



THE BENEFITS OF BUYER
REPRESENTATION

ADVOCATING FOR YOU IN THE HOME BUYING PROCESS





WE ARE DEDICATED TO YOU

The Carolina Properties Difference

Purchasing a property in today's real estate market is more complex than ever. Our goal is to provide you with a level of elite representation, guiding you through this complex process - advocating for you every step of the way. Our team of sales advisors provide you with a calming, professional and stable force of experience throughout your purchasing journey. From understanding your real estate goals to navigating the negotiation and offer presentation, Carolina Properties simplifies the laborious process of selecting and purchasing the right property.

AGENT NAME

Five-Star Reviews



“Eric Andrews is very helpful and knowledgeable and offers sage advice on difficult real estate topics. Highly recommended!” - Paul Wilson

“We were lucky to stumble upon Eric and his wonderful team. Had no idea who he was or the experience he had. We chose from our first encounter. Sometimes you just know. He was very kind, trustworthy, and there for us literally every step of the way...and we had some bumps in the road. His effort and knowledge allowed us to achieve exactly what we were hoping for. If you’re questioning which direction to go, go here! Thank you Eric and all the lovely ladies over there!” - Casey Dark

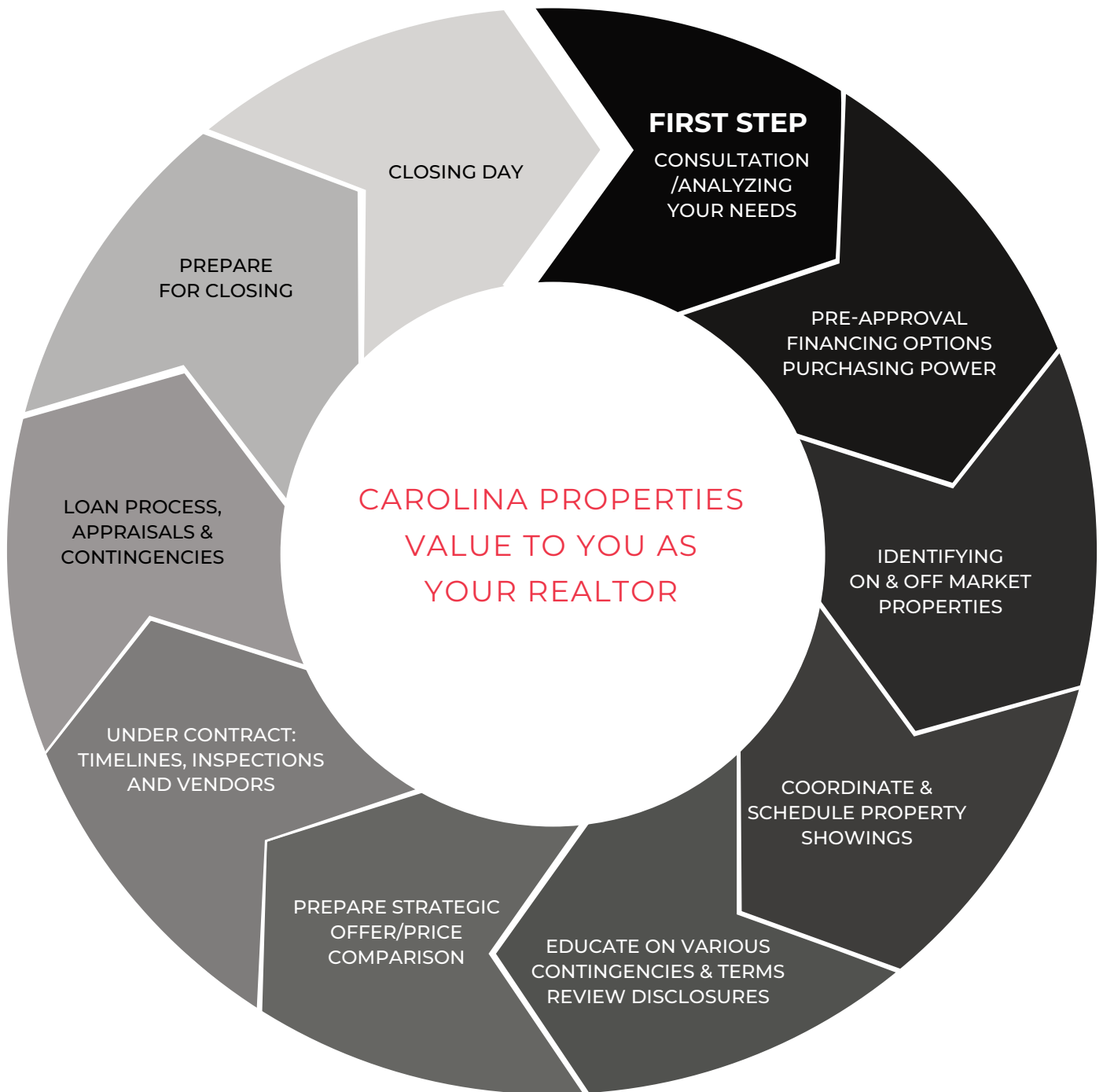
“What a great experience we had with Eric Andrews Realty. Eric is super knowledgeable about and super experienced in commercial real estate. We are grateful to Laura Burkhardt and Eric for their outstanding help with our property and look forward to listing with EA Realty again with another piece of property in Chatham co.” - Rebecca Newton Reunion

