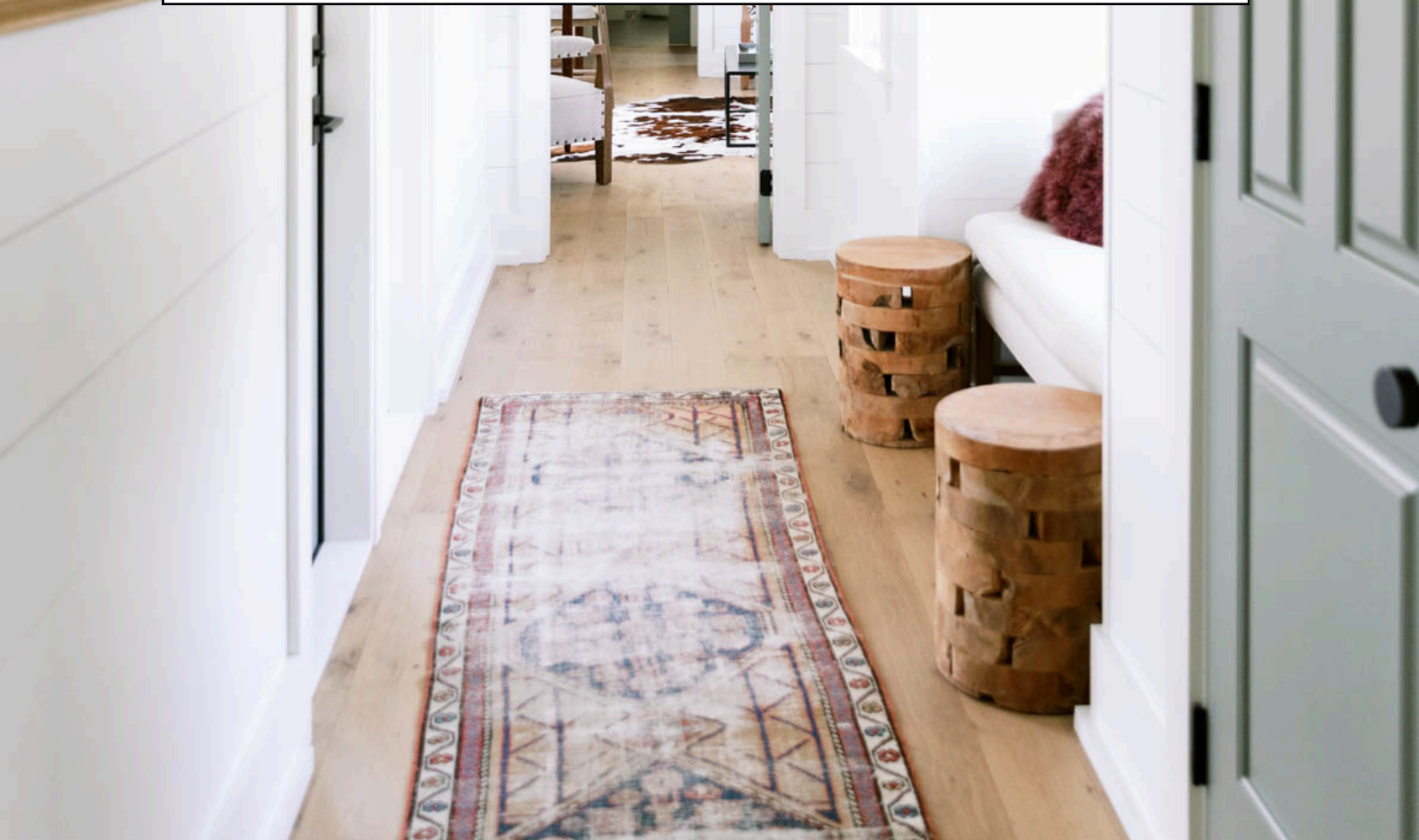



BUYER GUIDE

# Your Complete Guide to *Finding Home* on North Carolina's Southern Coast.

SARAHFRIESEMA.COM





# I won't sugar coat it. Moving can be a little *nightmare*.


You know it's time for a new house. You feel it in your bones. And while the prospect of house-hunting and a fresh start is exciting, everything else is just.... daunting.

That's where I come in. I'm a marketer, advisor, strategist, planner, problem-solver, hands-on helper, and killer negotiator - ready to handle everything.

Now doesn't that sound *dreamy*?

If you're looking for a full-service, luxury home buying experience, you're in the right place

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# TIMELINE

## What *to* Expect



## Important Dates *and* Contacts

CONTRACT DATE:

DUE DILIGENCE DATE:

SETTLEMENT DATE:

ATTORNEY:

LENDER:

INSPECTION DATE:

INSPECTOR CONTACT:

OTHER:





# FINANCES FIRST

## Preparing *to* Buy

### BUDGET

A home affordability calculator is a great tool to set a realistic budget. It takes your income, debts, down payment and local taxes and insurance costs into consideration to give you a clear picture of what monthly mortgage payments look like at different price points.



