving expenses
- ☐ Increase down payment on your loan
- ☐ Provide a non-refundable earnest money deposit
- ☐ Cover any potential appraisal gap
- ☐ Offer to pay for home warranty
- ☐ Pay for repairs identified in the inspection (up to a certain amount)

The goal is to stand out in a pool of offers

Flexible Terms, Stronger Offers

TERMS TO HELP YOUR OFFER STAND OUT

- ☐ Waive appraisal contingency
- ☐ Waive financing contingency
- ☐ Waive home sale contingency
- ☐ Offer free occupancy post-closing (45-90 days)
- ☐ Offer extended occupancy post-closing (beyond 90 days)
- ☐ Shorten inspection timeline
- ☐ Agree to a quick closing
- ☐ Offer flexible closing date to accommodate seller's needs
- ☐ Offer to handle property clean-up or junk removal
- ☐ Include a right of first refusal if seller receives a better offer
- ☐ Offer a rent-back agreement
- ☐ Use seller's preferred title company or attorney
- ☐ Conduct appraisal before inspection
- ☐ Accept property as-is (inspections still recommended)
- ☐ Limit repair requests to major issues only
- ☐ Offer to purchase some of seller's furniture or appliances
- ☐ Allow seller to remove certain fixtures they want to keep



Setting the Stage for Your Offer

KEY INFORMATION TO DISCUSS

1	STRATEGIZING YOUR OFFER PRICE We'll determine your maximum budget and craft a competitive initial offer strategy
2	STRENGTHENING YOUR EARNEST MONEY DEPOSIT We'll decide on the amount and terms of your earnest money to reinforce your offer
3	NAVIGATING CONTINGENCIES WISELY We'll identify necessary contingencies and discuss potential waivers to balance protection and appeal
4	ALIGNING YOUR CLOSING TIMELINE We'll pinpoint your ideal closing date and assess your timeline flexibility
5	ADDRESSING SPECIAL REQUESTS AND INCLUSIONS We'll compile a list of desired inclusions and any specific conditions for the sale.
6	GAUGING YOUR MOTIVATION AND FLEXIBILITY We'll assess your desire for the property and willingness to negotiate to inform our strategy

From Offer to Agreement

NAVIGATING THE OFFER AND NEGOTIATION PROCESS

01. *Submitting Your Offer*
We'll prepare and submit a compelling offer package.
02. *Seller's Response Window*
Sellers typically respond within 24-48 hours.
03. *Potential Outcomes*
The seller may accept, reject, or counter your offer.
04. *Negotiation Dynamics*
We'll navigate counteroffers, prioritizing your interests.
05. *Multiple Offer Situations*
Competitive markets may require our strongest offer upfront.
06. *Contingency Negotiations*
We may negotiate inspection or appraisal findings.
07. *Finalizing the Deal*
We may negotiate inspection or appraisal findings.



Navigating Multiple Offer Situations

WHAT YOU NEED TO KNOW

What is a Multiple Offer Situation?

- Multiple buyers submit offers on the same property simultaneously
- Sellers can choose to accept, reject, or counter any offer
- Competition can drive up prices and favor sellers

Strategies for Success:

1. Put Your Best Foot Forward

- a. Submit your strongest offer upfront
- b. Consider offering above asking price if you really want the home

2. Minimize Contingencies

- a. Fewer contingencies make your offer more attractive
- b. Consider waiving some contingencies if you're comfortable

3. Increase Earnest Money

- a. A larger deposit shows you're serious about the purchase

4. Be Flexible on Closing

- a. Accommodating the seller's preferred timeline can give you an edge

5. Consider an Escalation Clause

- a. Automatically increases your offer up to a set limit to beat other offers

6. Act Quickly

- a. Be prepared to make decisions fast in multiple offer scenarios



Your Viewing Preferences

FINDING THE BEST TIMES TO TOUR HOMES

- ☐ When do you prefer to view homes?
 - Weekday afternoons
 - Weekday evenings
 - Weekends
- ☐ Consider your work schedule and family commitments
- ☐ Be prepared to adjust for hot properties or limited showing times
- ☐ Let's discuss your ideal viewing schedule and any constraints
- ☐ We can adjust the number based on your preferences and market conditions
- ☐ Always be prepared for last-minute changes or opportunities

