

*Essential Guide for Finding Your Dream Home*

# BUYER'S GUIDE

**kw** CHARLOTTE  
BALLANTYNE AREA  
KELLERWILLIAMS. REALTY



[juleah@realestate.com](mailto:juleah@realestate.com)

+ (012) 345-6789

[juleahdesigns.com](http://juleahdesigns.com)



ABOUT US





Juleah Designs  
REALTOR®

Hi there!

My name is [Name], and I am a passionate real estate agent who loves to help clients find their dream home. With my 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 or selling journey and look forward to working with you!

✉ juleah@realestate.com

☎ +(012) 345-6789

🌐 juleahdesigns.com

📍 14045 Ballantyne Corporate Pl #500  
Charlotte, NC 28277

# 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 and see 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 possibly 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

Once the seller accepts your offer, 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.



One fact about buying a house 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.



# TERMS TO KNOW

## LISTING AGREEMENT

A contract between the seller and the real estate agent, which outlines the terms and conditions of the agent's services to sell the property.

## EQUITY

The difference between the current market value of the property and the outstanding mortgage balance.

## 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.

## DUE DILIGENCE FEE

A negotiated fee giving the buyer the right to perform Due Diligence within a specific time period. NC & SC Due Diligence differ.

## EARNEST MONEY

A deposit made by the buyer, held in escrow, to show their commitment to purchase a property.

## CLOSING COSTS

Fees associated with the sale of the property, including title search, transfer taxes, attorney fees, and other expenses.

## 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.

## DEED

The legal document that transfers ownership of the property from the seller to the buyer.

## 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.

# 08 STEPS TO BECOMING A HOMEOWNER

1

FIND A REAL ESTATE AGENT

2

PREPARE YOUR FINANCES

3

START YOUR SEARCH

4

MAKE AN OFFER

5

GET A HOME INSPECTION

6

GET A HOME APPRAISAL

7

CLOSE THE DEAL

8

MOVE IN



PREPARE  
TO BUY



# 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 professionals, 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 team possesses 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. We know how to navigate complex negotiations to ensure that you get the best value for your investment.

## PROFESSIONAL STANDARDS

As REALTORS®, we 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 team is 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

## 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. I can help select a trusted lender.



# PREPARE YOUR FINANCES

## DOWN PAYMENT

The down payment is the amount a buyer will pay up front (at closing). It is a percentage of the total purchase price. Payments typically range from 3% to 20%. Ask about special down payment assistant plans.

## 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 or new purchases to improve your credit score.







FIND YOUR  
DREAM HOME



# 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. Communicating this clearly to your realtor is very helpful.



## 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.

# MAKE AN OFFER

Once we have found a property you're ready to purchase, we will guide you to create and 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 our offer with a different price or terms. Be prepared to negotiate and work with us 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.





# FINAL STEPS





# 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.

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



## HOMEOWNER'S INSURANCE

Be sure to obtain homeowner's insurance to protect your investment in the home. If you need help or a referral, let us know.

## 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.

# CLOSE THE DEAL

## 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, we will 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.



# MOVE IN

## CONGRATULATIONS ON CLOSING THE DEAL 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



# OUR CUSTOMER REVIEWS



**Sarrah Jamesons**

"We had an amazing experience working with this real estate agent! They were patient, knowledgeable, and went above and beyond to help us find the perfect home. We couldn't have done it without them and highly recommend their services."



**Jullia Claude**

"We had an amazing experience working with this real estate agent! They were patient, knowledgeable, and went above and beyond to help us find the perfect home. We couldn't have done it without them and highly recommend their services."



**Mike Cornelius**

"We had an amazing experience working with this real estate agent! They were patient, knowledgeable, and went above and beyond to help us find the perfect home. We couldn't have done it without them and highly recommend their services."



**Robert Aden**

"We had an amazing experience working with this real estate agent! They were patient, knowledgeable, and went above and beyond to help us find the perfect home. We couldn't have done it without them and highly recommend their services."

