

Buying A Home? We've Got You Covered.

There's a lot to remember when buying a new home. Before we hand you the keys, we've broken down the complex and intimidating process to make it easier for you. By knowing what to expect, we can assure you the process will go as smoothly as possible. The Parker Group team will be here for you through it all.

Get Your Finances In Order

Know Your Credit Score

Start by becoming better acquainted with your credit score. There are plenty of reputable websites that offer free credit reporting, with Credit Karma being among the most popular and trusted.

Your credit score has a major impact on your ability to secure a mortgage, along with the type of interest rate you'll pay on your home loan. The higher your credit score, the more favorable your loan terms will be.



Find Out What You Can Afford

Next, decide on a budget for your home-hunt. A mortgage lender or even your financial advisor should be able to help you figure this out or at least give you a ballpark range. When calculating your closing cost, you should also factor in other related expenses like home insurance and maintenance. Then you can move on to getting pre-approved for a mortgage.

Most real estate agents will require that you bring in a pre-approval letter from a mortgage company in order to get started, so make sure to come prepared.

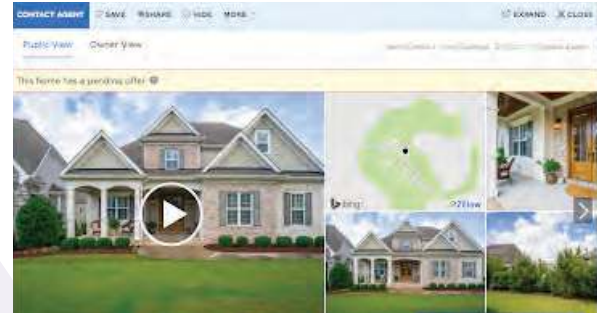
The Search Is On!

Create a "Want" and "Need" List

Think of your ideal home. How much space do you need? Maybe three bedrooms will work, or a master-on-main is your must have. But the pool in the back or the modern style might not be the deal breaker. It's important to know what you want, but it's just as important to know what you can get. Remember, if this is your first home, it may not have everything on your list.

Tour With An Agent

Find a reputable and experienced real estate agent who is familiar with the area. They will help you throughout the entire process by helping you find listings. However, it's also helpful to do your own research on websites like Zillow. You can find local properties, look through pictures, and pick out features of homes you may or may not like.



Lastly, be as transparent as possible with your agent. Let them know what you do and do not like about each property. You won't hurt their feelings by not liking something about a home. It is their job to determine what to show you based on your preferences.

Make The Offer

Consult Your Agent

Once you find the home you love, you'll want to act as quickly as possible, especially in today's market. Your agent will help you come up with a reasonable first offer that fits between a great deal and a respectable offer to the seller. You will then submit that offer through your agent.

Be Ready To Negotiate

More often than not, offers aren't accepted the first time around, especially if you're offering a figure below asking price. If you come into the process flexible but intent, you shouldn't have many issues.

Your agent can also assist with the process by negotiating certain concessions that save you money. For example, having the seller pick up the closing costs or once the completion of your home inspection occurs, including the necessary repairs into the sale price.

Be prepared for a Seamless Closing

Pay Any Required Earnest Money

In this day and age, most real estate transactions will require the buyer to put down an earnest money payment. This amount is usually 1-percent of the offer price. Earnest money is meant to demonstrate serious interest in a property. You can think of it as a "deposit" on your new home. Make sure to pay close attention to the terms of the earnest funds, as they're not always refundable if your deal falls through.

Finalize your Mortgage Approval

Typically, this is done following a real estate appraisal on the property. Once the appraisal comes back, you should be able to finalize your note and set a closing date with the seller.

Come Prepared on Your Closing Date

Coming to the correct date, time, and location of the closing fully prepared is key to a smooth closing. Often times, some required documents include:

- A government-issued ID
- Down payment
- Any other required payments that have been specified

Keep in mind that most down payments must be made via a cashier's check that you obtain directly from your bank.

Before you sign all paperwork, make sure to clarify what you are signing with your realtor. Once you have signed on the dotted line, it is time to get your keys and become a homeowner!

Let's Do This!

Now that you have a better idea of what to expect from the home-buying process, it's time to get started. If you're looking for an experienced and knowledgeable team of real estate professionals to help you find your dream home in Greenville, South Carolina, you have come to the right place!

Contact The Parker Group today. We have extensive area experience and even specialize in downtown real estate and new developments. We are eager to help you find a home you'll love in a place you belong.