




HOME


BUYER'S GUIDE

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Hi there!

I am excited to help you find the home that's perfect for you and your family. You'll find I am passionate about real estate and I'll bring my enthusiasm to the process. My clients benefit from clear and consistent communication and advanced technology to streamline our home search process. I am a member of the Cobb Association of Realtors and National Association of Realtors.

I'll set you up on a private home search portal, where you can search for homes matching your specific search parameters based on real-time MLS data. Instead of fruitless Online searching homes already under contract, you will receive daily push notifications the second a home comes on the market that's your match. On your portal you are able to pick the homes you'd like to see on our buyer's tour. We'll visit the homes together and once you find the perfect home for your family, I'll write and submit a compelling offer to the seller. Once we are "under contract," I am laser-focused on contract maintenance, as well as nurturing the buyer / seller relationship to make sure we successfully get to the closing table.


I look forward to working with you!

Kim



KIM SMITH

BUYER'S AGENT SPECIALIST

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STARTING YOUR JOURNEY INTO HOME BUYING?

I'm here to guide you through it! Think of this guide as your roadmap, simplifying each turn and crossroad in the journey to buying your dream home. My aim is not just to inform but to inspire confidence as we work together to navigate one of your most exciting life ventures.

Embarking on the path to owning a home is more than just a series of transactions; it's about bringing your personal aspirations to life in a space that's truly your own. The real estate world can be complex, with market fluctuations, legal details, and crucial decision-making moments.





That's exactly why this guide, combined with my expertise, becomes invaluable. Think of me as your partner in this journey, providing not just guidance, but also the assurance that you are making the right moves at every step.

My commitment is to offer you a comprehensive service that goes beyond the standard, making sure that when you're ready to make that commitment, it's with a sense of excitement and assurance in the value of my partnership.

Ready?

Then let's get started...

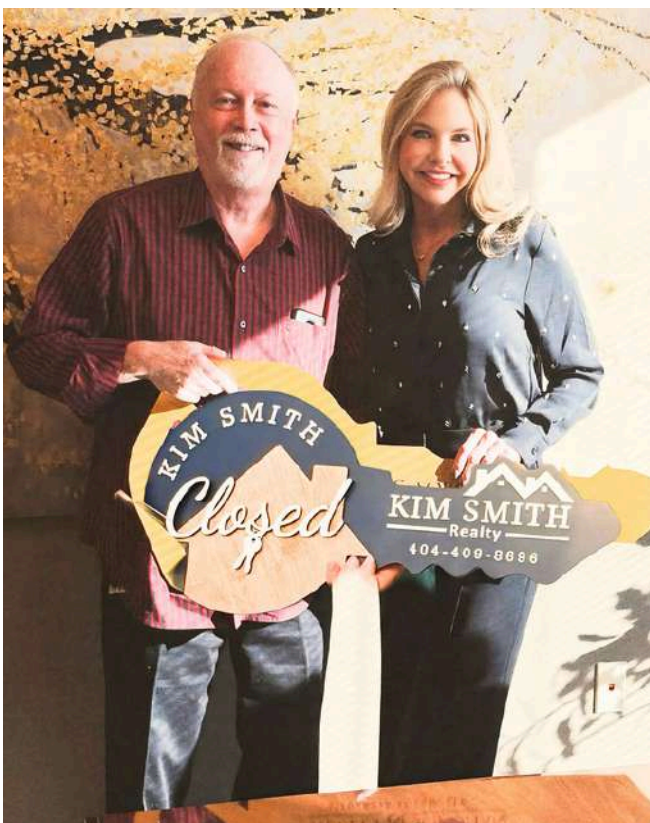
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KEY RESPONSIBILITIES OF A BUYER'S AGENT

First...What is buyer agency? Buyer Agency refers to a legal relationship between a potential homebuyer and a real estate agent. In this relationship, the agent, known as the "Buyer's Agent" represents your interests!

