



The ultimate

HOME BUYING GUIDE

A comprehensive plan to help you navigate the real estate purchase process and find the home of your dreams.

kw INNOVATE
KELLERWILLIAMS.

Each office is independently owned and operated.



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Our story



OUR MISSION

Our mission is to facilitate the process of buying and selling real estate by providing best-in-class service through quality communication, expert marketing, and a clear understanding of the current real estate market. Our success comes from our dedication to maintaining the highest standards of integrity and trust with our clients and colleagues. Our ultimate goal is to serve the communities we live in and be a valuable resource to our clients as we work to fulfill their real estate needs.

OUR VALUES

We cultivate a spirit of collaboration, innovation, and integrity by offering a complete suite of today's best marketing and real estate services. We deliver a successful and proven way to professionally transact business with the highest transparency. Creativity, locality, quality, and passion are fundamental to our success and growth.

OUR SERVICE

We are committed to working diligently in your best interests. Our team will stay on top of paperwork, attorneys, lenders, and anything else we can to make the process as easy and fun as possible. Having already helped hundreds of clients successfully navigate the home buying process, we are confident we can be your guide through closing and beyond. We aim to do such a great job that you can't help but tell all your friends and family about us.

PROFESSIONALISM & INTEGRITY

We pay attention to our client's needs and we know our market inside and out. Our clients know we do our homework. We work hard to get our clients the best possible outcome. We skillfully guide you through every step of your real estate transaction.

WHAT SETS US *apart*



YOUR DON'T JUST GET ME...YOU GET MY WHOLE TEAM

When you choose to work with me, you're partnering with a trained agent that has the backing of the world's largest real estate company, consisting of 180,000+ associates around the globe. That puts your search in the hands of the largest, most resourceful real estate network.

By choosing to partner with me and the Keller Williams family, you gain access to a suite of technology that keeps you informed and engaged with what's happening in the neighborhoods you're eyeing.

Keller Williams was built on a simple-yet-revolutionary principle: *people are what matter most*. To help cement this understanding, we've formalized a belief system that guides how we treat each other and how we do business.

WIN-WIN or no deal

INTEGRITY do the right thing

CUSTOMERS always come first

COMMITMENT in all things

COMMUNICATION seek first to understand

CREATIVITY ideas before results

TEAMWORK together everyone achieves more

TRUST starts with honesty

EQUITY opportunities for all

SUCCESS results through people

5

Years in
Business

267

Total Clients
Served

57

Clients Served
in 2020

39%

Repeat &
Referral Clients

“

Top notch attentiveness in all areas of making our move to North Carolina a pleasant one! Experience shows, knowledge of area and market obvious ... but the best part was the personal touch given to all services provided. Highly recommend. -Patty Green ★★★★★

”

IT'S ALL ABOUT

you!!!

My real estate business has been built around one guiding principal: It's all about you.



My focus is on your complete satisfaction. Our greatest compliment is your referrals and we are honored to have 39% of our business in 2021 come from repeat customers and referrals.

ADVANTAGES OF WORKING WITH A

Buyer specialist

- + You have a professional Realtor working on your behalf. This ensures confidentiality, loyalty, and full disclosure.
- + Extensive market knowledge.
- + Counsel and advice.
- + I will help you structure the offer, negotiate, and take care of all details from pre-contract through closing.
- + I save you time, money, and energy!
- + After you purchase a home, I will call you periodically to see how you are doing and if you need anything.

I want you to have such a great experience that you will recommend me to your friends, family, and coworkers so that they can have a great experience as well. We love referrals!!

THE BEST PART?



We typically are paid from the seller's agent commission, so there is no cost for you to use us.

*W will go over how the commissions get paid

THE *home* BUYING PROCESS

Our goal is to make your home buying experience as easy as possible, with the least amount of stress and the biggest smiles when you walk into your new home.

1 GET PRE-APPROVED

Work with a lender to determine how much house you can afford and your best loan options. Pre-approval is necessary prior to making an offer.

STEP
1

2 HIRE A REALTOR

You hire a Realtor to consult you on the many important factors involved in buying a home, as well as negotiate on your behalf and deal with any issues that may arise along the way.

STEP
2

3 FIND YOUR NEW HOME

You and your agent will work together to find your dream home, write an offer, and negotiate terms. There may be counteroffers back and forth until all terms are accepted by both parties.

