

# Buy Your Dream Home



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**YOUR GUIDE TO A  
SUCCESSFUL  
HOME PURCHASE**

# HOME LOAN TIME & MILESTONES

DECIDE TO BUY

CHOOSE YOUR REAL ESTATE AGENT

PRE-APPROVAL

START VIEWING AND TOURING HOMES

FIND YOUR DREAM HOME

OFFER ACCEPTED

FULL LOAN APPROVAL

CLOSE/MOVE IN

LIVE HAPPILY EVER AFTER!

# Buying Process

**1**

**BUYER'S  
CONSULTATION**

**4**

**DEVELOP A  
PRICING  
STRATEGY**

**2**

**LOAN  
PRE-APPROVAL**

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**WRITING &  
NEGOTIATING AN  
OFFER**

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**SEARCHING FOR A  
HOME**

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**MANAGING THE  
TRANSACTION  
THROUGH CLOSING**





## BUYER'S CONSULTATION



# REAL ESTATE BUILT AROUND PEOPLE

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I know that having a handle on your wants, needs, and expectations early on ensures we're always working towards the same goal, *together*.





## LOAN PRE-APPROVAL

# Securing

## A PRE-APPROVAL FOR YOUR HOME LOAN

### HOW MUCH CAN YOU AFFORD?

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I want to ensure you buy a home at a price point that is affordable to you. Sacrificing too much of your income to pay the mortgage can make home ownership a burden rather than a point of pride. A lender will assist you in finding the right budget.

### A PRE-APPROVAL ADDS STRENGTH TO YOUR OFFER

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Once you're successfully pre-approved for a mortgage with a lender, you will appear to be a stronger buyer to sellers. When we submit an offer, I'll include a written letter of your pre-approval. This demonstrates you are indeed a serious and capable buyer.



## LOAN PRE-APPROVAL

# WHAT TYPE OF LOAN IS BEST?

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Just like any major purchase, it is usually worthwhile to shop around for the best deal. There are also many variables to consider to figure out what loan program would be best suited for your needs.

A local mortgage professional will offer you guidance in weighing the many different options. Your income, job history, credit rating and debt-to-income ratio can determine which programs are available to you.

I will offer to arrange a pre-approval meeting with an experienced mortgage consultant if you'd like assistance getting started.

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# TRUSTED VENDOR RESOURCES

## Mortgage Companies:

**Supreme Lending:** Matt Garcia 678-523-0981

**Keller Mortgage-** use our mobile app to apply

**Silverton:** Reid Clark 770-298-3113

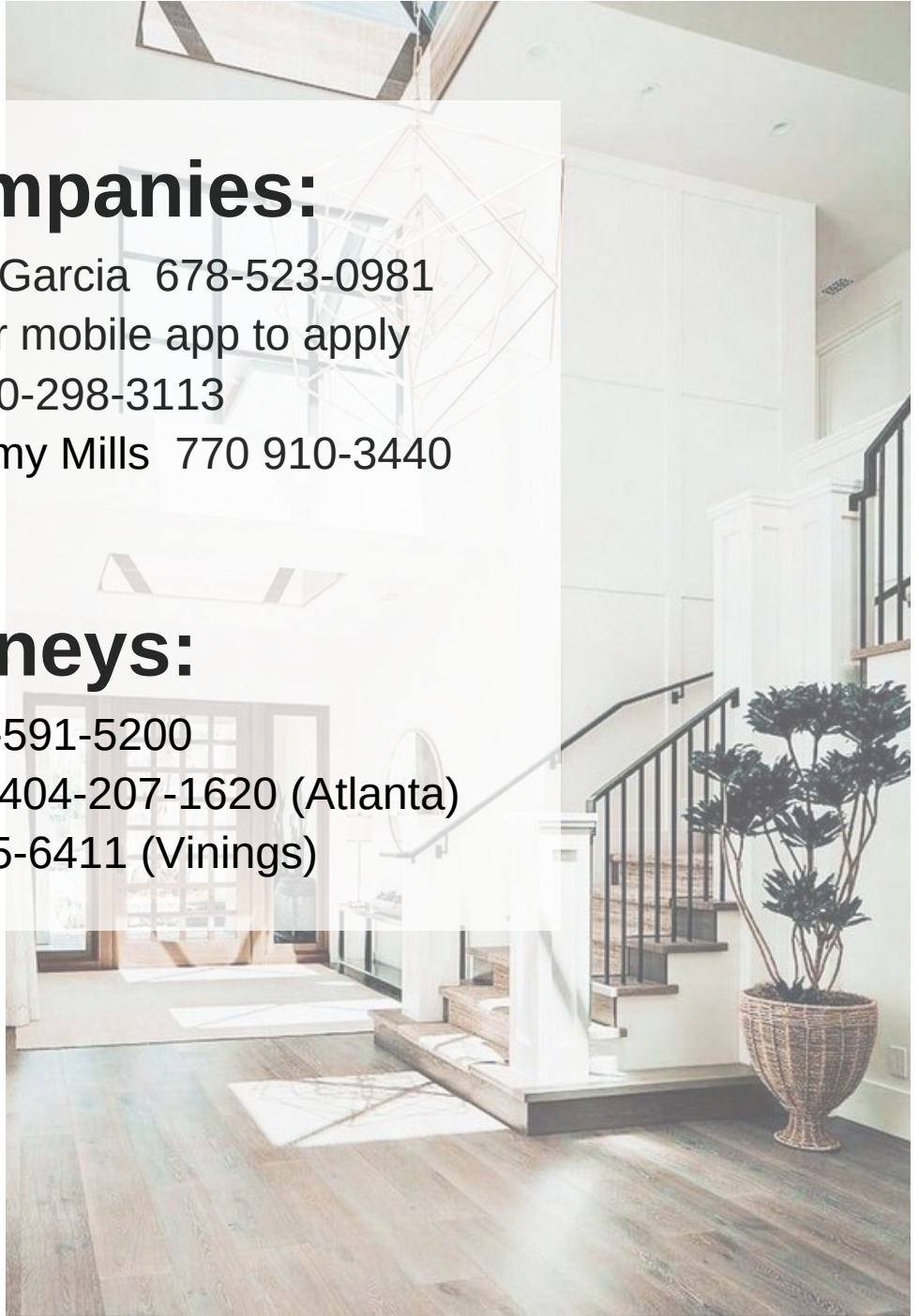
**Shelter Mortgage:** Tammy Mills 770 910-3440