Fiduciary Duties: This means I must act in your best interests, with loyalty, confidentiality, and care. I prioritize your needs and work to ensure that you get the best possible outcome.

Property search and coordination: I not only assist in searching for properties that fit your criteria, but I also schedule and attend viewings, provide insights into the local real estate market, gather all available disclosures, and communicate with the various listing agents throughout the process.





Expert Advice: I also offer expertise in market trends, neighborhood information, property values, financing incentives, and pricing strategies. I interpret complex real estate documents and contracts to ensure proper protections and safeguards.

Negotiation: Besides negotiating the price, terms, and conditions of the sale, I often strategize and negotiate several other aspects when writing offers for you. These can be crucial in making an offer more appealing to the seller or in ensuring that your interests are well-protected. Here's a rundown of these additional aspects:

- **Closing Date:** I may negotiate the closing date to align with your schedule or financial planning, including coordinating with your lease end, sale of your current home, or availability of funds.
- **Contingencies:** I negotiate crucial contingency clauses, including home inspection, financing, sale of current home, appraisal, and others.
- **Repairs and Credits:** Based on the home inspection, I may negotiate for repairs or credits to be made by the seller.
- **Inclusions and Exclusions:** Negotiating which fixtures or personal property are included or excluded from the sale.
- **Rent-Back Agreement:** If the seller needs more time to vacate, a rent-back agreement can be negotiated.
- **Closing Costs:** In some cases, I negotiate for the seller to pay a portion or all your closing costs.
- **Warranty:** Requesting a home warranty paid for by the seller.
- **Escalation Clauses:** In a competitive market, I may add escalation clause to automatically increase your offer to a max price you determine.
- **Earnest Money:** Negotiating the amount of earnest money deposit to show the seriousness of your offer.
- **Title and Survey:** Ensuring clear title and negotiating who pays for title insurance and survey.
- **Closing Location and Time:** Sometimes, I can negotiate the location and time of the closing to make it more convenient.



KIM SMITH
Realty



**"Kim was so kind and patient when it came to helping me buy my first home. She brings such a warm energy and takes time to get to know you and help you find exactly what you are looking for! She made the process easy and helped every step of the way."
Ally | Kennesaw**

Handling Paperwork and Managing Documentation: I manage all the necessary paperwork, documents, and documentation.

Timelines and Deadlines: I meticulously track and adhere to all time frames and deadlines stipulated in the contract.

Guidance on Complex Legal Contracts: I provide detailed guidance on the complexities of legal contracts involved.

Coordinating Inspections: I coordinate various types of inspections necessary for your prospective home.

Review of Inspection Findings: After inspections, I review the findings with you, advising on their significance.

Representation: I ensure that your interests are represented in the transaction.

Access to Resources: I have access to extensive real estate listings, including many "off-market" properties.

Save Time and Stress: I handle the heavy lifting of the home-buying process, saving you time and reducing your stress.

Negotiation Power: I have powerful negotiation skills and the experience needed to secure a favorable contract.

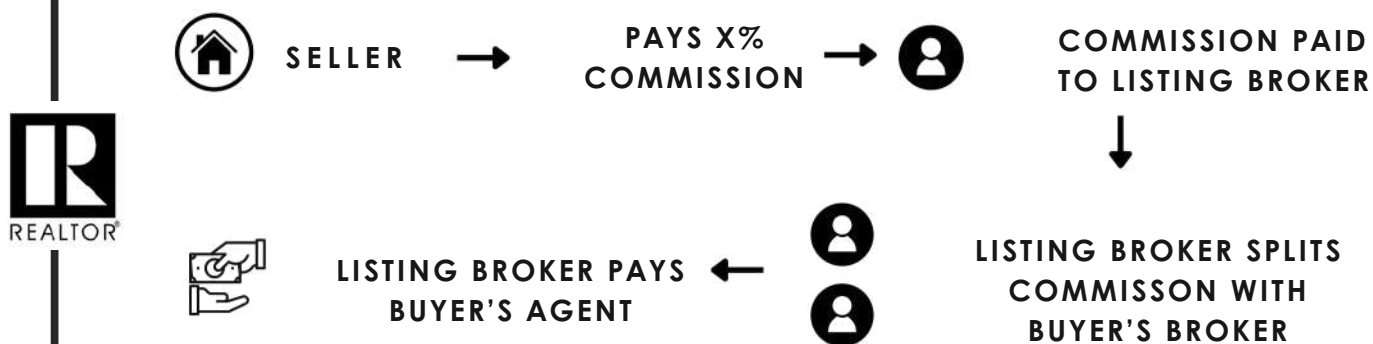
Guidance and Support: I guide you through every step, providing support and advice, helpful for first-time buyers.



