

THE BUYER
GUIDEBOOK



the FOREVER BRAND OF REAL ESTATE

BERKSHIRE HATHAWAY HOMESERVICES GEORGIA PROPERTIES

REDEFINING

The Home Buying Experience



Working with our associates, you acquire a true home buying expert. Someone with the knowledge and experience that comes from being part of an award-winning company. We have helped individuals and families make their dreams come true for nearly six decades. As a member of the Berkshire Hathaway family of companies, we have the resources to bring a new level of quality to your real estate experience. We are continually redefining how to serve our clients and leverage the latest innovations in technology to ensure an efficient, seamless buying process.

Berkshire Hathaway HomeServices Georgia Properties is prepared to guide you every step of the way from defining your home search through the closing on your new home.

Our mortgage, lending, home warranty, insurance, and closing partners make a potentially complex process simple.

Our team at Berkshire Hathaway HomeServices Georgia Properties is honored to help you in the purchase of your new home so you may begin the next exciting chapter in your life.



A handwritten signature in black ink that reads "Dan T. Forsman". The signature is written in a cursive, flowing style.

DAN FORSMAN
President & CEO
Berkshire Hathaway HomeServices Georgia Properties

OUR TRUSTED PARTNERS

We work closely with partners who are the best at what they do and who you can trust through every step of the selling process.





HS | HOMESERVICES
INSURANCE

INSURANCE PARTNER

hsinsurance-ga.com

HomeServices Insurance (HSI) represents some of the top-rated national and regional insurance carriers in the country and offers affordable and reliable insurance solutions for homebuyers.

PROSPERITY
HOME MORTGAGE, LLC

MORTGAGE PARTNER

phmloans.com

Our mortgage partner offers a wide range of home financing programs and products that allow you to close faster and reduce the risk of rate increases. Varied loan options can help the buyer achieve the dream of home ownership. The Prosperity Home Mortgage Second Opinion Program allows you to compare rates with another lender. At PHM, there are always special loan programs designed specifically to ensure and protect our buyers and sellers.



CLOSING PARTNER

weissman.law

Known across Georgia for their expertise in real estate, Weissman P.C. works with you and your associate to ensure a positive closing experience. A pioneer in closing technology, the firm provides an online portal, called ClosingConnect, where buyers, sellers and agents share the information required for closing efficiently and more securely than ever before. Weissman lets you achieve your goals in a secure and reliable way.



WARRANTY PARTNER

onlinehsa.com

Even after a thorough inspection, both brand new and older homes may require unexpected repairs. An HSA home warranty can give you peace of mind when buying a home, and we recommend including one as part of your home purchase. HSA Home Warranty offers members additional services such as re-keying, pre-season tune-ups, electronics coverage, appliance upgrades and more. You no longer have to wait for a covered breakdown to start using your home warranty.





BERKSHIRE HATHAWAY HOMESERVICES GEORGIA PROPERTIES

Welcome to a new era of real estate. Berkshire Hathaway HomeServices Georgia Properties has distinguished itself as the innovator in marketing, technology, and customer service across the greater Atlanta, North Georgia Mountains, and Southern Crescent regions.

Backed by the power of one of the most respected brands in the world, Berkshire Hathaway HomeServices Georgia Properties is globally recognized as redefining the real estate search and home buying experience.



RANKED
#1 IN
HOMES
SOLD

Trendgraphics Collateral
Analytics Broker Metrics*







WE SIMPLIFY THE PATH TO HOME BUYING

Real estate transactions can be complicated. By choosing a Berkshire Hathaway HomeServices Georgia Properties (BHHS GA) associate, you have a trusted partner who represents your best interest.

SO YOU CAN
BUY WITH
CONFIDENCE





A SEAMLESS PROCESS

1. UNDERSTANDING YOUR GOALS

It's important to understand your goals. We consult with you up front to chart the course.

2. LOAN PRE-APPROVAL WITH PROSPERITY HOME MORTGAGE

We will introduce you to our in-house mortgage professionals so you may better understand your buying power.

3. PREPARING YOUR BEST OFFER

When making an offer, it's important to understand the market's climate. We will guide you along the way.