### CREDIT SCORE

This little number means a whole lot. A higher credit score is the single most powerful way to secure a lower interest rate. Credit Karma is an excellent tool for staying on top of your credit.

### DOWN PAYMENT

Once you've nailed down your budget, you can figure out how much you'll need for a down payment. 20% is great, but not necessary - many conventional loans allow for 3-5% down. Keep in mind, if you put down less than 20%, you'll need to pay Private Mortgage Insurance (PMI), which will add an additional fee to your monthly payments.




### CLOSING COSTS

Your down payment isn't the only cash you need to bring to the closing table. You'll need to cover the loan origination fee, title search, title insurance, attorney fee, appraisal and inspection costs and escrowed taxes and insurance. In addition to your down payment, plan on setting aside 2-4% of the purchase price to cover closing costs.

EVEN IF YOU QUALIFY FOR A CERTAIN MORTGAGE AMOUNT, IT'S IMPORTANT TO THINK ABOUT HOW MUCH OF YOUR OVERALL BUDGET YOU WANT TO ALLOCATE TO HOUSING.





Whether it's your first  
or your fifth, buying a house is  
one of the biggest financial  
decisions you'll make,  
so *before you take the plunge*,  
we're going to make *a plan*.

## THE BASICS

Top 3 Neighborhoods

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## FINANCIALS

Pre-approval amount\_\_\_\_\_

Loan type \_\_\_\_\_

Ideal price range \_\_\_\_\_

Ideal monthly payment\_\_\_\_\_

Home Type ☐ Single family ☐ Townhouse ☐ Condo ☐ Ranch ☐ Multi-family

School district \_\_\_\_\_

# of Bedrooms \_\_\_\_\_

Square footage \_\_\_\_\_

# of Bathrooms \_\_\_\_\_

## NOTES

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### MUST-HAVE

### NICE TO HAVE

### DEAL BREAKER

New Construction

Fixer-Upper

HOA

Community Pool

Private Pool

Fenced Yard

Fireplace

Deck or Patio

Open Floor Plan

Spacious Pantry

Flex Room

First Floor Primary

Large Yard (0.5 acre +)

Garage

Home Office



# Home Tour Notes

ADDRESS

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Sales price is just one piece of the puzzle.  
Keep reading for terms to consider when  
crafting a *winning* offer.

### DUE DILIGENCE MONEY

This is a non-refundable fee, paid directly to the seller at time of contract, to compensate the seller for allowing the buyer time to conduct inspections. This fee will be credited back to you at closing.

### EARNEST MONEY DEPOSIT

This refundable deposit to be held in trust by a closing attorney, is also known as a good faith deposit. It serves to show your seriousness as a buyer. Should you terminate your contract before the expiration of your due diligence period, you will be refunded this deposit. A termination after the due diligence period would result in this fee being awarded to the seller.

### DUE DILIGENCE PERIOD

The timeframe in which to conduct all your investigations on the property, including home inspections and loan processing. This is also the time when you will decide whether to continue with the contract or walk away.

### SETTLEMENT DATE

The best date of all - closing day!

### SELLER PAID EXPENSES

You may want to ask for closing costs, a credit to buy down your rate or to cover agent fees. These will be credited to you at closing.

### HOME WARRANTY

Sellers will sometimes offer a seller-paid home warranty. If this is something you're interested in, you can ask for it.

### BUYER/SELLER POSSESSION

As a buyer, you may need to take the possession of the home before closing. On the flip side, a seller may want to retain possession for a period of time after closing. This is an important term to negotiate upfront.



# You're Under Contract!

## Welcome to *due diligence*.

It's all hands on deck during due diligence. Lenders, attorneys and home inspectors all play a critical role.

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### INSPECTIONS, APPRAISALS, FINANCING & TITLE SEARCH

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You'll supply your lender with the necessary documentation to process your loan. You will also purchase home insurance and provide proof to your lender. Soon after your application is approved, your lender will order an appraisal.

I'll ensure that we order all required inspections for your particular loan and we'll review findings together.


Next, we'll obtain repair quotes, if needed, and negotiate repairs or a seller concession (a seller credit at closing).

While your loan is processing, your closing attorney will begin a title search. This is an examination of public records to ensure that there are no claims or liens on the property that could impact your ownership rights. Think of it as a background check for your new home.

Your attorney will then secure title insurance to protect your ownership rights from any hidden or unknown claims.

