

HOME BUYER'S

Guide



THE ULTIMATE GUIDE TO
NAVIGATE THE HOME BUYING PROCESS &
CLOSE ON YOUR DREAM HOME.

A LITTLE About Me

Rachel See was born and raised in the beautiful suburbs of Atlanta, Georgia. She has spent time living in different pockets of Atlanta, enjoying all the recreation and beauty the city has to offer- making her well-suited in providing you with a unique perspective of the several different communities Atlanta has to offer.

As a seasoned real estate professional, she recognizes and values the trust her clients place in her and thus has a business model of only serving one client at a time in order to deliver tailored customer service.

Outside of real estate, she can be found cheering on the Dawgs at a football game or serving with her church, where she has been a member for the past 13 years.



**RACHEL
BUDHWANI**
Realtor

Phone Number:

404-353-3953

Email:

rachel.budhwani@cbrealty.com

Instagram:

https://www.instagram.com/reliable_realtor_rach

Preparing for Home Ownership

Step 1:

Access & reduce debt:

- Student loans
- Credit card balances
- Car notes

Step 2:

Save for:

- Earnest Money (1% of purchase price)
- Appraisal (\$500-600)
- Home Inspection (\$300-700)
- Down payment (3-20% depending on loan)
- Closing costs (3-4% of purchase price)
 - Escrow for insurance and taxes, title fees, survey, loan fees, government fees

Step 3:

Improve your credit score:

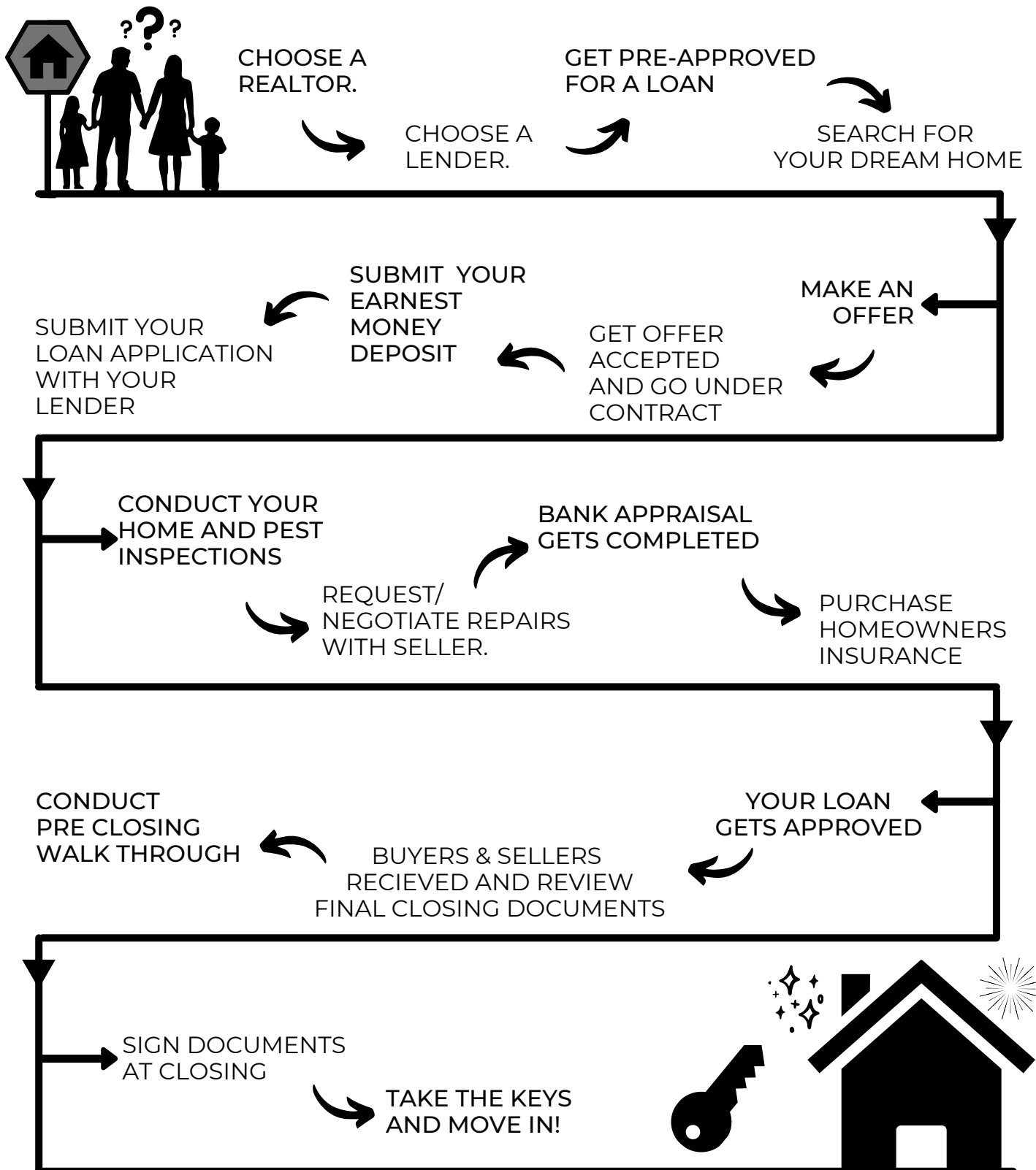
- Stay current on your bills
- No major purchases
- Don't cancel any credit cards
- Higher credit score = lower interest rate