4. WITH YOU EVERY STEP OF THE WAY

From contract to closing, we will guide you through all the steps to create a smooth transaction.

OUR MIDDLE NAME IS HOMESERVICES

Our middle name, HomeServices, is a powerful advantage for our clients. Offering in-house mortgage lending, insurance, closing and title services, home warranty, and other business partners help make a potentially complex process simpler. Since everyone works together, we can streamline information sharing and paperwork. Choosing to work with our partners, in addition to your REALTOR®, makes buying your new home the most seamless process it can be from being pre-approved for your mortgage loan to receiving the keys.



Our associates love what they do and are among the best in the business because they are focused on only one thing

– finding your perfect home.

SETTING GOALS

It is important to begin by defining your goals, timelines, and ideal lifestyle to ensure a more efficient and successful search process.

During the discovery consultation, our proven process will help position you on the right path. It is our goal to tailor the experience to exceed your expectations. We know that a home is more than just a place to live; it is where you will make memories that last a lifetime.

With that in mind, our associates are local market experts who understand the market, negotiate effectively, leverage technology, and guide you through every step of the buying process. Our role is to identify the opportunities and stay by your side, counseling and guiding you until you are 100% confident you have found the perfect home.



BUYER'S QUESTIONNAIRE

When buying a home, there are many considerations to think about. We have provided a list to help us find your perfect home.

Price range:

\$ _____ to \$ _____

Move-in date:

Interested in renovating?

yes | no

**Should the home be in a particular school district?
If so, please state:**

Neighborhood(s):

Describe your lifestyle:





House Features:

- Detached
- Attached
- Single Family
- Multi-Family
- Active Adult
- Ranch
- Condominium
- Townhouse
- Finished Basement
- Garage
- Parking
- # of Floors
- # of Bedrooms
- # of Bathrooms
- Neighborhood Amenities
 - Pool
 - Tennis
 - Golf
 - Club House
 - Park
 - Sidewalks
 - Healthclub
 - Shops Restaurants

DEFINING YOUR LIFESTYLE

What kind of home are you looking for?

In which communities do you prefer to live?

What size home do you need?

Do you need a dedicated space for a home office?

What other characteristics will impact your lifestyle?

How long do you plan to own your new home?





UNDERSTANDING THE LOCAL MARKET

What is the status of current home inventory?

Are homes selling quickly in your desired areas?

What current market factors should be considered before making an offer?

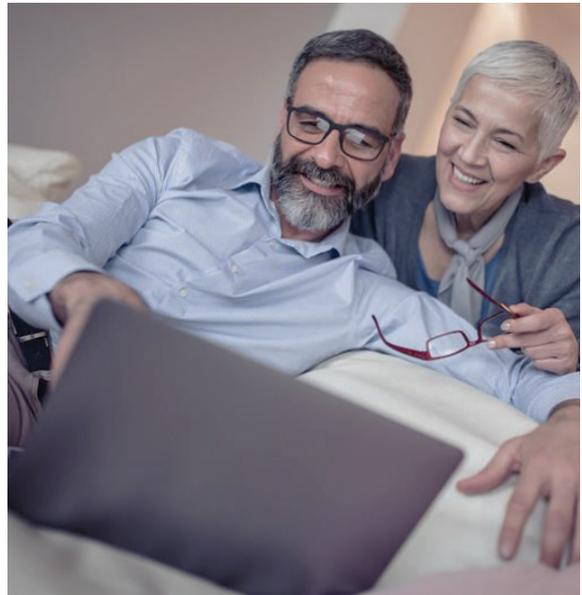
Do trends indicate a future increase in value?

What factors might impact resale?