## Closing Attorneys:

**Thomas & Brown -** 770-591-5200

**Partnership Title LLC -** 404-207-1620 (Atlanta)

**Lyman Parast –** 678-695-6411 (Vinings)







## SEARCHING FOR A HOME

**As we begin our search, we'll utilize a variety of resources to find the home that best suits your needs.**

**We'll compile a list of homes you'd like to tour based on needs, wants, and any other specific criteria outlined in our consultation.**

**We'll tour the homes, comparing and contrasting what you liked and didn't. We're looking to find the "best home" for your needs. By taking the time to think about what you really need in a home - shopping for the right home is made a lot more simple.**



# 4

## DEVELOP A PRICING STRATEGY

I'll analyze values of properties comparable to the home you'd like to purchase.

I'll also gather background information on the desired property such as - how long it has been on the market, pricing changes, or if it has gone through a previous listing period.

Using this information, I can assist you in determining a realistic, *yet attractive* offer price to entice the sellers.



**LOCATION**



**MARKET**



**AGE**



**CONDITION**



**IMPROVEMENTS**



# 5

## WRITING & NEGOTIATING AN OFFER

### WRITING AN OFFER: FACTORS TO CONSIDER

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- Purchase price
- Included & excluded items
- Earnest money
- Financing method
- Possession
- Seller disclosures
- Appraisal condition
- Financing condition
- Home warranty
- Due diligence deadline
- Finance & appraising deadline
- Closing deadline
- Response to offer deadline





## WRITING & NEGOTIATING AN OFFER

# PRESENTING AND NEGOTIATING

In most cases, a seller will not accept your initial offer outright. Typically a counter offer can include modifications to the purchase price, closing date, possession date and inclusions. Be prepared for negotiations to go back and forth until both parties agree to the terms. Additionally, in certain market conditions, you might also have to compete with other interested buyers.

As a buyer, you will be in a better negotiating position if:

### ONE

You are not  
selling a home  
at the same time.

### TWO

You have been  
pre-approved for  
a mortgage.

### THREE

Your offer isn't  
loaded with other  
contingencies.



## MANAGING THE TRANSACTION THROUGH CLOSING

# THE INSPECTION PROCESS

Once our offer is accepted and the transaction is officially in contract, the contingency period begins. A home inspection is an all-encompassing examination of the condition of the home, and is an instrumental step of the process.

- Appliances
- Heating
- Roof & Attic
- Plumbing
- A/C
- Foundation
- Electrical
- Ventilation
- Structure

## TERMITE INSPECTION

When purchasing a home, most lenders require a termite inspection to know if the property has been damaged by termites or other wood destroying insects. If the home has any structural damage, the lender will require the property be treated and repaired.

