

Buyer's HANDBOOK

YOUR STEP BY STEP GUIDE
TO SUCCESS!



SAVANNAH HOLMAN

 **HOLMAN**
home and design



Steps to a Home Purchase

STEP 1

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

STEP 2

- HOME INSPECTION
- POST INSPECTION REPAIR REQUESTS
- TERMITE INSPECTION

STEP 3

- TITLE SEARCH (DONE BY ATTORNEY)
- APPRAISAL ORDERED BY LENDER
- FINAL COMMITMENT LETTER BY LENDER

STEP 4

- ORDER HOME WARRANTY (OPTIONAL)
- SCHEDULE HOMEOWNERS INSURANCE
- FINAL AMOUNT NEEDED FOR CLOSING

STEP 5

- SCHEDULE UTILITY TRANSFER
- FINAL WALK THROUGH
- CLOSING

STEP 1

DETERMINE HOW MUCH YOU CAN AFFORD:

Lenders typically recommend homes with a cost no more than three to five times your annual household income. Depending on loan, you may need as little as 1% down or as much as 20% as a down payment. Discuss best options with lender of your choosing



GET PREQUALIFIED AND PREAPPROVED:

Initially you'll provide some financial information to your lender – such as your income and amount of savings.

For preapproval, your lender will need W-2 statements, paystubs, bank account statements and to run a credit check. These items help to determine your interest rate.



PREVIEW HOMES & WRITE OFFER

After touring homes in your price range, I'll assist you in writing an offer on the *right* home. We'll present a fair offer based on the value of comparable homes in the area. We may need to negotiate this offer with the sellers until accepted.



STEP 2



HOME INSPECTION

The immediate step after making an offer and having it accepted is to complete any inspections that the offer was contingent upon. If one of the contingencies was a home inspection, you'll have a certain number of days to complete this after the offer is accepted.

POST INSPECTION AGREEMENT

This form will be used after the home inspection if there are any counter-offers to the seller. It will ask that items considered defective or problems relating to the safety of the home are corrected prior to closing.

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.

tips for:

USING AN ATTORNEY

WHEN BUYING REAL ESTATE

WHY?

Buyers may wonder why to use an attorney if they already have a contract with the seller. An attorney who practices real estate law will provide the buyer with experienced insight and expertise, giving them peace of mind during the closing process.

An attorney may provide the following:



DOCUMENT REVIEW

Contacts the Seller's attorney to ensure the Title Commitment (which discloses all liens and titles existing on the property) is reviewed.

Reviews all documents prepared by Seller's attorney for closing, including the Deed (which conveys the title to the Buyer.)



CLOSING FIGURES REVIEW

Verifies closing figures from the Seller's attorney. These figures include all expenses concerning the sale and satisfaction of liens and encumbrances on the property.

Contacts applicable sewer tax entity to obtain a proration through the closing date.

Obtains the most recent tax information and tax assessment for the property to prepare closing figures.



LEGAL ADVICE

Provides legal advice in any negotiations post contract, including inspection issues.

Remains available through the closing process and attends the closing to review all documents presented to the buyer.

TITLE SEARCH

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 by the attorney, 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 -Or in other words, decide what names you would like on the deed. Especially if you're buying with a spouse, a partner, family member, or colleague.

APPRAISAL

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

Your lender will order the appraisal and charge you a fee for the service at the closing or at time of service.

FINAL COMMITMENT LETTER

After the lender gives you final approval on your loan, you will get a Closing Disclosure. The closing disclosure will break out the loan details and associated costs with purchasing your home. Costs shown will include; monthly payment amount, annual interest rate, attorney fees, HOA fees, taxes, insurance and any additional costs associated with the purchase.

It will also include any fees or costs associated with the purchase process, or details due to loan conditions, such as a funding fee.

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.



HOME WARRANTY

A home warranty can be purchased to cover repairs and replacements on systems and appliances in your home, usually for a period of a year. This may include coverage of your home's electrical, plumbing, heating, and air conditioning systems as well as other home appliances.