Step 4:

Calculate what we can afford:

<https://www.zillow.com/mortgage-calculator/>

THE ROAD TO *Home Ownership*



STEP

01

GETTING PRE-APPROVED

One of the biggest mistakes first time home buyers make is starting their home search without connecting with a lender first. Here's why, you might find the perfect home and then face major disappointment when you find out you do not qualify to buy it. This can be a huge let down and a major waste of your time. Connecting with an experienced lender will not only help you discover what you qualify for but they will also make sure you do not have any red flags that would stop you from getting a home before you invest your nights and weekends house hunting.

*What things will
your lender likely ask for?*

There are many things your lender will review to help you get pre-approved for your next home. Here's a couple things they may ask for:

BANK STATEMENT

TAX RETURNS

PAY STUBS

CREDIT REPORT

MONTHLY DEBTS

MY RECOMMENDED LENDERS



LINDSAY KILLEBREW
**Homeowners Financial
Group**

CEL: (404) 702-1584
FAX: (480) 738-2606

✉ lkillebrew@homeownersfg.com

📍 125 TownPark Drive, Suite
350 • Kennesaw, GA 30144



LaTonya Harper
USA Mortgage

OFFICE: (770) 870-8184

✉ lharper@usa-mortgage.com

📍 3423 Piedmont Road NE
Atlanta, GA 30305



Michele Wentworth
Silverton Mortgage

CEL: (404) 680-1400
OFFICE: (770) 625-7919

✉ michele.wentworth@silvertonmortgage.com

📍 1201 Peachtree St NE, Ste
2050, Atlanta, Georgia 30361



SAMANTHA SMITH
Realtor

✉ rachel.budhwani@cbrealty.com

📞 404-353-3953

📍 3221 Peachtree Rd Suite 105 B, Atlanta, GA
30305



RELIABLE REALTY GROUP, LLC.

HOUSE HUNTING *Wishlist*



HOW MANY
BEDROOMS AND
BATHROOMS
DO YOU NEED?

WHAT
NEIGHBORHOOD/
CITY WOULD YOU
PREFER?

WHAT
ARCHITECTURAL
STYLES OF HOMES
DO YOU PREFER?

DO YOU PREFER A 1
STORY OR
2 STORY
HOUSE?

HOW MUCH REPAIR
OR RENOVATION
WOULD YOU BE
WILLING TO DO?

HOW BIG OF A
YARD WOULD
YOU LIKE TO HAVE?



RELIABLE REALTY GROUP, LLC.

HOUSE HUNTING

Wishlist



RACHEL BUDHWANI

Realtor

DO YOU HAVE ANY
PETS?

DO YOU WANT A
FINISHED
BASEMENT?

DO YOU
WANT A
GARAGE?

MUST HAVE ITEMS?

TELL ME MORE ABOUT
YOUR NEXT HOME

STEP

02

HOUSE HUNTING

Step 1:

We will get you set up on our online search portal. You will get notifications with properties that fit your search criteria, so make sure to check your email!.