PRE-APPROVAL

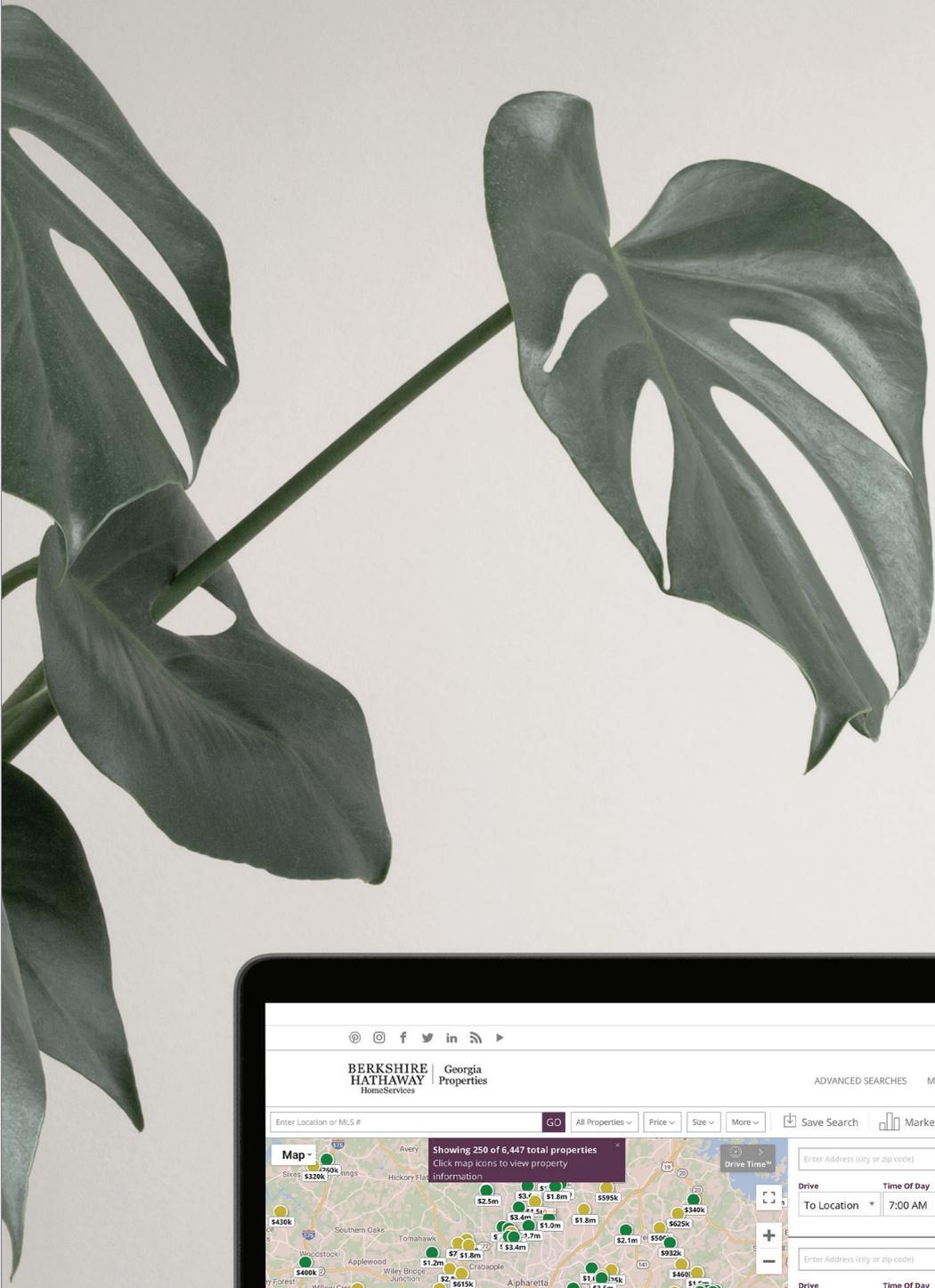
Pre-approval serves two crucial purposes.

1. *It sets the financial parameters for your search and helps you understand your buying power.*
2. *It lets sellers know that you are qualified to make an offer.*



Our associates can connect you with our partners at Prosperity Home Mortgage to complete the pre-approval process and identify the right mortgage for you. The Prosperity Buyer Advantage program provides a Commitment Letter that can give you the competitive edge versus other potential buyers. The Prosperity Buyer Advantage XLR8 streamlines the closing process for the quickest closing timeframe.

The Prosperity Home Mortgage Second Opinion Program allows you to compare rates from another lender to make sure you are getting the best deal.