HOMEOWNERS INSURANCE

Lenders also require proof of insurance on a home before issuing a mortgage. Payments toward a homeowners insurance policy are usually included in the monthly payments of the mortgage.

FINAL AMOUNT FOR CLOSING

You won't know your final cost for closing until the last couple of days. Your lender will assist us here. You'll find the summary of costs on the Closing Disclosure document.

STEP 5

CLOSING

THE CLOSING PROCESS FINALIZES THE PURCHASE OF YOUR HOME AND MAKES EVERYTHING OFFICIAL. ALSO KNOWN AS SETTLEMENT, THE CLOSING IS WHEN YOU RECEIVE THE DEED TO YOUR HOME.

PRIOR TO CLOSING, YOU SHOULD CHANGE ALL UTILITIES INTO YOUR NAME, AND COMPLETE A FINAL WALK THROUGH TO CHECK FOR ANY OUTSTANDING ITEMS.

A FEW THINGS TO BRING TO CLOSING

- A valid government issued photo ID
- Valid bank check for the total amount due (ONLY if under \$1000)
- Will receive wire instructions, day of closing

WHAT TO EXPECT

The attorney will review and cover all documents related to your purchase; your loan documents, all additional prepared documents for your closing, including title details, taxes, and HOA. They will ensure funds are sent over from the lender, to "fund the loan" and that your deed is sent in to the county for recording.

They will notify all parties when the deed has recorded; and the property becomes legally yours! You are not able to move into your home until the deed has recorded. This typically takes 4 hours.

YOUR COST

Some of the most common fees include:

- Escrow fees (required with a VA Loan)
- 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
- Attorney Fee
- Taxes

AFTER CLOSING

Make sure to keep copies of all closing documents for tax purposes. If you lose something, don't worry. We will keep your electronic file for 3 years.

REALTOR®



contact

(760) 717-1079 cell
17117 US-17
Hampstead NC 28443

About Me:

I started in Real Estate with a passion of helping others and a dream to make relocating easier for others. When my husband and I relocated to Hampstead, NC it was anything but "easy". As a military family, relocating is far too familiar. But, when you have an agent who understands the timeline and active stressors of relocating, it can make all the difference in the world with your experience in purchasing a home.

I started my first business when I was 16, called "Helping Hands". I continue to carry what I learned even then to my business today. The truth is, everybody wants their needs to be heard and they want to be able to trust others. "People are our Purpose". Every person who we work with, becomes family. Your happiness is our first priority. I hope this little "snip it", about me, helped give you a feel for me as a person and a Realtor. I hope I get to have the opportunity to work with you and help you find what moves you!

Savannah Holman

RELOCATION EXPERT



commitment

to excellence:

Thank you for allowing me to spend with you today. I hope that you feel comfortable and will choose to put your trust in me and my team, for the process of buying your next HOME.

Every member of my team is committed to ensuring that all of your needs are not just met, but exceeded! We hope you will find us to also be a valuable resource during this process. While we try to outline your entire process for you here, please know that I will be staying in touch with you throughout the entire process. Each person has a different set of needs, and we will customize your experience based on your personality. You and I will be a TEAM as we get from under contract to CLOSED!

education

- Bachelor's Degrees from University of Redlands, California in Psychology and Business.
- CLHS- Certified Luxury Home Specialist
- Strategic Pricing Specialist Designation

awards

- 5 Star Zillow Premier Agent
- Top Overall Coldwell Banker Producer for 2020- 2022
- CLHS -Certified Luxury Home Specialist
- Top Agent in VA loans with Alpha Mortgage in 2019
- Top Team of North Carolina
- Top 300 in NC 2022

About our company.



Our Mission Statement :

To make sure every client feels equipped, educated and confident in their real estate experience.
Ensuring they have the have the best team and tools for success!