STEP
3

4 CONTRACT ACCEPTANCE

When all parties have agreed upon acceptable terms and wish to proceed, the contract is signed and you are officially under contract. Due diligence fee and earnest money deposit are due.

STEP
4

5 DUE DILIGENCE STARTS

This period is for you to have the house inspected, the appraisal completed, and to negotiate repairs. You may terminate during this period for any reason, and any earnest money would be refunded.

STEP
5

6 HOME INSPECTIONS

Inspections will let you know of any issues the house may have. These may include home, radon, termite, HVAC, well/septic, etc. All inspections are paid for by you at time of service.

STEP
6

THE *home* BUYING PROCESS

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7 LENDER APPROVAL

During due diligence, the lender will run a full credit check and get an appraisal. If the appraisal is lower than the purchase price, you may pay the difference, ask the seller to negotiate, or terminate the contract. Your agent will assist with this.

STEP
7

9 DUE DILIGENCE ENDS

Your right to terminate for any reason ends today. If you terminate before this time, any earnest money should be returned to you. If you terminate after this point, you would be in breach of contract.

STEP
8

8 TITLE SEARCH

The closing attorney will run a title search to make sure that there are no legal issues which would keep you from being able to purchase the home. They will also order a survey if desired.

STEP
9

10 PRE-CLOSING

This is the time is to get utilities set up and to finalize moving plans and any last details. We will review the closing disclosure with you, and you will obtain funds for closing. You will do a final walk-through with your agent just before closing.

STEP
10

11 SETTLEMENT

Lender and legal paperwork is reviewed and signed with the attorney. The seller signs their paperwork as well. Once all paperwork is signed and funds are collected, the deed will be sent into the county registrar for recording.

STEP
11

12 CLOSING

The attorney will notify us once the deed has been recorded, which usually takes a few hours after being submitted, and the sale is finalized. You will get your keys and can begin moving into your new home.

STEP
12

FINANCIAL *Terms* TO KNOW

DOWNPAYMENT

The difference between the purchase price and mortgage, paid at closing.

DUE DILIGENCE

Non-refundable fee paid directly to the seller to take the home off the market while you inspect the home and decide whether to proceed. Credited back at closing.

EARNEST MONEY

Upfront deposit that gets applied to your down payment or closing costs, held by the attorney. Credited back at closing.

MORTGAGE ESCROW ACCOUNT

Your mortgage lender will collect the property tax and homeowners insurance premiums on a monthly basis as part of your mortgage payment, hold them in the account, then pay the bills automatically on your behalf.

CLOSING COSTS

Fees include items such as attorney fees, survey fees, and documentation fees, paid at time of closing.

PRE-QUALIFIED VS PRE-APPROVED

In order to get pre-qualified, your lender will ask you some basic information like your income and expenses, and may or may not run your credit. This will give you an idea of what you might qualify for, but when you are serious about buying, you will need to get pre-approved.

To get pre-approved, the borrower must complete an official mortgage application as well as supply the lender with all the necessary documentation to perform an extensive credit and financial background check. Going through the pre-approval process also offers a better idea of the interest rate to be charged.

Lenders will provide a conditional commitment in writing for an exact loan amount, allowing borrowers to look for homes at or below that price level. This letter will be submitted with offers to show credit-worthiness to sellers.

PROTECT YOUR LOAN

ALWAYS CHECK WITH YOUR LENDER BEFORE YOU:

- Make a large purchase
- Change jobs
- Miss any payments
- Open any new credit
- Move money around
- Close any accounts

It's standard procedure for lenders to do a final credit check before closing.

GETTING THE RIGHT *financing*



WHICH LOAN IS RIGHT FOR YOU?

CONVENTIONAL LOAN

The most common type of home loan, offered through private lenders. May allow a down-payment of as low as 3%

FHA LOAN

Loans designed for buyers with high debt-to-income ratios and low credit scores. More common for first-time homebuyers. Allows down payments as low as 3.5%. Mortgage insurance premium payments are typically required. Offered by FHA approved lenders and backed by the Federal Housing Administration.

VA LOAN

Loans designated for veterans, their spouses and reservists. No down-payment or mortgage insurance required. Upfront VA funding fee is required. Offered through private lenders and guaranteed by the U.S. Department of Veterans Affairs.