“I so appreciate how Eric, in addition to being a passionate realtor, is also a generous educator, sharing lots of information and expertise with the community via his website and YouTube content. I also had a great experience talking with his assistant Laura who was very kind and helpful. Many thanks!” - Casey Robertson



BENEFITING YOU

Every Step of the Way



The Home Buying Timeline

1

PREPARATION

- Consultation & Alignment
- Budget Factors
- Financing & Pre-Approval

2

HOME SEARCH

- Search Setup
- Property Pre-Screening
- Property Tours
- Property Review & Comparison

3

OFFER

- Offer Submission
- Negotiation of Terms

4

CONTRACT

- Escrow & Title
- Financing & Appraisal
- Disclosures Review
- Property Inspections
- Negotiations or Credits

5

CLOSING

- Preparations
- Final Walk-Through
- Signing & Funding
- Celebrate!



1 PREPARATION

Together, we will discuss your needs, preferences, lifestyle, goals, and price range. Discoveries made during this phase will impact our timeline and determine our search parameters.



CONSULTATION & ALIGNMENT

1. Discuss services, the buying process, and expectations.
2. Align on preferred home location, timeline, and key features.
3. Discuss pre-approval and financing.
4. Sign exclusive buyer broker services agreement.

BUDGET FACTORS

5. **Down Payment:** 3.5–5.0% required. Additional loan programs are available for larger down payments.
6. **Mortgage Qualification:** Loans are determined by Credit Reports, Assets, Income, and Property Value.
7. **Rates:** Review current mortgage rates and discuss fluctuations and rate-locking options.
8. **Debt-to-Income Ratio:** Between 33–38%
9. **PITI:** Between 25–28% of your gross monthly income: Principal on Loan, Interest on Loan, Property Taxes, and Homeowners Insurance.

FINANCING & PRE-APPROVAL

10. Review mortgage sources and services and identify different mortgage products.
11. Get connected with mortgage lender to obtain pre-approval.

ESTIMATED EXPENSES

- **Earnest Money:** Typically 1% of purchase price
- **Inspection Fees:** Between \$500–\$1,000
- **Appraisal Fee:** Approximately \$500
- **Additional Closing Costs:** Around 3% of purchase price, including title insurance, lender fees, and homeowners insurance

WHAT YOU NEED TO GET PRE-APPROVED

- Social Security number
- Two most recent pay stubs
- Last year's tax return
- Two most recent bank statements
- Last year's W2

ROLE OF YOUR AGENT

- Recommend a local mortgage lender who can dramatically improve the outcome of your home buying experience.
- Advise on current market conditions and trends that could affect your buying power and set expectations based on your budget.
- Represent you and your interests and work as your trusted advisor from start to finish.



2 HOME SEARCH

Finding your ideal home starts with developing search criteria focused on your desired features, from location to size and price. We'll help you refine your criteria, send the latest listings straight to your inbox, and arrange private tours while offering expert guidance through every step of the home search process.



SEARCH SETUP

1. Develop search criteria based on the key features of your desired home:
 - Location - School systems, work commute, neighborhood amenities, etc.
 - Size & Property Type
 - Property Condition
 - Features & Amenities
 - Price
2. Determine which home features can be compromised on and which are non-negotiable.
3. Search for potential homes online.

PROPERTY PRE-SCREENING

4. Off-market and coming soon listings are screened through our exclusive, vast agent network.
5. Private broker open houses are attended and new listings are viewed in advance.
6. The listing agent is contacted to inquire about property details and seller needs.
7. Investigate the home, neighborhood, and other key features.

PROPERTY TOURS

8. Private showings are scheduled with the listing agent.
9. Attend showings and open houses.
10. Considerations and potential red flags are noted while viewing.