UNDERSTANDING HOW BUYER AGENTS GET PAID:

A SIMPLE EXPLANATION

Traditional Method:



KIM SMITH
Realty



"I highly recommend Kim for both the selling and purchasing sides of real estate. I experienced personalized customer service. Kim was great with great communication and accessible at all times. Kim was always calm even when I wasn't. We closed on time with no stress."

Tony | Kennesaw



KIM SMITH
Realty



"Phenomenal! My first time buying a home was almost zero stress. My family had specific requirements we needed for our new home. Kim was patient and generous with her time. In the end she helped us find the perfect fit."
Stacey | Acworth



**KIM SMITH**
Realty



"Kim was attentive, responsive and available at any time. We were moving from out of state to Georgia. She made sure everything was taken care of locally while we still were in Illinois. I would use her all over again if I could and would recommend her to anyone who is looking for a partner to help purchase a home, not just a realtor. She is more than that."

Patrick | Dallas

Exclusive Agreement: In return for all of the work that goes into finding a home and securing a purchase contract, you need to feel confident agreeing to work with me exclusively as your Buyer's Agent.

The process of selecting a Buyer's Agent needs to be completed before seeing the first home with an agent. I encourage you to interview agents until you find the one you select. Partnering with me, an agent you're comfortable with and who communicates well, is crucial in your home-buying journey.



Managing Contractors: If repairs or improvements are needed, I can help manage interactions with contractors, obtain quotes, and ensure work is completed satisfactorily.

Navigating the Closing Process: I guide you through the entire closing process, which includes finalizing financing, reviewing closing documents, and ensuring all legal and financial obligations are met. I am prepared to tackle any unexpected hurdles.

Final Walk-Through: Before closing, I conduct a final walk-through with you to ensure the property is in the agreed condition and that all terms of the sale are met.

Providing Ongoing Information and Recommendations: Throughout this process, I offer continuous information and advice on what is customary. This includes sharing insights into market trends, data, and past sales which might influence your decisions.

Support and Advice: I am your steadfast advocate and advisor from the beginning to the end of the home-buying process. My goal is to make this journey as smooth and successful as possible, ensuring that you are informed, comfortable, and confident in your decisions.



Why Commit to an Experienced Realtor?



In essence, my role as a buyer's agent in coordinating the purchase process is to be your knowledgeable and reliable partner, navigating each step with precision and care to ensure a successful and satisfying home-buying experience. And due to new regulations, real estate agents will be prohibited from showing properties without first entering into a Buyer Agency agreement and establishing compensation.

UNDERSTANDING DUAL AGENCY

AND ITS IMPLICATIONS

When you're jumping into the home-buying process, it is crucial to grasp the idea of dual agency, and all the implications of forgoing your own representation. You might be tempted to work directly with listing agent. However, it's important to tread carefully here. Opting for dual agency might seem like a cost-saving strategy at first, but it can end up costing you significantly more in the long run.



What is Dual Agency?

Dual agency occurs when a single real estate agent or brokerage represents both the buyer and the seller in the same transaction.

Why Might It Seem Appealing?

At first glance, dual agency might seem like a way to save on commissions. The thought process is that if one agent is handling both sides, they might be willing to take a lower total commission since they're not splitting it with another agent. Generally speaking, the total commission was already pre negotiated between the listing agent and the seller, so there is no requirement on the listing agent to reduce commissions just because there is no buyer agent involved. They would be entitled to the whole amount and they would be working for both parties. Our broker does not offer "Dual Agency."