Step 2:

We will schedule showings for all homes you have interest in viewing. We will attend all private showings with you and if you see a property you have interest in on another website send it to us and we will schedule a showing with the sellers agent right away.

Step 3:

Once you find the home you love it is time to make an offer. We will review recent sales comps in the area and help you write your offer to the seller.

Step 4:

Once accepted it is time to sign the purchase and sales agreement and submit your earnest money deposit to the listing brokerage. Then, it is time to celebrate a little. You are now under contract!

STEP

03

MAKING AN OFFER

To make an offer we need to know a couple things first.
Here are some of the important things we need to know:

**OFFER
AMOUNT**

**ESCROW
DEPOSIT
AMOUNT**

**TARGET
CLOSING
DATE**

**TARGET
MORTGAGE
COMMITMENT
DATE**

**TYPE OF
FINANCING**

**INSPECTION
PERIOD**

**PRE-APPROVED
LETTER
FROM YOUR
LENDER**

**WHAT
APPLIANCES
& FIXTURES
WILL STAY?**

**DO YOU NEED
A CLOSING
COST CREDIT?
IF YES
HOW MUCH?**



Multiple Offer Situations

It is not uncommon to see sellers have several competing purchase offers to consider. When going into a multiple offer situation as a buyer you must know only one offer will result in a sale and every other buyer will be left disappointed their offer was not accepted.

Here are a couple of *tips to increase the chances of having the seller choose your offer over the rest.*

- Always submit your pre-approval letter with your offer letter.**
- Increase your escrow deposit amount**
- Consider the seller's needs. Ask the seller if they would prefer a sooner or later closing date if possible. Flexible buyers can be attractive to a seller.**
- Write a personal letter with your offer.**
- Put your best foot forward. Offer over asking price.**
- Do not ask for closing costs or try to keep them as low as possible.**
- Have your lender personally reach out to the listing agent and talk about your financing.**

1

DO NOT QUIT YOUR JOB, CHANGE JOBS, OR BECOME SELF-EMPLOYED DURING THE CLOSING PROCESS.

2

DO NOT BUY A CAR.

3

DO NOT CHANGE BANKS.

4

DO NOT SPEND ALL YOUR SAVINGS.

5

DO NOT MAKE BIG CREDIT CARD PURCHASES.

6

DO NOT GET BEHIND ON YOUR BILLS.

7

DO NOT COSIGN ON A LOAN FOR ANYONE.

8

DO NOT IGNORE THE LENDERS REQUIREMENTS

9

DO NOT APPLY FOR NEW CREDIT CARDS.

10

DO NOT LEASE A NEW CAR.

11

DO NOT BUY FURNITURE BEFORE CLOSING.

12

DO NOT MAKE USUALLY LARGE DEPOSITS TO YOUR ACCOUNT OUTSIDE OF YOUR PAYCHECK.

12

MORTGAGE MISTAKES TO AVOID

When buying your next home!



RACHEL BUDHWANI

Realtor

rachel.budhwani@cbrealty.com
404-353-3953

STEP 04

HOME INSPECTIONS

Home inspections are important. Spend now to save later!

Inspection Time Period

The average home inspection period is 10 business days which excludes weekends and holidays.

Some Type of Inspections

**HOME
INSPECTION**

**PEST & BUG
INSPECTION**

**RADON
TESTING**

**MOLD
INSPECTION**

**HVAC
INSPECTION**

**SEPTIC
SYSTEM
INSPECTION**

**LEAD PAINT
INSPECTION**

Recommended Home Inspectors

On the next page you will find a list of home inspectors our past clients have had good experiences with. We highly suggest you call all of them and then decide which inspector is the best fit for you.



RELIABLE REALTY GROUP, LLC.