PROPERTY REVIEW & COMPARISON

11. Narrow down options based on:
 - Interest Level
 - Comparative Market Analyses
 - Seller Needs
 - Offer Terms

ROLE OF YOUR AGENT

- Set up home searches on MLS (auto-notifications for listings that fit your criteria).
- Search for exclusive coming soon listings and research new developments and off market opportunities.
- Schedule and accompany you on all showings.
- Follow up on your inquiries or questions for homes of interest.
- Contact the listing agent to inquire about property details and seller needs.
- Review all feedback from showings and adjust search parameters as needed.
- Monitor the market for fluctuations.
- Provide Comparative Market Analysis (CMA) on homes you are seriously considering to help you formulate a competitive offer.



3 OFFER

Once you find a home that you would like to offer to buy, we will discuss possible strategies that will give you the best advantage at making the winning bid.



OFFER SUBMISSION

1. The offer is crafted based on the property and your needs, including:
 - Price
 - Timeline
 - Earnest Money
 - Contingencies - Financial, Appraisal, Inspection, Home Sale
2. A written offer is submitted in the form of a Purchase and Sale Agreement.

NEGOTIATION OF TERMS

3. Your offer is presented to the listing agent and is either accepted, rejected, or the seller submits a counteroffer.
4. The contract's terms are negotiated, if needed.

ROLE OF YOUR AGENT

- Provide timely communication between you and the listing agent.
- Advise on how to write the most attractive offer given the market and property conditions that still fits your requirements.
- Prepare offer packages including cover letter, pre-approval letter, agency documents, and any other key paperwork.
- Submit all documentation for seller and listing agent consideration.
- Receive and review counteroffers or addendums, if needed.
- Confirm contract acceptance and review documents.

A high-end, modern living and dining area with a vaulted ceiling, large windows, and a kitchen island. The living room features a light-colored sofa with a patterned pillow, a dark wood coffee table, and a side table with a lamp. The dining area has a wooden table and chairs, and the kitchen has a white countertop and stainless steel appliances. The overall aesthetic is bright and airy with a mix of modern and traditional elements.

4 CONTRACT

Once we are under contract with a seller, I will provide a timeline and communicate the path to closing across all parties. I will help you navigate the contract conditions and any final negotiations to get you to closing.

ESCROW & TITLE

1. The Purchase and Sale Agreement is accepted and signed by all parties, becoming a legally binding agreement.
2. A timeline based on the contract date is set into motion.
3. Deposit Earnest Money.
4. A title report for the property is initiated and any terms of note are reviewed.

FINANCING & APPRAISAL

5. The financing process is initiated with the lender.
6. An appraisal is ordered and scheduled.
7. The condition of the property is analyzed by the appraiser and compared to recent sales prices for similar properties in the area.
8. The appraisal report is reviewed, discrepancies are discussed, and a low appraisal is negotiated with listing agent, seller, and lender, if necessary.
9. Review and sign appraisal and finance contingency removal documents.
10. Financing and appraisal sign-off are confirmed with the lender.

DISCLOSURES REVIEW

11. All disclosures and reports are reviewed in detail with you.
12. Additional written disclosures or inspections are requested, if needed.
13. Sign all documents.
14. Copies are provided to the respective parties in the transaction.

PROPERTY INSPECTIONS


15. Inspection appointments are scheduled and communicated to all attending parties.
16. Access to the home is coordinated with the listing agent and inspections are conducted.
17. The inspectors' notations or concerns are reviewed and any action items or additional inspections are discussed.
18. A copy of each inspection report is provided to you.

NEGOTIATIONS OR CREDITS

19. Final findings from the report are discussed as well as potential next steps, including negotiations for repairs or credits, if needed.
20. Addendums and contingency removals are drafted, reviewed, and signed.
21. All reports are signed.

ROLE OF YOUR AGENT

- Recommend title company, local lender (if needed), and local service providers for inspections, home improvement, repairs and maintenance, and moving.
- Prepare appraisal comparables and provide insights and notable property features to the appraiser.
- Schedule and join inspections.
- Address concerns, questions, or clarifications with the listing agent.
- Write repair proposals, if needed.
- Ensure all inspections and repair requests are completed within the contract's due diligence period.
- Ensure all required documents are signed and all terms of the contract are met on time to be ready for closing.



5 CLOSING

After all due diligence in the transaction has been completed and underwriting of the loan is underway, we will prepare for a few final steps. We will confirm the property condition and review the final documents before you move into your new home!

CONGRATULATIONS YOU MADE IT!

PREPARATIONS

1. Provide any additional documents requested by the lender or title company.
2. Secure homeowners insurance for your new home.
3. Arrange for utilities to be turned on the day of possession.
4. Arrange funding for buyer closing costs, taking precautions to avoid wire-fraud.

FINAL WALK-THROUGH

5. A final walk-through appointment is scheduled.
6. Address any issues or concerns with the property post-inspection and prior to closing.