# 6

## MANAGING THE TRANSACTION THROUGH CLOSING

# APPRAISAL

**An appraisal is an estimate of the value of a property made by a qualified professional. Although the primary goal is to justify the lender's investment, the appraisal can also protect you from overpaying.**

**Your lender will typically hire the appraiser and charge you a fee for the service at the closing.**





# 6

## MANAGING THE TRANSACTION THROUGH CLOSING

### CLEARING THE TITLE

**Title is the right to own, possess, use, control and dispose of property. When purchasing a home, you are actually buying the seller's title to the home.**

**Before the closing, a title search will be conducted for any problems that might prevent you from a clear title to the home.**

**You will also want to determine how you wish to hold title to the property - especially if you're buying with a spouse, a partner, family member, or colleague.**





# 6

## MANAGING THE TRANSACTION THROUGH CLOSING

# FINAL WALKTHROUGH

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**Together, we'll complete a final walkthrough to confirm the condition of the home prior to closing. We'll ensure any necessary repairs have been completed and the home is in the same condition you expected it to be.**



*tips for:*

# MORTGAGE FINANCING

Always check with your lender before doing any of the following prior to **closing** on your home:



## **Making a big purchase:**

Avoid making major purchases, like buying a new car or furniture, until after you close on the home. Big purchases can change your debt-to-income ratio that the lender used to approve your home loan and could throw the approval into jeopardy.

## **Opening new credit:**

Do not open any new credit cards or get a loan without speaking to your lender first.

## **Missing any payments:**

Pay your bills on time to keep your credit score from dropping.

## **Cashing out:**

Avoid any transfers of large sums of money between your bank accounts or making any undocumented deposits - both of which could send "red flags" to your lender.

## **Keep the same job:**

Be kind to your boss and keep your job. Don't begin looking for new work right now, unless it's a second job to make extra money.





## MANAGING THE TRANSACTION THROUGH CLOSING

# Closing

## THE FINAL STEP

Closing is the legal transfer of ownership of the home from seller to buyer.

This is a formal meeting where the following parties will generally be present:

- Closing officer
- Attorney(s) representing you or the seller
- Home seller & seller's real estate agent
- Home buyer & buyer's real estate agent
- Lender
- Title company representative, who provides written evidence of the ownership of the home

Your closing officer will coordinate the signing of documents and disbursement of funds, and you'll be given the keys to your new home!

## **A FEW THINGS TO BRING TO CLOSING**

- A valid government issued photo ID
- Cashier's check for the total amount due
- Outstanding documents for the title company or mortgage loan officer

## **WHAT TO EXPECT**

The escrow officer will look over the purchase contract to: identify what payments are owed and by whom; prepare documents for the closing; conduct the closing; make sure taxes, title searches, real estate commissions and other closing costs are paid; ensure that the buyer's title is recorded; and ensure the seller receives any money due.

## **YOUR COST**

Some of the most common fees include:

- Escrow fees
- Recording and notary fees, if applicable
- Title search and title insurance
- Origination, application and underwriting fees from lender
- Appraisal fees
- Local transfer taxes
- Homeowners Insurance
- Home Owners Association fees, if applicable

## **AFTER CLOSING**

Make sure to keep copies of all closing documents for tax purposes.

# Steps to a Home Purchase

STEP 1

- LENDER PRE-APPROVAL
- PREVIEW HOMES
- WRITE OFFER & NEGOTIATE PRICE

STEP 2

- HOME INSPECTION
- POST INSPECTION AGREEMENT
- ORDER HOME WARRANTY (OPTIONAL)

STEP 3

- TITLE SEARCH
- APPRAISAL ORDERED BY LENDER
- FINAL COMMITMENT LETTER BY LENDER

STEP 4

- TERMITE INSPECTION
- SCHEDULE HOMEOWNERS INSURANCE
- FINAL AMOUNT NEEDED FOR CLOSING

STEP 5

- SCHEDULE UTILITY TRANSFER
- FINAL WALK THROUGH
- CLOSING



# *Buy*

**WITH CONFIDENCE**

**AS YOUR AGENT, I GO ABOVE  
AND BEYOND TO HELP -**

**Finding you the right home**

**Advocating on your behalf**

**Avoiding paperwork & contract  
headaches**

**Pricing expertise**

**Skilled negotiation**

# contact me

TO SET UP AN  
APPOINTMENT



Scan for more details



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