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SHG
SOUTHERN HOMES
GROUP

A SELLER'S
GUIDE

"Jen and Lauren with Southern Homes Group are an exceptional team to work with! Within just a few days, they helped us list our home, find and purchase a new home and helped us make all the design decisions for the new home on an extremely tight timeline. In addition, my husband was overseas during most of the process; they were so accommodating and understanding to our situation. Our home was sold in 3 days and over asking price! Our new home is simply perfect for our family. Buying and selling a home can be very stressful and overwhelming, but with Jen and Lauren, the process was seamless and fun! They are extremely responsive, efficient, professional, knowledgeable, thoughtful and kind. As a military family, we have had many real estate transactions, and this was by far the best experience to date! To anyone in the market, Jen and Lauren come with our highest recommendation! "

- Angela Owens

Lauren Whitehead, VP | Jen Creasy, VP

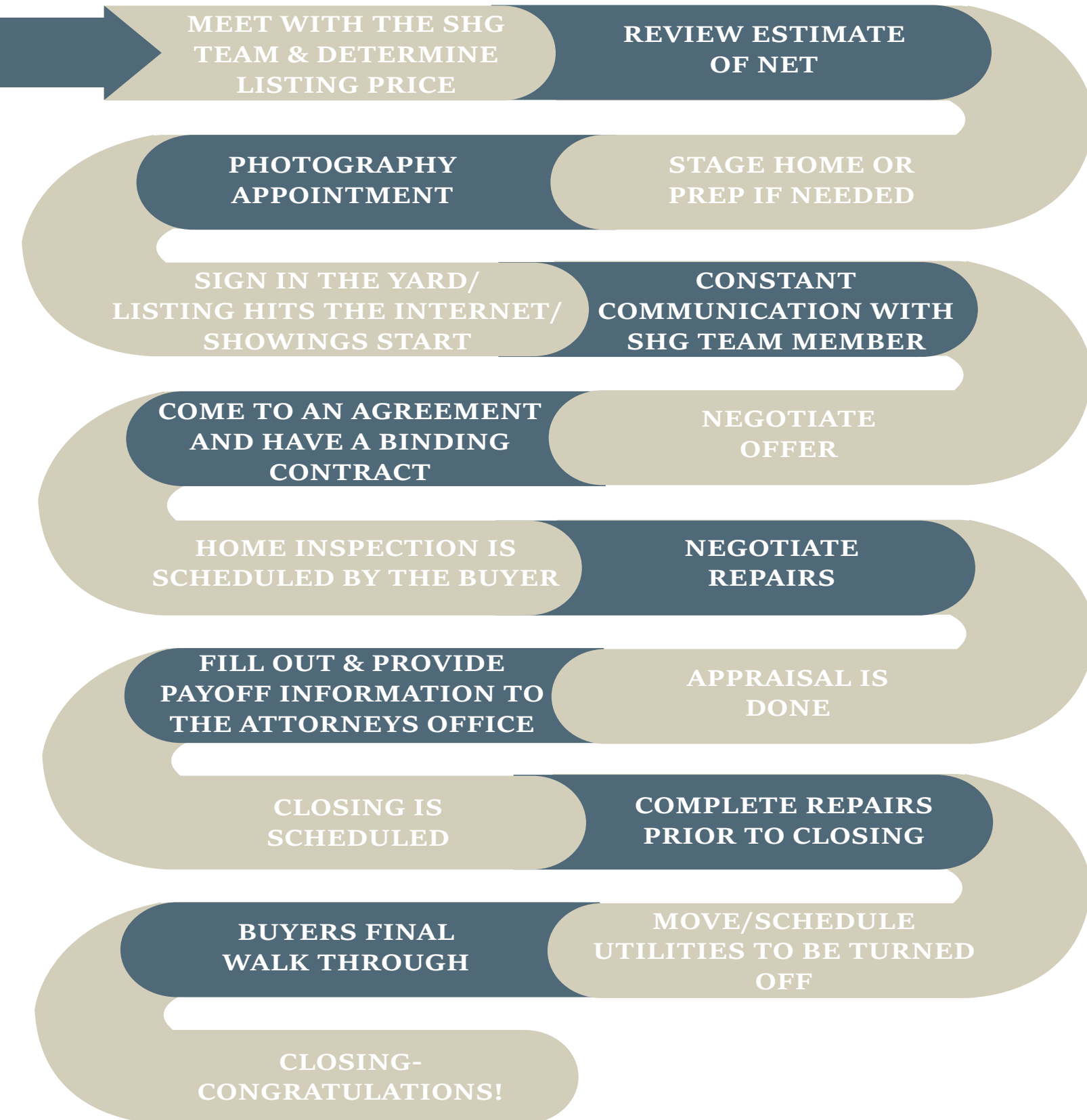
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Home Selling Process

General Overview of Steps Involved with Selling Your Home



Home Seller Vocabulary

CONTINGENT:

After an offer has been accepted, finalization of the closing can be contingent on certain terms, i.e: inspection, appraisal, ect.

OFFER:

An agreement between a buyer and seller to purchase real estate. Also referred to as the sales contract.

EARNEST MONEY:

A deposit that accompanies an offer to show the seller good faith. This deposit is held safely in escrow and put towards the mortgage.

INSPECTION:

After an offer has been accepted, Examination of the homes for it's condition. Handled by a licensed professional of your choosing.

TITLE:

The bundle of rights for a property, which will be handed to you by the Title company to accept.

CLOSING COSTS:

Fees paid at the day of closing by both sellers and buyers. These fees can cover lender expenses, taxes and insurance.

PRE-APPROVAL:

An evaluation by a lender that determines whether the borrower qualifies for a loan and the maximum amount they qualify for.

ESTIMATE OF NET:

An estimate of your projected net proceeds at closing. We provide this prior to listing and once we have an offer.