Agent of the Year



THE UNSEEN BENEFITS OF SEPARATE REPRESENTATION

Having separate representation as a buyer, where your agent is dedicated solely to your interests, offers numerous benefits that might not be immediately apparent but are critical for a successful and satisfying home-buying experience.

Your Benefits...

Undivided Loyalty: Your agent's loyalty lies entirely with you. This means they are committed to finding the best property for you at the best price, without any conflict of interest.

Full Disclosure: With a dedicated buyer's agent, you can expect full disclosure about the properties you are considering. Your agent will share all known information about the property's condition, history, and potential issues, allowing you to make an informed decision.

Expert Negotiation: Your agent will negotiate solely on your behalf, aiming to secure the best terms and price. Their experience in negotiation tactics can result in significant savings and more favorable contract terms.



WHAT A BUYER'S AGENT PROVIDES

In-Depth Market Knowledge: A dedicated buyer's agent brings extensive knowledge of the local real estate market, including pricing trends, neighborhood insights, and upcoming developments, which can be invaluable in making a wise investment.

Professional Networks: Your agent can connect you with a trusted network of professionals who can streamline the buying process.

Emotional Support and Objectivity: Buying a home can be emotional. An agent offers a level of objectivity, helping you make decisions that are rational and in your best interest, rather than being driven by emotion.

Post-Purchase Support: The support from your buyer's agent often extends beyond the purchase, helping with post-purchase tasks like setting up utilities, recommending local service providers, and even providing advice on home improvement.

Risk Mitigation: Experienced agents know how to spot red flags and can guide you away from potentially problematic properties, mitigating risks associated with home buying.

Time and Stress Reduction: Having an agent handle the complexities of the buying process can save you significant time and reduce stress, allowing you to focus on the excitement of finding your new home.



KIM SMITH
Realty



"Kim was amazing to work with to sell my home. Her communication was thorough. The listing process was so smooth. Because of her excellent Online marketing strategy my home was under contract in less than one day! I would recommend Kim to anyone wanting to work with the best real estate professionals in the industry." Stuart | Acworth



THE HOME BUYING PROCESS

AND HOW WE CAN HELP



GET PRE-APPROVED

- Meet with a lender
- Prepare your credit
- Set a budget



MEET WITH YOUR AGENT

- Discuss budget
- Research area neighborhoods
- Set your wants & needs



MAKE AN OFFER

- Research comps in the area
- Work with your realtor to set up the best offer
- Negotiations may occur



FIND YOUR HOME

- Agent finds options that meet most or all of your criteria
- Tour homes
- Adjust criteria if necessary



OFFER SIGNED

- All negotiations are finished
- Both parties have signed contract



INSPECTIONS

- Professional inspects the property
- May discover issues that need to be worked into the purchase agreement
- Negotiate repairs



APPRAISAL

- Professional ensures the property is worth the loan and purchase price that you agreed to pay



TITLE COMMITMENT

- The title company will send you a title insurance policy for the property after closing



DOCUMENTS TO LENDER

- Make sure all requested docs are sent to your lender prior to closing



CLOSING

- Final walk-through
- Sign closing documents
- Receive your keys

STARTING YOUR JOURNEY

Whether you are a seasoned pro or a first-time home buyer, My aim is not just to inform but to inspire confidence as we work together to navigate one of your most exciting life ventures. Embarking on the path to owning a home is more than just a series of transactions; it's about bringing your personal aspirations to life in a space that's truly your own.

I'm here to clear the fog and ensure you are fully equipped to make informed, confident choices. Think of me as your partner in this journey, providing not just guidance, but also the assurance that you are making the right moves at every step.

My commitment is to offer you a comprehensive service that goes beyond the standard, making sure that when you're ready to make that commitment, it's with a sense of excitement and assurance in the value of my partnership.