Optimizing Home Tours

For Better Decision-Making

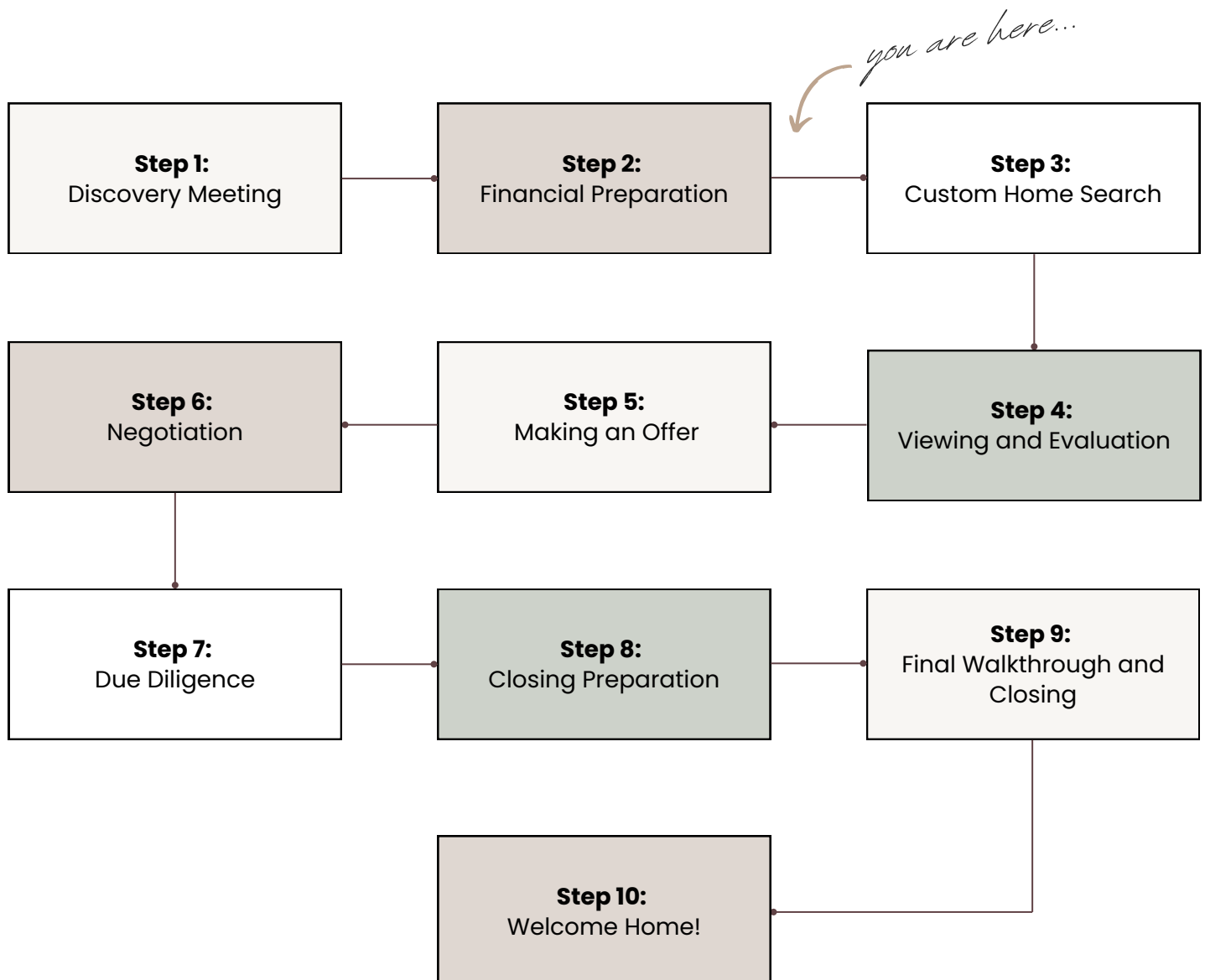
- ☐ We typically view a max of 2-3 homes per outing
- ☐ Benefits of this approach:
 - Fresh perspective for each property
 - Time to discuss and compare between viewings
 - Ability to take notes and photos without rushing



Your Simple Path to Home Ownership

MY TRIED AND TRUE HOME BUYING METHOD

My 10-step approach makes home-buying efficient and stress-free, avoiding common challenges. Here's our game plan





Your Next Steps to Buying Your Home

WHAT YOU CAN EXPECT TO HAPPEN AFTER THIS MEETING

Step 3: Custom Home Search

- You'll get access to real-time market data and trends to inform your decisions
- I'll send you insights into neighborhood-specific information you won't find online
- I send you a curated list of properties that match your criteria, saving you time and energy
- I cut through the noise to present you with vetted, high-quality options

Step 4: Viewing and Evaluation

- I ensure flexible scheduling and a proactive approach so you never miss out on a great home
- If a home is available and you want to see it, I'll make sure you get in there.
- You'll receive an in-depth analysis of each property's value, condition, and potential
- I'll help identification of any red flags or hidden opportunities