BERKSHIRE HATHAWAY HomeServices Georgia Properties

ADVANCED SEARCHES MOVING/RELOCATION SERVICES FIND AN AGENT ABOUT

Enter Location or MLS # GO All Properties Price Size More Save Search Market Stats Clear Advanced Search

Showing 250 of 6,447 total properties
Click map icons to view property information

Map Drive Time

| Drive | Time Of Day | Drive Time |
|-------------|-------------|------------|
| To Location | 7:00 AM | 20 Min. |

Enter Address (city or zip code) Set or Use target to set your location on map.

| Drive | Time Of Day | Drive Time |
|-------------|-------------|------------|
| To Location | 7:00 AM | 20 Min. |

Enter Address (city or zip code) Set or Use target to set your location on map.

| Drive | Time Of Day | Drive Time |
|-------------|-------------|------------|
| To Location | 7:00 AM | 20 Min. |

Clear All Learn More

CLOSE

2285 Mountain Road
Milton, GA 30004
MLS # 6711728
4 Beds 5 Baths Single Family

Map data ©2021 Google Terms of Use Report a map error

USING OUR WEBSITE AND MOBILE APP

INNOVATIVE SOLUTIONS TO HELP SEARCH ON YOUR TERMS

Our company is well-known for our technology innovations, and we offer powerful local search tools that many of our clients find very helpful in their home search. For example, we include all local listings from all regional MLS services so you can see new properties that come on the market that may not be available on other platforms.

SEARCH BY DRIVETIME™

Our website and mobile app allow you to select up to three locations such as work, school and a frequently visited location like the grocery store. You can input your preferred drive times for each of these locations, plus select different times of the day. This INRIX DriveTime™ search allows you to see the impact of traffic patterns with search results showing homes that fit these criteria. The listing detail pages will also show you the specific drive time to each location you have selected.





BERKSHIRE | Georgia
HATHAWAY | Properties
HomeServices

ADVANCED SEARCHES MOVING/RELOCATION SERVICES

For Every Step of Your Journey



We Are The Forever Brand

MORTGAGE

WHAT'S YOUR HOME WORTH?

Enter a location, neighborhood, zip code, or school

NEW LISTINGS OPEN HOUSES LUXURY NEW CONSTRUCTION ADVANCED

SEARCH



SEARCH BY SCHOOL DISTRICT

Our website and mobile app allow you to select home searches for any elementary, middle, or high school and by city or county district. Schools can be an important factor to consider for resale purposes even if you do not have school-aged children.

SEARCH BY LOCAL COMMUNITY AND NEIGHBORHOOD

Our website provides local insights for over 3,000 areas and neighborhoods. You can find local events, dining, shopping, activities, nightlife, housing trends, homes for sale and local schools. All this information is specific to that local neighborhood. Better information leads to better results.

- Receive alerts for new homes on the market in a specific neighborhood
- Search properties by neighborhood, price range and the specific attributes most important to you
- Search from any device, anywhere, anytime



COMPONENTS OF A WINNING OFFER

When you find the right home and are ready to make an offer, it is important to understand the property's value and other terms for the most successful outcome. Berkshire Hathaway HomeServices Georgia Properties provides you with access to many unique resources to gain clear knowledge of a home's current and future value.



1. ANALYSIS

A Buyer Comparative Market Analysis and valuation from public records and other automated tools

2. REVIEW

Evaluation of lender reports to estimate market value, as well as changes due to any renovations

3. ASSESS

Analysis of historical data from the Multiple Listing Service (MLS), past appraisals, and other information exclusive to real estate professionals.

4. MARKET TRENDS

Staying up-to-date on trends and planned changes or developments within the markets we serve.

Your Berkshire Hathaway HomeServices Georgia Properties associate will be your unwavering advocate and will remain focused solely on your best interest throughout the negotiation process. Our associates use their expertise to ensure you feel informed, well-represented and confident in your decision.



WELCOME HOME

For our team at Berkshire Hathaway HomeServices Georgia Properties, knowing that our clients are confident in their decision and excited about the future is all that matters.

