

BUYER FAQ

1. *What are the advantages of buying a home?*

There are many benefits such as the pride of ownership, financial appreciation, an increased sense of security, the ability to make improvements of your choice, and tax benefits.

2. *Should I work with more than one Realtor at the same time?*

Because all Realtors have access to the Multiple Listing Service (MLS) and all of the available listings, one Realtor with whom you feel comfortable will save you time and you won't need to be re-qualified each time you talk with a new Realtor.

3. *How should we prepare for the first meeting with our Realtor?*

Decide what features you have in your present home or apartment that you would like in your next home. You should also decide what additional features you would find appealing. Many Buyers search online and go to open houses and/or model homes to get an idea of what they like and don't like.

4. *How long should it take to find the right home?*

It is the Realtor's job to consider your needs and desires. You may be surprised to discover that you may find your next home in a matter of weeks. It may take longer, depending on your priorities, the loan process, and the marketplace.

5. *What am I supposed to do when viewing a home?*

Make a list of everything that you like and don't like. Later, you can review this information and continue to refine your search criteria and decide which homes to keep on the "maybe" list or the ones to remove.

6. *What specific things should I look for in a home?*

Look for features that you really would enjoy. Try to picture yourself, your family and your furniture in the home. Get a feel for the way the home will "live."

7. *What questions should I ask about schools?*

You want to know how the state ranks the schools, test scores, sports programs, and gifted/special programs. You should also arrange to visit potential schools. For an in depth guide to evaluating school systems visit www.ncreportcard.org

8. *Is it possible for us to find our dream home?*

Yes, however, no house is perfect in every way. There will always be something that is not 100% in accordance with your criteria. A home has a multitude of advantages and features. If you are able to get approximately 90% of those features in a specific house, that may be the one for you.

9. *I'm transferring into a new city. What do I do differently in this case?*

As a transferee you should try to get a feel for the entire city and neighborhoods first. This will help you to find an area and neighborhoods where you think you would be the most comfortable. Making a general tour of the city really helps before you meet with a Realtor and begin to look at specific houses.

10. *What should I know about the contract for sale and/or the offer to purchase?*

In North Carolina, the contract for sale and the offer to purchase are the same document and is approved by the North Carolina Real Estate Commission, the North Carolina Bar Association, and the North Carolina Association of Realtors. We will provide you with a sample copy of the Offer to Purchase and Contract and review the important clauses and contingencies with you. You may also want an attorney to review the document with you. As of January 1, 2011 the NC Offer to Purchase and Contract is changing to a Due Diligence Contract.

11. *Do I need to have any inspections on the home?*

In North Carolina, the Offer to Purchase and Contract allows the buyer to have any inspections the buyer wants at the buyer's expense. Most Buyers have a general home inspection and a pest inspection. Additionally, buyers consider having specialty inspections, such as well/septic, radon gas, hvac, etc. The types of inspections necessary depends on the condition of the home and what type of systems the home has.

12. *Can I add extra inclusions into the offer/contract?*

Yes, you may try to negotiate their inclusion in the contract but you also need to consider the possible personal and/or financial reasons that the seller will want to exclude these items. We will be the best source of advice in structuring the best possible offer for you. In some cases, you may need to seek legal counsel for professional advice.

13. *How do I negotiate with the seller to get a contract that's to my advantage?*

We, as your Buyer's Agent, will recommend that you negotiate considering the market value of similar properties that have sold, considering present market conditions, and taking into account anything special that is known about the seller and the property. Above all, our job is to represent your best interest.

14. *What should I do if I have found a home that I think is the one?*

If you find a house that feels right to you, you should take the appropriate steps to make an Offer. There may be another potential buyer who also finds this house appealing and while you are delaying a decision, the other buyer could conceivably offer a purchase agreement first. You may lose the opportunity to buy the house or you may find yourself in a multiple offer situation and end up paying more for the house than if you had not hesitated. With that said, most buyers need to see the home at least twice before determining the house is for them.

15. *When should I begin to look into financing?*

You should discuss your financing options and your qualification for a mortgage prior to beginning to work with a Realtor and before looking at homes. This will give you a price range within which to work and avoid disappointment down the road.

16. What documents should I bring to the lender?

Speak to your loan officer. They will provide a detailed list of all the items pertaining to income and debts that will be required to get loan approval. Typically, you will bring in the signed loan application first and then you will be given a list of all the supporting documentation needed.

17. What type of financing should I use?

The type of financing you use will depend on your unique financial situation, whether you are a first time homebuyer, your credit score, how much you want to spend monthly in a payment, how much down payment funds you have, and how long you plan to be in the home. If you do not have a lender or a mortgage broker in mind, we will be glad to recommend several.

18. What is the next step I take after I am Under Contract on a home?

First, you will formally apply for your loan if you have not already done so. The lender will obtain written verification of all the items requested in the mortgage application, such as employment history, income, recent tax returns, bank statements, credit report, etc.. This information, along with your application, will be submitted for approval (underwriting). An appraisal on the property will be completed for the lending institution to verify that the property's value is equal to or greater than the purchase price you have agreed to pay. Second, you will schedule the home inspections.

19. What is "Buyer's Remorse"?

Buyers often try to second-guess themselves as to whether or not they made the correct decision. This normally occurs between the time the contract is signed and the completion of the inspections and the appraisal. Don't be overly concerned. For most buyers, they realize quickly they did their research and the house chosen is the best one.

20. What happens at settlement (aka closing)?

This is when the property actually transfers from the seller to the buyer and all the finances for the sale are reconciled. In North Carolina, this is usually handled by an attorney of the buyer's choice who works closely with us to insure a smooth transfer of title. The lender will provide you with a detailed list of all the closing costs (Good Faith Estimate) that you will be required to pay at settlement.

Ask us questions. It's our job to help! There's no obligation, and we promise to get back to you quickly.