

Buying *with Confidence*



As your Real Estate agent, your best interest is at the heart of what I do. You can trust in me to find the right home for you, represent you, and guide you through this process so you can have the best possible experience.



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The Process

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THE PREP WORK

01

MORTGAGE PRE-APPROVAL

Determine what you can afford and work with a lender to get pre-approved for a mortgage. Be prepared with a down payment, 20% is the ideal number, but this varies depending on the type of loan. Being pre-approved will indicate to sellers that you're serious about home buying and allow you to make offers on homes.

Like any major decision, it is in your best interest to shop around for quotes and lenders to ensure you're getting the best mortgage available to you. Mortgage professionals will take many elements into consideration when determining your eligibility, including your income, job history, debt, and the size of your down payment. Depending on the size of your down payment and job history, you may be eligible for one of three types of loans:



CONVENTIONAL LOAN

This is considered a standard mortgage. With a 20% down payment, you will be able to access better interest rates and lower fees on your mortgage. The federal government does not issue or insure these types of mortgages.

FHA LOAN

An FHA loan is more accessible, with a minimum down payment as low as 3.5%! Sponsored by the Federal Housing Administration, this option is good if your credit score is too low to qualify for a conventional mortgage. Your interest rates may be higher, and you will be required to purchase insurance on this type of mortgage.

VA LOANS

A VA loan (also known as a Veteran's Loan) is a mortgage loan available to active and retired Military members. This type of loan is issued through a program established by the United States Department of Veterans Affairs rather than a bank. Many of these loans do not require a down payment, and may offer additional benefits.

***Need help starting the pre-approval process?
I am happy to connect you with an experienced mortgage professional.***

BUYER CONSULTATION

Real Estate services custom built for you. Much like your list of wants for your next home, I know you're going to want someone who you can trust to best represent you during this process. My goal is your success, and together, we can make your home buying experience a fruitful one.



*My goal
is your
success!*



HOUSE HUNTING

This is one of the most exciting parts about buying a home.

The more confident you are in what we're looking for, the clearer the home shopping experience will be.



Together, we will search a variety of networks and resources to create a list of homes to view based on your wants, needs, and any other factors determined during our consultation.

We'll schedule tours of these homes so you can compile a short list of favourites.

By comparing these homes together against your criteria, we'll be able to ascertain which (if any) of the homes on the list are the best home for you.

BIDS & NEGOTIATIONS

When you have selected a home you'd like to move forward with, I'll begin the process of determining a fair and attractive offer with you. Taking into consideration factors such as location, market, age, and condition, we'll be able to move forward with a realistic offer. I'll also look into background details about the listing itself — how long has this home been on the market, and when was the last price reduction. This information is all key in helping us represent your best interests, as well as letting the Seller know that you're serious.

CRUCIAL CONSIDERATIONS FOR YOUR BID:

- Listing Price
- Included or Excluded Appliances, Furnishings, and etc.
- Earnest Money
- Total Mortgage Available
- Possession Seller Disclosures
- Appraisal Condition
- Financing Condition
- Home Warranty
- Due Diligence Deadlines
- Finance & Appraising Deadlines
- Closing Deadlines
- Response to Offer Deadline

Depending on the market and your offer, there is a possibility that your offer will not be immediately accepted. If the seller is interested in your bid, they will likely respond with a counter offer, which may include not only a higher purchase price, but also modifications to the schedules and inclusions. Negotiations may go back and forth for a few rounds, but don't feel discouraged! This is a big decision for both parties.

As a buyer, it would help your position if:

- You have your mortgage pre-approved
- You are not currently selling your home
- Your offer isn't complicated or loaded with contingencies

INSPECTIONS & APPRAISALS

Once your bid is accepted by the Seller and the transaction becomes a legal contract, we move into the contingency period.

During this time, we will complete a series of inspections in order to ensure your interests are protected. Although not required by law in all states, a standard home inspection will provide you valuable insight into the condition of the property.

After the inspection, an appraisal is required by the lender to ensure the value of the property meets the value of the loan.

Lastly, depending on the state, you may be required to conduct a termite inspection. Because termites are considered a preventable problem, it is often not covered by insurance, and so your lender will require it be treated and repaired prior to closing.



POST-INSPECTION AGREEMENTS

Depending on the results of the inspections, you may have the opportunity to counter-bid to request certain faults or problems be repaired or deducted from the agreed upon price.

RETAIN A REAL ESTATE LAWYER

Now is the time to retain a Real Estate Lawyer if you haven't already. There are many factors where they will be needed during the purchasing process.

For example, a title search will need to be conducted by your lawyer in order to determine the legal right of sale. This examination covers all city records of the property's title history, including deeds, court records, indexes, and other documents. The purpose of this search is to confirm the seller has the legal right to sell the property in question, and that there are no hindrances that may prevent the buyer from taking full possession.

After the inspection, an appraisal is required by the lender to ensure the value of the property meets the value of the loan.



Not sure who to retain? I am happy to refer a seasoned professional to help represent you for this process!

PROOF OF INSURANCE

An additional stipulation of the mortgage agreement is proof of homeowner's insurance.