USDA LOAN

Loans for homebuyers in designated rural areas. Income limits and property value caps apply. Offered by private lenders and backed by the U.S. Department of Agriculture.

DOCUMENTS YOUR LENDER MAY NEED TO DETERMINE LOAN ELIGIBILITY:

INCOME:

- Federal tax returns; last 2 years
- W-2s; last 2 years
- Pay stubs; last 2 months
- Additional income documentation: pension, retirement, child support, social security/disability income award letters, etc

ASSETS:

- Checking and savings statements; 2 most recent
- 401K or retirement statements and summary
- Other assets (if applicable): statements and summaries of IRAs, stocks, bonds, etc

OTHER:

- Copy of driver's license or ID and social security card
- Addresses for the last 2 years and landlord's contact info (if applicable)
- Student loan statements showing current and future loan payment amounts
- Documents relating to any of the following (if applicable): divorce, bankruptcy, collections, judgements, or pending lawsuits

CLOSING COSTS: WHO PAYS THAT?

Closing costs are various fees charged by the lender, the title company, real estate agents, and other service providers in order to complete a real estate transaction and are paid through escrow.

TYPICAL REAL ESTATE CLOSING COSTS IN NORTH CAROLINA:

Buyer's COSTS

LENDER FEES

- Origination Fee
- Application Fee
- Appraisal Fee
- Flood certification fee
- Discount Points*



ESCROW CHARGES

- Homeowners' Insurance Escrows
- Property Tax Escrows



TITLE & CLOSING FEES

- Attorney Closing Fee
- Title Insurance Premium
- Recording Fees
- Prorated Property Taxes
- Prorated HOA Dues *



seller's COSTS

REAL ESTATE FEES

- Real Estate Commissions
- Repair Costs*



TITLE & CLOSING FEES

- Excise Tax (Revenue Stamps)
- Attorney Fees (Deed and Doc Prep)
- Prorated Property Taxes
- Prorated HOA Dues*
-

MISCELLANEOUS FEES

- Wire fees
- Home Warranty*
- Buyer's Closing Costs*

*if applicable



PRE-CLOSING

INSURANCE

Most lenders require homeowners insurance as part of your escrow account. If you are not getting a mortgage, you will have to obtain your own policy.

UTILITIES

Call each utility provider to have the account changed over to your name to take affect on the day of closing.

FINAL WALKTHROUGH

Just before closing you and your agent will walk through the home to verify no damage has been done, agreed upon repairs have been completed, and nothing from the purchase agreement has been removed.

CLOSING DISCLOSURE

At least 3 days before closing, lenders are required to provide you with an initial closing disclosure showing your final loan terms and closing costs for you to review.

CLOSING

On the day of closing, you will review and sign the final paperwork, and submit a cashier's check or previously arranged wire transfer to pay for the remaining down payment and closing costs.

ITEMS TO BRING TO CLOSING

- Government issued IDs for all parties
- Cashier's check (unless wired)

RECORDING

Once paperwork has been signed by all parties, and monies have been received, the attorney will submit the deed for recording with the county. Once recorded, you will receive the keys and can access your new home.

Congratulations!!

CLIENT Testimonials

"Caren and her team has been a joy to work with. I've purchased two homes and sold one home with them and each transaction has been an absolute delight. Real Estate transactions can get very stressful very fast, especially in a volatile market. Caren and her team provided all the professional support from buyer agent, home inspector, handyman, stager, professional photographer, and seller agent to name a few. Her team is patient and professional. At no point did her team ever put any undue pressure on us one way or another. Highly recommended for any buyer/seller but especially when the market is crazy!"



-Cheng Cai

"Jeanette and the entire team at the Welcome Home Realty group made the home buying process manageable and efficient. All members of the team were extremely responsive and helpful, never ceasing to answer my many questions and to help guide me through the process. As a first time home buyer, this was extremely comforting and made for a very positive experience."



-Jacey Macdonald

"Kristen and her team members were phenomenal during our home search and purchase process. Kristen was always available when we needed something and worked to our schedule without question. We couldn't be happier with the service we were provided. Thank you!"



-James Dailey



THANK YOU FOR MEETING WITH ME!

Thank
you!

Do you have any more questions before we sign the paperwork and I get to work for you?