SIGNING & FUNDING

7. Sign final loan documents and closing disclosure from lender.
8. Send required closing funds via wire transfer.
9. Title insurance is purchased to protect against losses from title issues that would affect ownership of the property
10. Sign closing documents.
11. The deed is transferred from seller to buyer.
12. Celebrate!



ROLE OF YOUR AGENT

- Ensure all paperwork is signed and ready for on-time closing.
- Accompany you on final walk-through of the property.
- Create a plan with the listing agent to address any questions or concerns that arise during the final walk-through.
- Attend closing to answer any final questions.
- Continued support: provide moving checklists and keep in touch with property value updates.

Know the lingo: Buying terms made easy

ADJUSTABLE-RATE MORTGAGE (ARM)	Interest rates on this type of mortgage are periodically adjusted up or down depending on a specified financial index
AMORTIZATION	a method of equalizing the monthly mortgage payments over the life of the loan; even though the proportion of principal to interest changes over time. In the early part of the loan; the principal repayment is very low, while the interest payment is very high. At the end of the loan the relationship is reversed
ANNUAL PERCENTAGE RATE	the actual finance charge for a loan, including points and fees, in addition to the stated interest rate
APPRAISAL	an expert opinion of the value or worth of a property
ASSESSED VALUE	the value placed on a property by a municipality for purposes of levying taxes. It may differ widely from appraised or market value
BALLOON PAYMENT	a large principal payment due all at once at the end of some loan terms
CAP	a limit on how much the interest rate can change in an adjustable-rate mortgage
CERTIFICATE OF TITLE	a document signed by at title examiner, stating that a seller has an insurable title to the property
CLOSING	the deed to a property is legally transferred from seller to buyer, and documents are recorded
CLOSING COSTS	see "settlement" or refer to "Settlement and Closing" in this guide
COMMISSION	a fee (usually a percentage of the total transaction) paid to an agent or broker for services performed
COMPARATIVE MARKET ANALYSIS (CMA)	a fee (usually a percentage of the total transaction) paid to an agent or broker for services performed
CONTINGENCY	a condition in a contract that must be met for the contract to be binding
CONTRACT	a binding legal agreement between two or more parties that outlines the conditions for the exchange of value (for example: money exchanged for title to property)
DEED	a legal document that formally conveys ownership of a property from seller to buyer
DOWN PAYMENT	Interest rates on this type of mortgage are periodically adjusted up or down depending on a specified financial index

Know the lingo: Buying terms made easy

EQUITY	Interest rates on this type of mortgage are periodically adjusted up or down depending on a specified financial index
FIXED-RATE MORTGAGE	interest rates on this type of mortgage remain the same over the life of the load, Compare to “adjustable rate mortgage”
FIXTURE	a recognizable entity (such as a kitchen cabinet, drape or light fixture) that is permanently attached to a property and belongs to the property when it is sold
HAZARD INSURANCE	compensates for property damage from specified hazards such as fire and wind
INTEREST	the cost of borrowing money, usually expressed as percentage rate
LIEN	a security claim on a property until a debt is satisfied
LISTING CONTRACT	an agreement whereby an owner engages a real estate company for a specified period of time to sell a property, for which, upon the sale, the agent receives a commission
MARKET VALUE	the price that is established by present economic conditions; , location and general trends
MORTGAGE	security claim by a lender against a property until the debt is paid
MULTIPLE LISTING SERVICE (MLS)	a system that provides to its members detailed information about properties for sale
ORIGINATION FEE	an application fee(s) for processing a proposed mortgage loan
PITI	principal, interest, taxes, and insurance, forming the basis for monthly mortgage payments
POINT	one percent of the loan principal. it's charged in addition to interest and fees
PREPAYMENT PENALTY	a fee paid by a borrower who pays off the loan before it is due
PRINCIPAL	one of the parties to a contract; or the amount of money borrowed, for which interested is charges
PRORATE	divide or assess proportionately
PURCHASE & SALE AGREEMENT	a contract between buyer and seller that outlines the details of the property transfer; or refer to “Purchase and Sale Agreement” in this guide
SETTLEMENT	all financial transactions required to make the contract final. See “settlement and Closing” in this guide
TITLE	a document that indicates ownership of a specific property
TITLE SEARCH	detailed examination of the entire document history of a property title to make sure there are no legal encumbrance

*THE LOCATION, THE STYLE, THAT FEELING WHEN WALKING THROUGH
THE DOOR – EVERY ASPECT IS A REFLECTION, A REFLECTION OF YOU,
WHERE YOU’VE BEEN AND THE LIFE YOU ASPIRE TO LIVE.*

THE BEST LIFE STARTS WITH A HOME THAT INSPIRES.



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