TRANSFER OF UTILITIES

Prior to closing, you should schedule all utilities to be changed to your name in time for when you take possession of your new home.

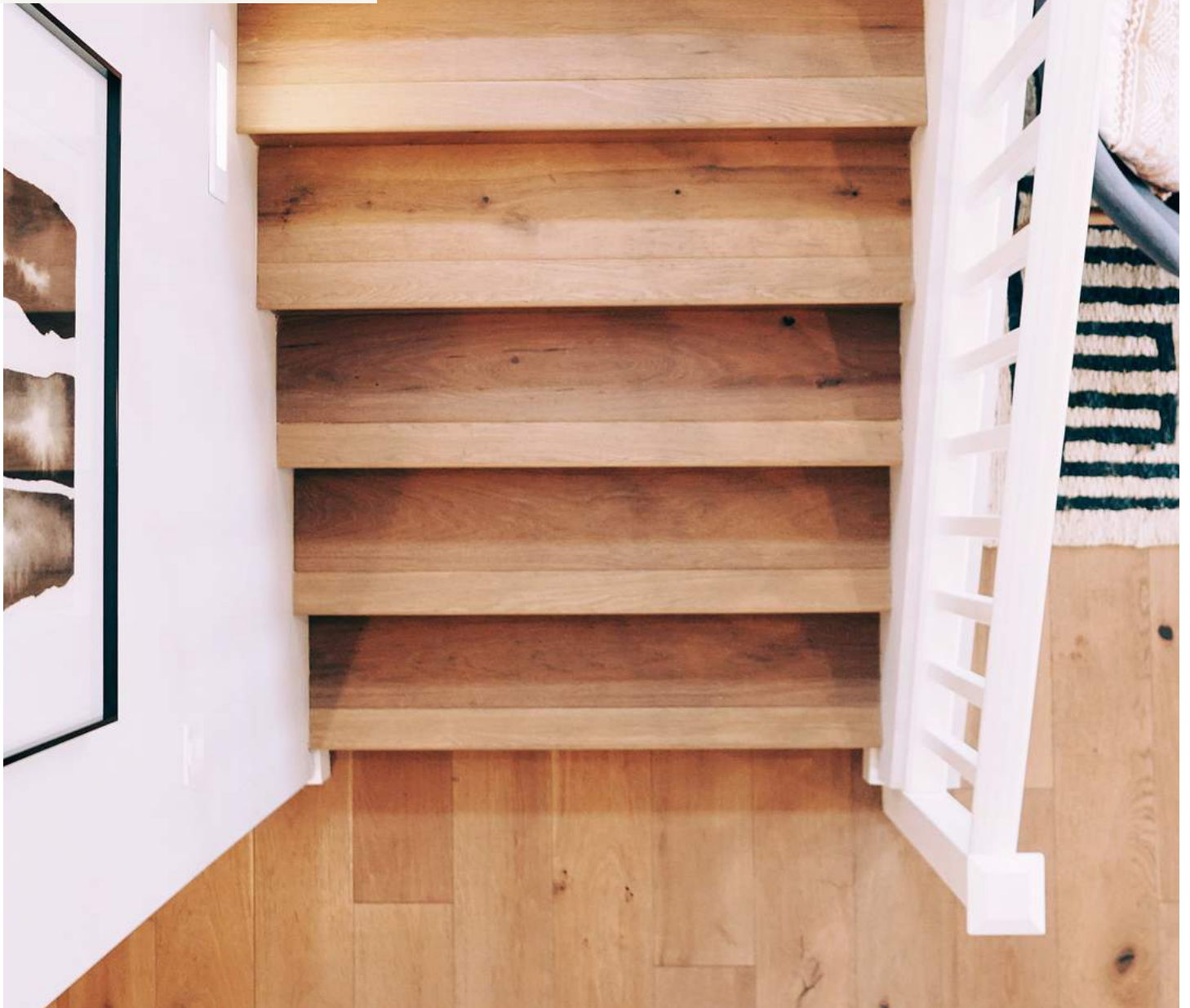


THE FINAL PIECES

04

FINAL WALK THROUGH

This is our opportunity to make sure the property is in the same condition as the inspection, and to review any outstanding items required by the agreement. It's an opportunity to have peace of mind before the sale finalizes. Although this step is not mandatory, it is highly recommended.



THE FINAL PIECES

04

CLOSE OF SALE

Closing is the legal process of finalizing your purchase! This formal meeting between both parties, with the presence of both Real Estate agents, attorneys, an escrow officer, your lender, and a title company representative.

By reviewing the contract of sale, the officer will be able to determine what fees are owed by whom and prepare your final closing documents. Part of conducting the closing will also involve ensuring all fees are paid, the seller receives the money owed, and that the Buyer's title is recorded.

Now that everything is signed and official, you will receive the deed and keys from your lawyer.



*Congratulations on your
new purchase!*



Support at Every Step!

HOME BUYING IS A MAJOR MILESTONE!

As your Real Estate agent, your best interest is at the heart of what I do. You can trust in me to find the right home for you, represent you, and guide you through this process so you can have the best possible experience.



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