Before the expiration of your due diligence period you'll decide whether you want to continue with the purchase or terminate the contract.





# Nearly at the finish line. There's just a *few more* steps to closing.

## SETTLEMENT DISCLOSURE & FUNDS

Two to three days prior to closing, we'll receive a detailed settlement statement from the attorney, outlining all the fees and terms of the transaction. This document will provide you with the final "cash to close." You can now initiate a wire transfer or obtain a cashier's check for closing.

## FINAL WALKTHROUGH

The morning of closing, we'll do a final walkthrough of the home to ensure that all agreed upon repairs have been made and that the home is in the same, or better, condition than at the time of contract.

## SIGN CLOSING DOCUMENTS

The final signatures! We'll meet at the attorney's office for you to sign all your closing documents. Be sure to bring a photo ID with you. If you did not wire your closing funds, bring a cashier's check.

## RECORDED AND CLOSED!

The home doesn't officially transfer ownership until the new deed is recorded. This can sometimes happen a number of hours from the time you sign. Plan on killing some time while you wait for the keys. I recommend you schedule movers for the day after closing - delays can happen.

# Moving *Checklist*

## ONE MONTH BEFORE

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- |                                                    |                                                       |
|----------------------------------------------------|-------------------------------------------------------|
| <input type="checkbox"/> DECLUTTER                 | <input type="checkbox"/> CONFIRM UTILITIES TO CONNECT |
| <input type="checkbox"/> DROP OFF DONATIONS        | <input type="checkbox"/> SEND ALL DOCUMENTS TO LENDER |
| <input type="checkbox"/> RESEARCH MOVING COMPANIES | <input type="checkbox"/>                              |
| <input type="checkbox"/> BOOK MOVING COMPANY       | <input type="checkbox"/>                              |
| <input type="checkbox"/> PACK NON-ESSENTIALS       | <input type="checkbox"/>                              |

## TWO WEEKS BEFORE

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- |                                                                  |                                                                               |
|------------------------------------------------------------------|-------------------------------------------------------------------------------|
| <input type="checkbox"/> CONFIRM MOVING DETAILS                  | <input type="checkbox"/> CLEAN OUT STORAGE AREAS<br>LIKE ATTIC, GARAGE & SHED |
| <input type="checkbox"/> SET UP MAIL FORWARDING                  | <input type="checkbox"/> SCHEDULE CLEANER FOR NEW<br>HOUSE                    |
| <input type="checkbox"/> PACK VALUABLES & FRAGILE ITEMS          | <input type="checkbox"/>                                                      |
| <input type="checkbox"/> USE UP PERISHABLES                      |                                                                               |
| <input type="checkbox"/> PLAN PET & CHILD CARE FOR<br>MOVING DAY |                                                                               |

## ONE WEEK BEFORE

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- |                                                                                                      |                                                    |
|------------------------------------------------------------------------------------------------------|----------------------------------------------------|
| <input type="checkbox"/> PACK AN ESSENTIALS BOX WITH<br>TOILETRIES, IMPORTANT DOCS &<br>MEDICATIONS. | <input type="checkbox"/> CLEAN CURRENT HOME        |
| <input type="checkbox"/> CONFIRM ADDRESS CHANGE WITH<br>IMPORTANT ACCOUNTS                           | <input type="checkbox"/> PLAN MOVING DAY LOGISTICS |
|                                                                                                      | <input type="checkbox"/> DISASSEMBLE FURNITURE     |
|                                                                                                      | <input type="checkbox"/>                           |
|                                                                                                      | <input type="checkbox"/>                           |

## 1-2 DAYS BEFORE

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- |                                                                    |                                                           |
|--------------------------------------------------------------------|-----------------------------------------------------------|
| <input type="checkbox"/> PACK REMAINING ITEMS                      | <input type="checkbox"/> PREPARE PAYMENT FOR MOVERS       |
| <input type="checkbox"/> REVIEW CLOSING DISCLOSURE                 | <input type="checkbox"/> CONFIRM DETAILS WITH MOVERS      |
| <input type="checkbox"/> FINAL WALKTHROUGH                         | <input type="checkbox"/> CONFIRM CLOSING WITH<br>ATTORNEY |
| <input type="checkbox"/> INITIAL WIRE TRANSFER OF<br>CLOSING FUNDS | <input type="checkbox"/>                                  |

## This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.





#### ORGANIZATION & EFFICIENCY

Streamlined systems & processes

#### INSIDER RECOMMENDATIONS

All my trusted service providers

#### LUXURY SERVICE

Guidance, communication & hands-on help

### AT THE HEART OF IT...

I'm a marketer who loves to tell a story.  
A mom who understands the importance of setting roots.  
And a homebody who knows that location is *everything*  
when writing the next chapters of your life.



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