Kim



HOME SHOPPING TIPS

I will guide you through the process. It's now time to start visiting homes that make the cut. Once we identify your top picks, I'll schedule showings with the listing agents for each home we are visiting and gather available information for each one.

Prepare a Checklist: Before visiting homes, make a checklist of your deal breakers and nice-to-haves. This helps you stay focused on what's important to you during the viewings.

Ask Questions: Don't hesitate to ask me questions about the property. I will provide you with the seller's disclosure if available. It is required for all owner occupied properties.



Consider the Location: Specifically in relation to your work, schools, public transportation, shopping, and other daily necessities

Visualize Your Life in the Home: Try to imagine your furniture and personal items in the space. Consider the flow of the house and whether it fits your lifestyle.

Be Open-Minded: Keep an open mind about properties. Sometimes a home might not meet all your criteria but could still be a great fit.

10 Common Mistakes To Avoid

1. Looking for a home before mortgage application
2. Fixating on the house over the neighborhood
3. Waiting for the “unicorn”
4. Making a big purchase right before closing
5. Assuming you need a 20 percent down payment
6. Not researching school district before showings
7. Not hiring movers and packing soon enough
8. Overthinking your top choice
9. Trying to negotiate a home purchase alone
10. Making decisions based on emotion

A MORE APPEALING OFFER

Pre-Approval Letter: Include a mortgage pre-approval letter to show you're financially capable of purchasing the home.

Consider Sellers Circumstances: Find out what is important to the seller and be sure to take their desires into account when making your offer.

Flexible Closing Date: Being flexible with the closing date can be attractive to the seller, especially if they need time to move out.

Higher Earnest Money Deposit: A higher deposit can show your serious commitment to the purchase.

Minimal Contingencies: Fewer contingencies make the process smoother for the seller. However, don't waive essential ones like the home inspection if at all possible.

Shorten Time Periods: Don't feel comfortable waiving a contingency, consider shortening the time frames to give the seller more confidence.

Cover Some Seller Costs: Offering to pay for some of the seller's closing costs can make your offer stand out.

Personal Letter: Consider including a personal letter expressing why you love the home. This can resonate with the seller, especially in competitive markets.

Escalation Clause: In a competitive market, an escalation clause can automatically increase your offer if there are higher bids, up to a maximum amount.

Rent-Back Agreement: If the seller needs time to find a new home, we can offer a rent-back agreement.