We are grateful for each and every opportunity we have to help clients like you realize your dreams. We hope that you also rely on us for your future needs - whether they are questions about your new neighborhood or about finding your next home when you need it.

Think of us as more than just your associate, but your resource for all things real estate related. As markets change, we can help you buy, sell, invest, or refinance.



REAL ESTATE GLOSSARY

We hope our resources are helpful throughout your buying process.

If any questions are not answered, please let us know.

ACH (EARNEST MONEY)

An ACH payment is simply a transfer of funds from one bank to another. What this means regarding the earnest money process is that it eliminates the need for a paper check. There is no fee for this service and is accessible on the Berkshire Hathaway HomeServices Georgia Properties website - www.bhhsgeorgia.com

ADJUSTABLE RATE MORTGAGE (ARM)

An adjusted interest rate mortgage is a type of loan that offers a low introductory interest rate that adjusts or changes every year according to market conditions for the life of the loan.

ALTA

The American Land Title Association (ALTA) is a trade association representing the title insurance industry. Founded in 1907, the ALTA also focuses on a property's abstract of title, which ties the history of the title to a particular piece of real estate. The ALTA will outline the fees and costs associated with the real estate closing.

AMORTIZATION

Amortization is the paying off of a debt with a fixed repayment schedule in regular installments over a period of time.

ANNUAL PERCENTAGE RATE (APR)

The Annual Percentage Rate, or APR, is the average annual finance charge (including fees and other costs) divided by the amount borrowed.

BACK UP OFFER

In home buying, a backup offer is made in acknowledgment of an existing offer and ensures a contract with the seller if that first offer falls through. It's a legally binding contract that, if accepted by the seller, will put you next in line to purchase the home should the first buyer back out.

BUYER'S BROKER

A buyer's broker represents the interests of the client buying the property. It is their duty to provide guidance to the buyer during the process.

BUYER'S MARKET ANALYSIS

A comparative market analysis (CMA) is an estimate of a home's value based on recently sold, similar properties in the immediate area. Real estate agents and brokers create CMA reports to help sellers set listing prices for their homes and, less commonly, to help buyers make competitive offers.

CLIENT

A client uses the services of a real estate licensee and has signed the exclusive agreement for full service representation. Georgia law requires a client relationship in writing.

CLOSING

Closing (or settlement) is the legal process of transferring ownership of a home from one person to another.

CLOSING DISCLOSURE (CD)

This form is designed to provide disclosures that will be helpful to consumers in understanding all of the costs of the transaction. This form must be provided to consumers at least three business days before consummation of the loan.

COOPERATIVE HOUSING DEVELOPMENT (CO-OP)

A co-op is a housing development where buyers own shares in the corporation that runs the housing development. Shareholders pay a monthly fee that covers their proportionate share of the expense of operating the entire cooperative. This includes the underlying mortgage, taxes, management, maintenance, insurance, utilities and contributions to reserve funds.

CONDOMINIUM

A condominium or condo is a housing development where a homeowner owns a specified piece of real estate, usually an apartment, in a housing development.

CREDIT LINE

A line of credit is any credit source extended to a person. This includes a car loan, personal loan, credit cards or any situation where you have borrowed money for the purchase of an item.

CREDIT REPORT

A credit report is a record of an individual's history of borrowing and repaying debts. A credit report is used to assess how much of a risk a potential borrower is when applying for a loan.

CUSTOMER

A customer uses the limited services of a real estate licensee but has not signed an agreement with an agent. Georgia law requires a customer relationship in writing.

DOWN PAYMENT

A down payment is a percentage of the total purchase of a home paid at the beginning of a mortgage loan. A down payment is typically between 5 percent and 25 percent of the total value of a home.

EQUITY

Equity is essentially stock or ownership in a property. In terms of a home, the borrower gains equity in their home as they pay off their mortgage.

EARNEST MONEY

Earnest money is a showing of commitment from the buyer to the seller. The buyer will entrust a dollar amount, usually 5% of the asking price, to a neutral party. If the seller rejects the buyer's offer, the buyer will get their money back. If the seller accepts the offer and the buyer backs out for any reason, the buyer loses that money.