Step 6: Negotiation

- We'll use smart negotiation tactics to secure the best possible deal
- I'll advocate on your behalf with your best interests in mind
- I'll leverage my industry connections and market knowledge for your advantage
- You'll benefit from my experience in handling various negotiation scenarios

Step 5: Making an Offer

- I'll provide data-driven strategies to help you make competitive offers without breaking your budget
- I'll leverage my relationships within the industry for your benefit
- I'll pull out all my tricks and strategies to make your offer appealing
- You'll have confidence knowing your offer is strategically crafted



Step 7: Due Diligence

- We'll have full coordination of all aspects of the purchase, from offer to closing
- You'll have access to my vetted network of inspectors and other specialists
- I'll use proactive problem-solving to address any issues that arise
- You'll have peace of mind knowing every detail is being inspected closely.

Step 8: Closing Preparation

- You'll experience my seamless transaction management to keep the process on track
- We'll have clear communication with regular updates on the progress of your home purchase
- I'll use straightforward explanations of complex processes and terms
- You'll feel confident and informed throughout the closing process

Step 9: Final Walkthrough and Closing

- We'll go to your home and have a thorough final inspection of the property to ensure everything is as agreed
- We'll ensure all conditions of the sale have been met before closing
- I'll guide you through the closing process with clarity and confidence
- You'll be fully prepared for this final step in your home-buying journey

Step 10: Welcome Home and Ongoing Support

- I'll hand you over your keys and you will start the process of moving all your belongings in your new home
- I'll assist you with any questions or concerns after you've moved in
- If you need renovation help in the future you'll have access to my connections with trusted contractors
- I'll provide you with ongoing market updates and resources for all your post-purchase needs



Do You Think I Can Help You Secure the Right Home in a Reasonable Time Frame?

ARE YOU READY TO PUT ME TO WORK FOR YOU?

I understand this is a big decision. What specific concerns do you have that I haven't addressed yet? I want to make sure you feel completely comfortable before we move forward.

I'm confident that together, we'll find you the right home for you during this season of your life. I'm looking forward to getting started and keeping you updated every step of the way. Let's make this happen!"

I'm going the extra mile to find your home fast



THEN YOU'RE PROBABLY WONDERING...

What's All of This Going To Cost You, Right?

My services may cost you nothing out of pocket. Here's how:



As part of my job to negotiate the best deal for you, I'll ask the seller to contribute closing cost concessions.



These concessions could potentially cover some or all of my fee.



My goal is to structure the deal so that you pay as little out of pocket as possible.

Even Better News:

- *You don't pay me anything until we're at the closing table.*
- *That's right - no upfront costs or fees.*
- *I only get paid when I successfully help you buy your new home.*
- *When I hand you your new keys, that's when my fee is paid through the closing process.*



Understanding the NAR Settlement

HOW IT EFFECTS YOU AS A BUYER

The key change: sellers are no longer required to offer compensation to buyer's agents as a condition of listing their home on the Multiple Listing Service (MLS).

HOW DOES THIS AFFECT YOU AS A BUYER?	HOW DO I GET PAID NOW?	WHAT DOES THIS MEAN FOR YOUR HOME SEARCH?
<ul style="list-style-type: none">• You may be responsible for my commission if a seller doesn't offer compensation• We need a signed agreement outlining my services and compensation.• You might need to factor potential agent fees into your home-buying budget.	<ul style="list-style-type: none">• If the seller offers compensation, I can still be paid through this offer.• If no seller compensation is offered, you may need to pay me directly.• My compensation could become part of our negotiation process when making offers.	<ul style="list-style-type: none">• We'll discuss my compensation upfront and have a clear agreement.• Some sellers may still offer buyer agent compensation, others may not.• We might need to negotiate my compensation as part of your offer on a home.



What If Sellers Don't Offer Agent Commission?

HERE ARE SOME FACTS TO CONSIDER

The Pros of Sellers Offering Buyer Agent Commission

When sellers offer a buyer's agent commission, it often works in your favor. This approach typically leads to a wider selection of homes for you to consider, as these properties tend to attract more attention from buyer's agents. You're likely to have access to a broader range of options that fit your criteria. Additionally, homes with offered commissions may move more quickly in the market, potentially allowing you to act fast on a property you love.

The Flip Side of Sellers Offering Buyer Agent Commission

However, it's important to understand potential drawbacks. Sellers offering commission may factor this cost into their listing price, potentially resulting in a higher asking price. This could impact your negotiating power or stretch your budget. While you don't directly pay the commission, it's ultimately part of the overall transaction cost. Consider how this aligns with your financial goals when viewing homes with and without offered commissions.

