



What to Expect When Buying A Home

THE CARL HAWTHORNE TEAM

FINDING YOUR DREAM HOME: A BUYER'S GUIDE

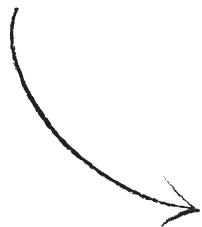


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Consultation

NEEDS VS. WANTS

Let's be real! At the end of the day, needs are more important than wants. You don't always have to compromise, but we find it best to sit down with everyone involved and fill out a "wish list." This is where hopes and wishes meet reality.



BUYER'S AGENCY

The buyer's agent is your best friend. He or she will help you evaluate properties, prep offers, choose the best negotiating strategies and have YOUR best interest! The agent's fee is paid according to written agreement between you and the broker. If you, as a buyer, want an agent to represent you—you must enter a written buyer agreement.

****NOTE: Remember to sign the buyer's agency agreement for proper representation and full benefits!***



PRE-APPROVAL

Unless you are buying with cash, Pre-Approval is your next step. We will provide you a list of preferred lenders who can help you on your way! Lenders help you determine what you are comfortable spending as a monthly payment. This will make it easier for us to determine the best price range when searching for your future home. The lender will also make earnest money deposit, down payments and closing costs easier to understand!

The Search → Written Offers

THE SEARCH BEGINS

Our team prescreens homes for you that fit your dream style, location, price and size. Most buyers search online and attend open houses as well. Feel free to send those you find to your agent also. We will be there to research and discuss the process every step of the way!



PREPARING THE OFFER

Once we have found your dream home, we will work together to pinpoint an offer price.



NEGOTIATE. ACCECPT. REJECT. COUNTER. REPEAT.

The next step is presenting your offer to the seller. The offer will initially go one of three ways:

1. Accept
2. Reject
3. Counter

The first two are self-explanatory. The offer either gets accepted, rejected or the seller will make a counteroffer. We will then negotiate the terms of the contract to create a win-win for both the buyer and seller.

Neighborhood value, condition of the property, intended repairs and improvements are all common things to discuss during this stage.

GOOD TO KNOW...

Price— price is not your only term! You may fall in love with a home that is in a competitive situation. Our team will help you present offers that will get accepted.

Earnest Money— EM are funds put down as a “good faith” gesture that you’re serious about buying a house. Usually, EM is 1 to 2% of the purchase price. The money is deposited into an escrow account with a real estate broker or closing attorney. During the Due Diligence Period and Financing Contingency, your EM is refundable if certain time lines and conditions are met. Your EM is refundable or applied at closing.

Inspection



FOLLOWING THE CONTRACT

It is so important for the buyer to honor and stay within the contract at all times. You want to avoid being in default of contract terms (i.e.- financing, due diligence, etc.). Inspection costs vary based on the type of property being purchased.

Home buying can be confusing! Don't worry, our team will help you understand the costs involved in any purchase. We will help you manage and schedule inspections, as well as attend the inspection with you.

FAILED INSPECTION?

Good news! Your home cannot "pass or fail" an inspection. Your inspector also does not tell you if your home is or is not "worth" the money you're offering. The inspector's job is to assess the home and make you aware of the repairs that are necessary or recommended. Sometimes the seller is willing to negotiate the completion of repairs or offer a credit in replace of completing repairs. Every situation is different.

A GENERAL INSPECTION SHOULD INCLUDE...

Appliances, plumbing, electrical, air conditioning, heating, roof, attic, foundation and general structure

Due Diligence

WHAT IS THE PURPOSE OF A DUE DILIGENCE PERIOD?

The Due Diligence Period is an opportunity for you to get an inspection on your new home and how to best maintain it. The inspection is designed to identify problems or defects in the home that may need to be addressed. Suggestions are made by the inspector based on safety concerns or potential problems that could require attention in the future.

The Closing Process

WALK-THROUGH

Prior to closing, the property will be vacant, clear of trash/debris and in an overall similar condition as on the date the contract was accepted. You, as the buyer, reserve the right to inspect the property for the completion of repairs or corrective action by the seller before closing.

CLOSING

Almost there! 24 hours before closing, you will wire your funds to the closing attorney and review the closing disclosures for accuracy. **BEWARE OF CYBER FRAUD!** Verifying the authenticity of the wire transfer request is essential for your protection.

During the closing, you will sign documents for ownership of the property and acceptance of the loan, if applicable. The attorney will explain each document one by one. **However, if you have additional questions do not hesitate to ask.**

POSSESSION

The time has come! You are now a homeowner! All the time, effort and energy was all worth it. It is time for us to hand over the keys and for you to start making memories!



Congrats! You're a homeowner!

THE CARL HAWTHORNE TEAM

Preferred Lender

GIANNI CERRETANI

PRESIDENTIAL BANK MORTGAGE
VP, MORTGAGE OFFICER
NMLS
#787898

GIANNI.CERRETANI@PRESIDENTIAL.COM
404.213.9663

Your dream home is waiting!

Choosing a real estate agent you trust is the first step along the road to homeownership! We appreciate you taking the time to consider us.

Please contact us with any questions or concerns you may have.

With us, you are family and we are here to help!

AMBER HOLCOMBE

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Home Buying Steps

1 FIND

- Do your homework; search agent Google reviews
- Find a realtor you trust
- Figure out your needs and want
- Select of reputable lender
- Get your Financial Pre-Approval letter

2 LOOK

- Plan out your timeline
- Establish expectations
- Finding possible neighborhoods
- Select a home
- Touring properties

3 OFFER

- Negotiate contract & accept terms
 - Select an inspector
 - Home inspection
 - Negotiate repairs
 - Complete loan requirements
 - Schedule closing
- } Due Diligence Period

4 CLOSE

- Select insurance carrier
- Set up utilities
- Final loan approval
- Final walk-through
- Wire funds to attorney
- CLOSING DAY!

*I look forward to meeting
you again soon!*



Amber Holcombe is a full time REALTOR® and Estate Transition Specialist representing buyers and sellers of residential property. She has structured her business to provide extra services to families with complex real estate issues that involve death, divorce, and downsizing for care.

Prior to becoming a REALTOR®, she spent 15 years in wealth management operations and saw firsthand how difficult these transitions can be. Her company, Holcombe Estate Solutions, provides solutions for difficult transitions involving the preparation and sale of real estate and to advocate for a well-planned estate transition. Amber's clients know that she will work tirelessly for them and seek the best available outcome.

Her business is powered by the support of The Carl Hawthorne Team at Atlanta Communities Real Estate Brokerage.

Amber Holcombe | REALTOR® and Estate Transition Specialist
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