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WATSON REALTY CO.

BUYER'S GUIDE

THE COMPLETE GUIDE TO
BUYING A HOME

PRESENTED BY:

Tiesha Rena'

“Choosing Tiesha as my Realtor was by far one of the best decisions I’ve made throughout this whole process! She is sweet, kind, and hardworking. She was such a knowledgeable guide and confidant during this long process and has been wonderful to work with especially after so many failed attempts with other realtors. As soon as we connected, I knew she was the one to get the job done! From the bottom of my heart, We thank you for finally getting us in our dream home!”

- The Williams Family

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THE STEPS

So, you want that dream home? Let's get you there.
Here are the typical steps involved in purchasing a
home.

01.

GET PRE-APPROVED

You'll want to get this process started asap, as getting pre-approved for financing is essential.

02.

CHOOSE AN AGENT

Choose an agent whose personality meshes with your own and whose experience can work in your favour!

03.

HUNT FOR HOMES

We'll take note of your requirements and start searching for properties that fit the bill!

04.

RESEARCH

Your new neighborhood is just as important as your home. Look at schools, recreation, shopping, etc.

05.

MAKE AN OFFER

We'll draw up an offer and negotiate on your behalf.

06.

INSPECTION

This will address any hidden issues in the house.

07.

CLOSE THE SALE

All done! Arrange a closing date and sign the paperwork!

08.

MOVE IN

Congratulations, you did it! Welcome to your new home!

BUY OR SELL FIRST

Each situation is unique, and several factors need to be looked at to determine which option is right for you.

Here are some things to consider with each.



BUY FIRST

Works best when...

There is a lot of competition in the market and property prices are rising.

You're confident there will be a high level of demand for your existing property.

You can negotiate or make it conditional on selling your own home.

You're prepared to accept an offer that lets you move on or pay bridging finance.



SELL FIRST

Works best when...

Property prices are flat or declining.

If you want greater certainty about how much you have to spend on your next home.

If you're moving locations and buying in a different and slower market.

If you can negotiate a long settlement or know that you'll be able to find something that suits your requirements.

PRE-APPROVAL

Getting a pre-approval is one of the best things you can do to simplify the process and give yourself more confidence in your buying power. Here's what you can expect from the process.

YOUR CREDIT SCORE

01

Knowing your credit score will help lenders decide if you're a good candidate for a loan. The higher your credit the better.

YOUR EMPLOYMENT HISTORY

02

Lenders want to make sure you can regularly make mortgage payments, with no major gaps in income.

YOUR ASSETS & DEBTS

03

Lenders want to know your debt- to-income ratio to know if you can make each loan payment with the income you earn.

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A man and a woman are laughing and embracing each other in a kitchen. The man is wearing a light-colored sweater and dark jeans, and the woman is wearing a blue patterned shirt, a beige cardigan, and blue jeans. They are both smiling broadly. The background shows a modern kitchen with white cabinets and a countertop.

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There's no
place like...

HOME!

Choosing a home that complements your lifestyle, income and preferences is no easy task. There are many moving parts to finding a home that will work for you and your family. Here are some things to consider when looking for that perfect home.

CHOOSING A HOME

WHAT KIND OF HOME DO YOU WANT?

Are you interested in single- family, condo or townhome? Do some research of what types of homes offer what that will help narrow down your search area.

CONSIDER YOUR COMMUTE

Do you need a car to get to work? Are you going to be taking transit? Do a test run before committing to a certain area.

OLD HOUSE OR NEW HOUSE

Older neighborhoods are great for their charm and character, but often older homes require more repairs, newer developments have modern finishes and less repairs needed.

COMMUNITY

What would you like to see in your new community? Is it more coffee shops? Events? Closer to the water? Whatever it is write it down and choose areas that have those features.

WALKSCORE

How important is it to you to be walking distance to things like schools, shopping and groceries? Think of what you want or need to be close to.

MUST NOT HAVE

Everyone has wants but have you considered the things you don't want? If you hate noise you might want to steer clear of the college area for example.