HOME INSPECTOR LIST



CHAMPIA HOME INSPECTIONS

Cesar Calzadilla

(770) 988-7213

<https://champia.com/>



KSS HOME INSPECTORS

Craig Jones

(678) 755-1721

www.Ksshomeinspectors.com



HERO HOME INSPECTION

Ryan Gibbs

(678) 633-4647

<https://herohomeinspection.com>



RACHEL BUDHWANI
Realtor

✉ rachel.budhwani@cbrealty.com

☎ 404-353-3953

📍 https://www.instagram.com/reliable_realtor_rach

STEP

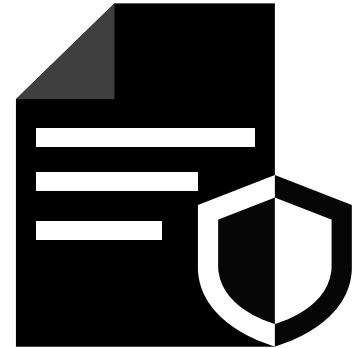
05

GET READY FOR THE BIG CLOSING DAY

Home Insurance

Most mortgage companies will require proof you have obtained homeowners insurance before you can close on your new home.

This is also known as an insurance binder. Shop for your insurance early in the buying stage. This step alone can help put you in a better position to close on time.



Review the Closing Disclosure



You have three business days to review your Closing Disclosure. Use your three days wisely. Now is the time to review your documents, ask questions, and ensure you understand what you are signing up for. If something does not look correct contact your closing attorney.

Transfer Utilities

Call your local utility providers ahead of time and let them know you will be purchasing the home. This will help you avoid any temporary shut offs

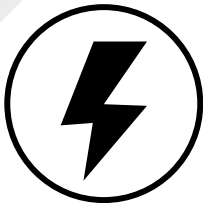


LOCAL UTILITY PROVIDERS

Congratulations on your new home.
Below are some utility providers specific to your
area.

Give them a call, get everything set up and let the
new memories begin!

*Welcome
Home!*



ELECTRICITY

GEORGIA POWER

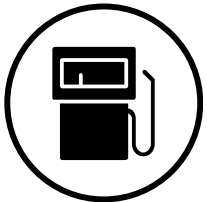
<https://www.georgiapower.com>



WATER

ATLANTA WATERSHED

www.atlantawatershed.org



GAS

GEORGIA NATURAL GAS

www.gng.com



CABLE & INTERNET



TRASH



RACHEL BUDHWANI

404-353-3953

Final Walkthrough

This is not a home inspection or a time to start new negotiations with the seller.

The purpose of a final walkthrough is to make sure that the property is in the condition in which you agreed to buy it.

Here is a list of things you should check during your final walkthrough.:



TURN ON AND OFF EVERY LIGHT FIXTURE.



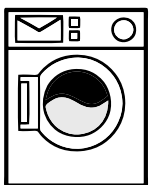
FLUSH TOILETS.



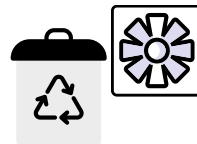
RUN WATER AND CHECK FOR LEAKS UNDER SINKS.



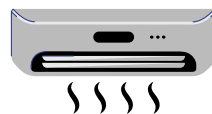
INSPECT CEILINGS, WALLS, AND FLOORS.



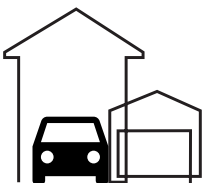
TEST ALL APPLIANCES.



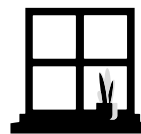
RUN THE GARBAGE DISPOSAL AND EXHAUST FANS.



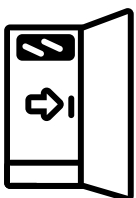
TEST THE HEATING & AIR CONDITIONING.



CHECK GARAGE DOOR OPENERS.



OPEN AND CLOSE WINDOWS.



OPEN AND CLOSE ALL DOORS.



MAKE SURE ALL TRASH IS REMOVED FROM THE HOME.



"Don't wait to buy real estate,
buy real state and wait."

-T Harv. Eker



"When one door closes,
buy another one and open it
yourself"

-Anonymous

"Owning a home is a keystone of
wealth- both financial affluence
and emotional security."

-Suze Orman



"I still think that a home is the
best investment an individual
can make."

-John Paulson



ARE YOU READY FOR THE GREAT INVESTMENT?

Let's do this!



RACHEL BUDHWANI
Realtor

✉ rachel.budhwani@cbrealty.com

☎ 404-353-3953