ESCROW ACCOUNT

Escrow is essentially an account where funds/assets in the purchase of a home are held until all the specified conditions of the purchase are met. Usually property taxes and insurance funds are held in escrow. Lawyers commonly act as escrow agents in mortgage transactions, securing the property and examining documents to ensure the terms of the sale are met on both ends.

FIXED-INTEREST MORTGAGE

A fixed-interest mortgage is a type of loan that has a fixed interest rate that borrowers will pay over the term or length of the loan.

FORECLOSURE

A foreclosure is a home that has been reclaimed by the lender because the homeowner failed to pay back their loan. These homes are advertised at a discounted price, but come in “as-is” condition.

HOMEOWNER’S ASSOCIATION FEES

Homeowner’s Association (HOA) fees are fees associated with living in a housing development or condo. These fees cover the costs to maintain common areas and other amenities.

HOME APPRAISAL

A home appraisal is a survey of a home used to determine the current market value.

HOME INSPECTION

A home inspection is a survey of a property to assess any issues with the condition of the property or systems including water damage, foundation damage, faulty heating or wiring, appliances, and other systems.

HOMEOWNER’S INSURANCE

Homeowner’s insurance protects property against loss caused by fire, some natural causes, vandalism, theft, and other coverages depending on the terms of the policy. The lender will expect the borrower to have a home insurance policy in effect by the closing.

HUD

HUD is the Department of Housing and Urban Development.

HUD HOME

A HUD home is a 1-to-4 unit residential property acquired by HUD as a result of a foreclosure action on an FHA-insured mortgage. HUD becomes the property owner and offers it for sale to recover the loss on the foreclosure claim.

LOAN ESTIMATE

This form is designed to provide disclosures that will be helpful to consumers in understanding the key features, costs and risks of the mortgage loan for which they are applying, and must be provided to consumers no later than the third business day after they submit a loan application.

MULTIPLE OFFER

A multiple offer occurs when more than one prospective buyer makes an offer on a property by submitting a Contract of Sale. Multiple offers often happen in a seller’s market when competition for residential property is greatest and there are more buyers than there are properties for sale.

PRIVATE MORTGAGE INSURANCE

Private Mortgage Insurance (PMI) protects the lender in case the borrower defaults on the loan. PMI is required when the down payment is less than 20 percent. PMI must be paid until the borrower has at least 20 percent equity in the home. The Homeowner’s Protection Act established rules that mortgages automatically terminate PMI after a borrower has reached 22 percent equity in the home, based on the original property value.

REALTOR®

A REALTOR® is a real estate professional who acts as an agent for the sale and/ or purchase of property. A REALTOR® is a member of the National Association of Realtors and is required to be a member of a local association or board and a state association.

SELLERS BROKER

A sellers broker represents the interests of the property owner selling their home. It is their duty to share information about the property with potential buyers and provide guidance to the seller during the process of marketing and selling their home.

SHORT SALE

A short sale is a situation where the lender agrees to let a property owner sell their property for less than the amount owed on the mortgage.

SURVEY

A property survey confirms a property’s boundary lines and legal description. It also determines other restrictions or easements included in the property. While you can technically get your property surveyed at any time, confirming the boundaries of your land is an important part of the home buying process.

TITLE INSURANCE

Title insurance protects the lender or owner against loss in the event of a property dispute. Lenders often require title insurance. In fact, most title insurance only covers the lender, while paid for by the borrower. The borrower in many cases must purchase a separate policy.

TRID (TILA-RESPA INTEGRATED DISCLOSURE)

This new rule consolidates four existing disclosures required under TILA (Truth in Lending Act) and RESPA (Real Estate Settlement Procedures Act) for closed-end credit transactions secured by real property into two forms: a Loan Estimate that must be delivered or postmarked no later than the third business day after receiving the consumer’s application, and a Closing Disclosure that must be provided to the consumer at least three business days prior to consummation.

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“A home is one of the most important assets that most people will ever buy. Homes are also where memories are made and you want to work with someone you can trust.”

WARREN BUFFETT

CHAIRMAN & CEO
BERKSHIRE HATHAWAY, INC



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