UNDERSTANDING OFFERS

Once we draft and present the offer a few things could happen, here's a breakdown of the offer process and what you can expect.

OFFER PRESENTED



ACCEPT

Your offer is accepted! Time to celebrate, now we will move ahead with any conditions laid out in the offer like home inspection.



REJECT

The Seller may reject your offer. We will ask questions to discover why and if there is anything we can do to make the offer more appealing.



COUNTER

The Seller may come back with their own offer. In this case, we will review the terms with you and continue to negotiate until we reach an agreement.



“Tiesha was a pleasure to work with! She made the process extremely easy for me! I was very new to the home buying process, and she was very knowledgeable so that helped! Thank you so much again Tiesha! If I could give you 5+ stars, I would!”

ELEMENTS OF AN OFFER

ASKING PRICE

The price of the home

EARNEST MONEY DEPOSIT

Will be applied against the purchase of the house when the sale closes.

TERMS

Terms include the total price offered and the financing details.

CONDITIONS

Conditions are items that must be completed or fulfilled prior to the closing (such as a home inspection, obtaining financing, or selling your existing house).

INCLUSIONS AND EXCLUSIONS

Items included or excluded. These items can be anything from appliances to decorative items, such as window coverings or mirrors.

CLOSING DAY

The closing day is generally the day the title of the property is legally transferred and the transaction of funds finalized.

CLOSING COSTS

BEFORE CLOSING

- Earnest Money Deposit
- Property appraisal
- Home inspection

ON CLOSING

- Land transfer tax
- Property tax
- Mortgage insurance

AFTER CLOSING

- Moving expenses
- Utility connections
- Renovations
- Repairs + maintenance

F.A.Q'S

HOW MUCH DO I NEED TO PAY YOU?

There are some rare exceptions, but generally, buyer agents do charge a fee, and the fee is paid by the seller. So as a buyer, you will almost never pay any commission fee.

WHY DO I NEED A BUYER AGENT?

It's in your best interest to have representation as the Seller Agent is working in the best interest of the seller which means you need someone on your side to make sure you get the best possible deal.

HOW LONG DOES THE PROCESS TAKE?

Finding the right home can take weeks to months depending on your timeline and needs. Once we find a home you like, the offer can be accepted within days and the closing is typically 1-3 months, which means you could be moved into your new home in a few short months.

MOVING CHECKLIST

TWO MONTHS BEFORE

- Start downsizing and donating old and unwanted items.
- Start researching moving costs and companies.
- Collect school records and transfer.
- Order packing supplies.

ONE MONTH BEFORE

- Change your address and send moving notifications to friends and family.
- Find local healthcare providers and shopping necessities.
- Buy any new appliances or make plans for what to buy.

TWO WEEKS BEFORE

- Contact utilities.
- Finalize moving arrangements.

2-3 DAYS BEFORE

- Plan payments and expenses for moving.
- Defrost your fridge.
- Clean as you continue to pack.
- Pack things you will need right away separately.

MOVING DAY

- Do a final walk through.
- Keep all receipts.
- Pre-clean, seal any windows or doorways.
- Check for damages in your new home that will need to be fixed.
- Unpack room by room.

Testimonials

"Tiesha was the absolute greatest experience! She went above and beyond since we were out-of-town buyers and she made the process feel like we were there in person. Her knowledge of the areas, real estate laws, and the way she won our offer over multiple offer submitted was definitely unimaginable and we were so happy we were referred to her!"

**JAMES AND
PATRICIA**

"I must say Tiesha was very hands on during the entire process! It was not always easy for us, but she definitely stayed positive and guided us throughout. She never missed a beat! Thank you Tiesha, and we will definitely be sending referrals your way!"

**HENRY
JOHNSON**

"Tiesha was a joy to do business with and very knowledgeable of her profession! We appreciate her hard work and dedication! We wish her good luck going forward with her future endeavors and continued blessings! "

**DANIELLE
BRAIMBRIDGE**



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