



Buyer's Guide



JAMIE WHITE
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Jamie White Real Estate Your Team

Through your homebuying journey you are going to have two experts to guide you. One is your **buyer's agent**, the other is your **transaction coordinator**.



Buyer's Agent

Ready to house hunt? Your buyer's agent is a licensed real estate agent who will help you determine your needs and schedule showings.

When the right property comes along they will negotiate for you and write a contract.



Transaction Coordinator

Transaction coordinators are licensed real estate agents who specialize in managing the paperwork and deadlines involved in a real estate transaction.

After you have chosen a house to make your own, your buyers agent will introduce you to your transaction coordinator and they will become your advocate and guide.

Home Buying Checklist

A lot goes into buying a home. Luckily you are working with Jamie White Real Estate and we have it down to a science. Use this checklist to keep track of where you are in the process and keep an eye on what is up ahead.

House Hunting Time!

For these items your Buyer's Agent will be your guide:

- Discuss with your agent what you are looking for in a house.
- Choose and meet with a Mortgage Lender to get pre-approved and nail down your budget.
- Work with your agent to find a house.
- Make an offer and negotiate terms.
- Your offer gets accepted!

Time to turn it over to your Transaction Coordinator!

- ☐ Meet your Transaction Coordinator!
- ☐ Drop off/ mail in your EMD check.
- ☐ Schedule a home inspection.
- ☐ Review the home inspection report and request repairs.
- ☐ Choose a closing attorney or settlement company.
- ☐ Choose a home owner's Insurance agent
- ☐ Complete the loan process with the lender.
- ☐ Contact Utility Companies.
- ☐ Conduct a walk through 24-48 hours from closing.
- ☐ Complete closing documents at settlement.
- ☐ Receive the keys to your new home!



FAQ

Buying Process

Do I need a real estate agent?

While it is not required that you have a real estate agent, it is in your best interest to have one represent you in the buying process. Your buyer's agent fees will be paid by the seller, meaning that there is no cost to you for using a real estate agent.

Why should I work with Jamie White Real Estate?

When you choose a Jamie White Real Estate buyer's agent, they work exclusively on your behalf and represent your best interests in the home buying process. We aim to get you the best deal on a home with the least amount of hassle.



What is the best way to search for homes online?

Realtor.com and Zillow.com both provide extensive property listings and other helpful information for homebuyers. Browsing these websites can help you get an idea of what you are looking for in a home. MyCAAR.com often has the most up to date information because it is linked directly to the MLS. Most other websites take an overnight feed from company real estate websites so information can be delayed and inaccurate.

How do I know if the home I'm interested in is a good deal?

When you show interest in a home, your buyer's agent will conduct a comparative market analysis and use their expert valuation skills to establish an accurate estimate of the home's market value. From there, your agent will help you determine an offer price and create a negotiation strategy to get your home for the lowest price possible.



Home financing

Where do I find a loan?

There are a number of different lenders in the area, each offering different interest rates and fees on their loans. Jamie White Real Estate can provide recommendations for specific lenders to find you the best possible deal.

How much house can I afford?

Lenders suggest that your maximum monthly mortgage payment should not exceed 28% of your pre-tax income and that your maximum debt load should not exceed 35% of your pre-tax income.

What's the difference between pre-qualified and pre-approved?

Pre-qualification is a lender's informal evaluation of how much mortgage you can afford. A pre-approval on the other hand is a lender's guarantee in writing of a loan up to a specified amount.

What are the advantages of being pre-approved?

When you are pre-approved, sellers will find any offer you make more attractive since you have already provided documentation verifying your financial health to a lender. This may give you more leverage when negotiating a sales price. Being pre-approved can also shorten the length of time before closing since you've already completed the steps to securing mortgage approval prior to signing a contract on a property.



Closing process

What type of inspections do I need before closing?

Most often, a home inspection, radon test, termite inspection, well water test, and/or septic tank inspection will be conducted.

How do I close on a loan?

In most cases, you will go to a local title company or attorney's office to close on your loan. The closing agent will have all of your mortgage documents ready and will let you know what items you need to bring to finalize the process.

Can I bring a personal check to closing?

Since real estate transactions require large sums of money, you will need to bring a cashier's check or certified check for closing. These forms of payment provide verification that the funds are available.

What type of insurance do I need to have?

Many lenders will require that you have certain insurance policies before you can close on a home. Homeowner's insurance must cover the cost to rebuild the home. Title insurance is recommended to protect you from losses if there ever were a dispute over the ownership of a property. And flood insurance may be required if your home is located in a designated flood hazard area.

Agent Worksheet

Keep track of all the people you work with. You might need them again.

Buyer's Agent _____

phone _____

email _____

Transaction Coordinator _____

phone _____

email _____

Lender _____

phone _____

email _____

Insurance Agent _____

phone _____

email _____

Closing Attorney or
Settlement Company _____

phone _____

email _____

Utilities Worksheet

HOA _____

phone _____

website _____

Electric _____

phone _____

website _____

Trash _____

phone _____

website _____

TV _____

phone _____

website _____

Internet _____

phone _____

website _____

Gas _____

phone _____

website _____

Water _____

phone _____

website _____

Sewer/Septic _____

phone _____

website _____

DISCOVER
UNCOMMON

DINING
SHOPPING
MUSIC
WELLNESS
ARTS
CULTURE

DOWN
TOWN
CVILLE

UNITY
DAYS
Cville
CITY SPONSORED.
COMMUNITY DRIVEN.





Thank you for trusting Jamie White Real Estate on your home buying journey! A lot goes into buying a home and our mission is to make it easy.

The highest compliment our customers can give us is to recommend us to a friend. **We appreciate your referrals!**





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