# RESOURCES

## LANDSCAPING & OUTDOOR

Divine Lawn Services | 704-200-4200

## ELECTRICAL & PLUMBING

Mr. Charlotte Comfort LLC | 704-512-8096

Komfort Air / Service Experts | 704-449-4095



## HOME INSPECTOR

Home Inspection Carolina | 704-542-6575

Housemaster | 704-913-3739

HomeTeam Inspection Service | 336-339-8424

## PROFESSIONAL MOVING

All American Relocation | 704-927-1727

Miracle Movers | 980-867-9847

Hornet Moving, LLC | 843-324-8493

## CLEANING SERVICE

DAC Private and Commercial  
Cleaning | 843-858-7193

## REAL ESTATE ATTORNEY

McNaught & Clements PLLC | 704-849-2775



# RESOURCES

## REAL ESTATE PHOTOGRAPHY

Paul Bosko Photography | 704-516-8750

Next Door Photos | 704-727-8178

ils Branding | 865-585-5953

## VIRTUAL TOUR PROVIDER

Mark Hick Studios | 704-991-5972

Brody Todd Media | 804-615-6243

## HOME WARRANTY

2-10 Home Warranty | 704-649-8782

America's Preferred Home  
Warranty | 704-785-7560

## MORTGAGE BROKER

William Tisdale | 704-975-0735

Juliana Yancey | 704-359-7700



# HOME TOURING

## Checklist

DATE VISITED:

ADDRESS:

LISTED PRICE:

LAYOUT/STYLE:

SQUARE FOOT:

FLOORS:

BEDROOMS:

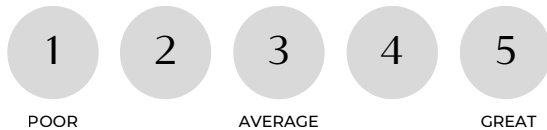
BATHROOMS:

YARD SIZE:

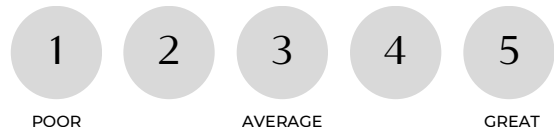
GARAGE SIZE:

NEIGHBORHOOD:

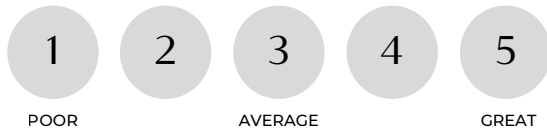
### STRUCTURAL FEATURES



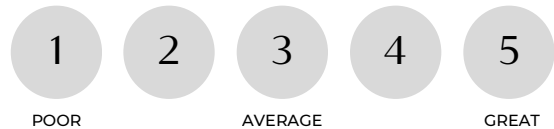
### PLUMBING



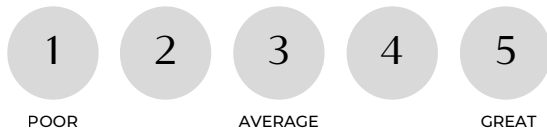
### FLOORING



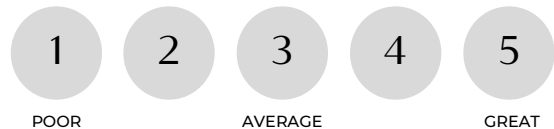
### LIGHTING AND ELECTRICAL



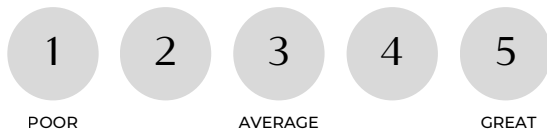
### NOISE LEVEL



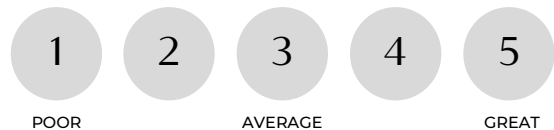
### LOCATION



### INTERIOR



### EXTERIOR



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