MEET OUR TEAM



Savannah Holman

Realtor/Team Lead



Carol Schonleber

Realtor



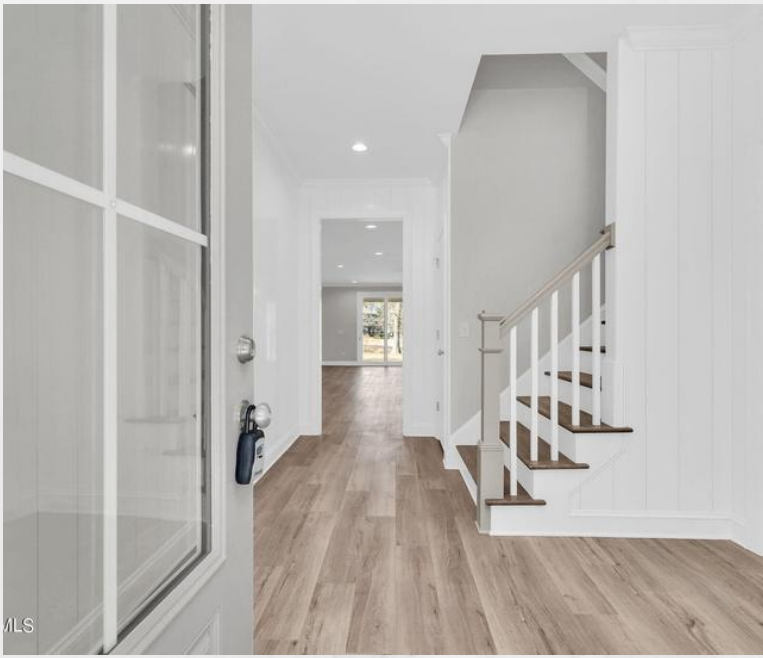
Treg Holman

Contractor | USMC Veteran



Alison Reeves

Admin & Transaction Coordinator



customer testimonials

KATIE PEREZ



"Savannah made the process of selling our home seamless! She responded quickly to our questions, was attentive, and always made us feel like we were her only clients (I know we were not as she is very busy!) She alleviated stress out of what could be a highly stressful situation for a family. I would highly recommend Savannah"



SCOTT HENDERSON



"Savannah sold the house DAY ONE: Highly, highly recommend Savannah as an agent. She timed the market perfectly; made excellent suggestions for getting the house prepared for viewing; walked me through the process; and closed the settlement without a hitch. She displayed expert knowledge in every aspect of the sell and I could not be happier"

BRYAN VILLELA



"If I could give more stars I would. I honestly could not have asked for a better realtor. She made this process sooo easy for my wife and I. She truly is awesome at her job! BEST realtor in NC! I will forever recommend her to anyone that is interested in buying or selling!"



AMANDA BURNS



"Big heart and a warm personality! She's smart, she's thorough and she is simply amazing! She had our house listed and spoken for within a couple of days. She is also very knowledgeable and conducted herself professionally while holding our hands through the entire process!"

Preferred Vendors

- **Lender:**

- Sarah Newsome, *Integrity Home Mortgage* | Phone: (910) 228-3026
- Amanda Lund, *Alpha Mortgage* | Phone: (910) 554-2654

- **Closing Attorneys:** *Fisher & Berch PLLC*

Locations: Surf City, NC & Jacksonville NC | Phone: (910) 548-7488

- **Home Inspector:**

- *Home Team Inspection Service*, Phil Egan | Phone : (910) 790-9200
- *Spotlight Home Inspections*, Cory Sullivan | Phone: (910) 970-0102

- **Pest Inspection/WDIR:** Bug-N-A-Rug | Phone: (910) 254-9443

- **Home/Wind & Hail/Flood Insurance:**

Goosehead Insurance | Jackson Kysar | Phone: (910) 791-5400

Pleasure Island Insurance | Holly | Phone: (910) 233-7049

- **Heating & Air:** *Capps Heating and Air*

Brandon Capps | Phone: (910) 270-6171

- **General Contractors/Handyman:**

Premier Home Management | Daniel | Phone: (252) 933-0848

- **Septic Testing:**

Alford Septic Solutions | Inspections and wiring | Phone: (910) 540-8772

TNT Septic Solutions (pumping) | Phone: (910) 327-2556