"Bentley's approach to real estate is refreshingly thorough and client-focused. Her method consistently leads to better outcomes for sellers." - Jane Smith

Potential Seller Approaches to Agent Compensation



Upfront Compensation Offer

With this approach, sellers are clear about their willingness to offer compensation to buyer's agents.

- We'll know from the start if the seller is offering compensation and how much.
- This transparency can make the offer process more straightforward.
- It may indicate a motivated seller, potentially giving us more room for negotiation on other terms.

Flexible Compensation Approach

This strategy keeps compensation as part of the overall negotiation process.

- The seller's agent might say, "Submit your offer, and we'll consider all terms."
- We'll need to include agent compensation as part of our offer strategy.
- This approach gives us flexibility to negotiate commission alongside other terms of the sale.



No Compensation Offered

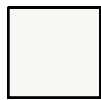
This approach makes it clear that the seller isn't offering compensation to buyer's agents.

- We'll need to discuss how my services will be compensated, potentially by you directly.
- This might affect our offer strategy, as we may need to factor in my compensation.
- It could give us leverage to negotiate a lower purchase price, as the seller isn't paying commission.



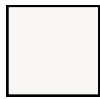
Signing the Buyer Broker Agreement

UNDERSTANDING OUR PARTNERSHIP



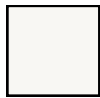
Our Partnership

The Buyer Broker Agreement formalizes our working relationship. It outlines my commitment to you as your dedicated agent throughout your home-buying journey.



Protecting Your Interests

This agreement ensures that I'm working exclusively for you. It allows me to advocate fiercely on your behalf during negotiations and throughout the entire process.



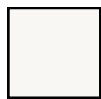
Clarity on Services

The agreement details the specific services I'll provide, including property searches, market analyses, and guidance through inspections and closing. It's my promise of comprehensive support to you.



Flexibility

While the agreement is a commitment, we can discuss terms that work best for you, including the duration and any specific requirements you may have.



Exclusivity

This agreement usually means you'll work exclusively with me. This allows me to fully commit my time and resources to finding your ideal home.



are you ready?

GETTING YOUR HOME ON THE MARKET

Your Next Steps...

1. *Sign the Buyer Agency Agreement*

- This formalizes our working relationship
- Ensures I can fully represent your interests

2. *Finalize Your Home Search Criteria*

- We'll refine your must-haves and nice-to-haves
- Set up custom property alerts based on your preferences

3. *Get Pre-Approved for a Mortgage*

- If you haven't already, we'll connect you with trusted lenders
- A pre-approval strengthens your position as a buyer

4. *Schedule Initial Property Tours*

- We'll start viewing homes that match your criteria
- I'll provide insights on each property and the surrounding area

5. *Stay in Regular Communication*

- I'll check in regularly with updates on the market and new listings
- Feel free to reach out anytime with questions or concerns

6. *Prepare for Making Offers*

- We'll discuss offer strategies for properties you're interested in
- I'll help you understand current market conditions and how they affect your offers

Because You Shouldn't Have To Do It Alone



Buying a house is a huge deal, and especially in this market, you deserve true representation. Someone who's going to look out for your best interest, fiercely negotiate on your behalf, help you spot the best deals, and point out all the red flags. Whether you're ready to get serious about your search today, or just are looking to start gathering your facts, I'd love to help.

Sheree Sutton

REALTOR®

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☎ 228.369.5343 office
✉ shereesellsthesouth@gmail.com
📍 2130 Government St
Ocean Springs, MS 39564

follow on



Ready to Take The Next Step?

Together, we've accomplished:

- Explored your homeownership goals
- Discussed the current real estate market in your area
- Outlined the key steps in the homebuying process
- Addressed your initial questions and concerns

Your Next Steps:

1. Sign the Buyer Agency Agreement
2. Finalize your home search criteria
3. Get pre-approved for a mortgage (if not already done)
4. Begin viewing potential homes

Remember, I'm here to support you throughout this process. Whether you need:

- ✓ More detailed market insights
- ✓ Assistance with mortgage lenders
- ✓ Property tours
- ✓ Advice on making offers

I'm just a phone call, video chat, or in-person meeting away. No pressure, no obligations – just continued guidance to help you find and secure your dream home.

Your new home is out there waiting for you. Let's go find it together!



Sheree Sutton REALTOR®

Proudly serving South Mississippi, from the Pine Belt to the Gulf Coast, with offices conveniently located in Hattiesburg and Ocean Springs to meet all your real estate needs.

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let's connect

Scan the QR code to stay in the know about local happenings, hot new listings, fun things to do, and so much more.