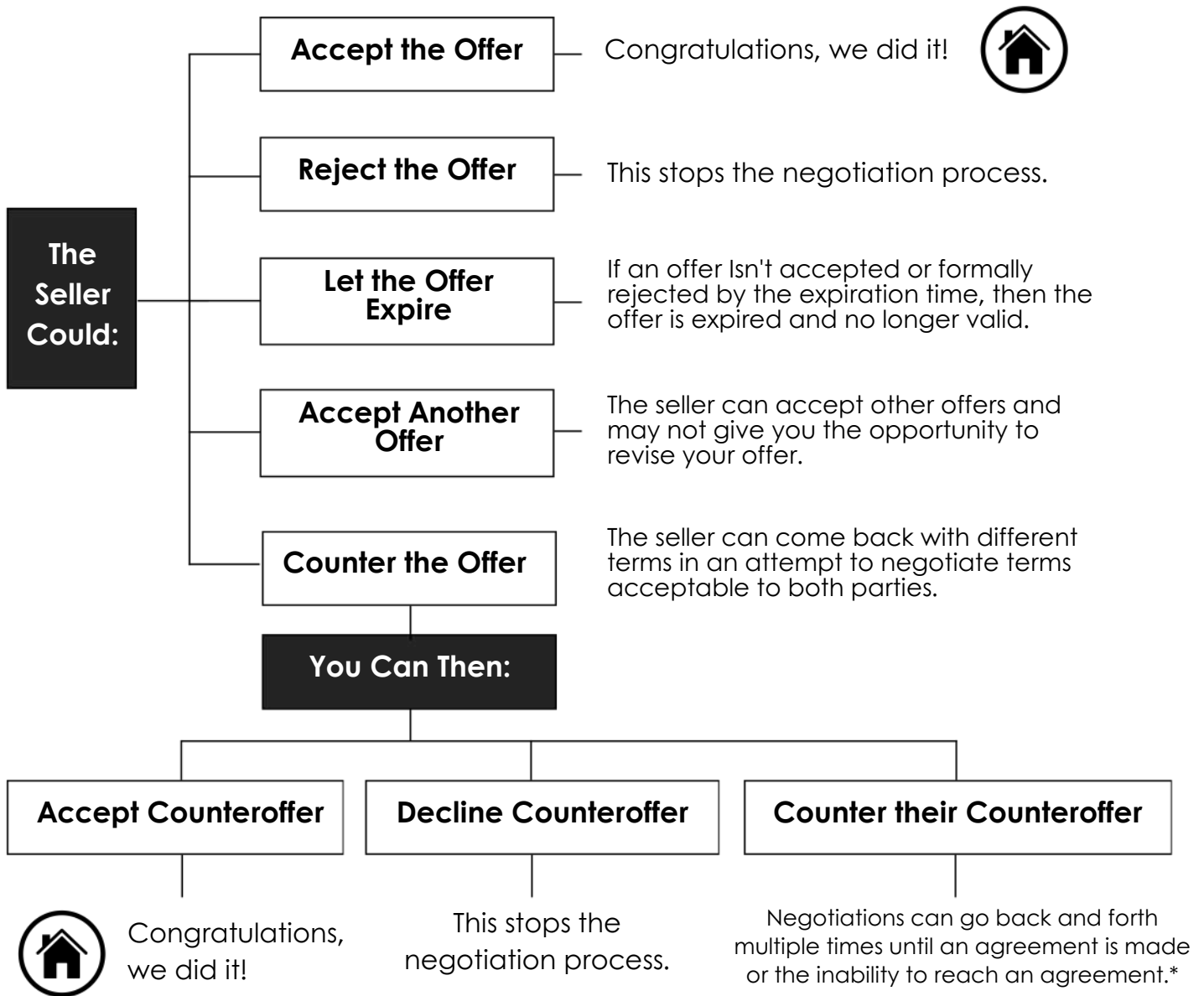

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Tony | Kennesaw

AFTER YOU SUBMIT AN OFFER



UNDER CONTRACT

KEY STEPS:

Choosing Inspections: With my guidance, you will need to decide which inspections you will want to have and which are required. Common inspections include home inspection, termite inspection, sewer inspection, irrigation system, septic, or possibly well, and pool inspections.

Providing Recommendations: If you do not have preferred inspectors, I am happy to assist by recommending reputable and reliable inspectors with whom other clients have had positive experiences in the past.

Scheduling Inspections: Once the types of inspections are decided, the next step is to schedule them. This needs to be done promptly as there are contractual deadlines to meet. It is highly recommended that you attend at minimum the general home inspection as this is a wonderful time to learn about maintaining the home in the future and discuss any areas of concern directly with the inspector. I can assist in coordinating with inspectors to ensure everything is completed within the timelines.



Reviewing Inspection Reports: After the inspections are completed, we will receive all reports to ensure that you understand the condition of the property,

Negotiating Repairs or Credits: Based on the inspection results, you may need to negotiate with the seller for repairs or credits in lieu of repairs.



THE CLOSING TABLE

My primary goal is to successfully get to the closing table! It takes experience in navigating the nuances of the entire closing experience.

Once we are "under contract," I am laser-focused on contract maintenance, as well as nurturing the buyer and seller relationship to make sure we successfully close.

A dedicated buyer's agent offers a comprehensive service that goes beyond just finding a property. I provide expertise, support, and advocacy throughout every stage of the home-buying journey, ensuring that your interests are protected and your experience is as smooth and successful as possible.



Let's Connect



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