

FAQS

First time buyers

How much money do I need to come up with to buy a home? When you make an offer on a home, your real estate agent will put your earnest money into an escrow account. If the offer is accepted, your earnest money will be applied to the down payment or closing costs. If your offer is not accepted, your money will be returned to you. The amount of your earnest money varies. The more money you can put into your down payment, the lower your mortgage payments will be. Closing costs - which you will pay at settlement - average 3-4% of the price of your home. These costs cover various fees your lender charges and other processing expenses. When you apply for your loan, your lender will give you an estimate of the closing costs, so you won't be caught by surprise.

How do I find a lender? You can finance a home with a loan from a bank, a savings and loan, a credit union, a private mortgage company, or various state government lenders. Shopping for a loan is like shopping for any other large purchase: you can save money if you take some time to look around for the best prices. Different lenders can offer quite different interest rates and loan fees; and as you know, a lower interest rate can make a big difference in how much home you can afford. Talk with several lenders before you decide. Most lenders need 3-6 weeks for the whole loan approval process. Your real estate agent will be familiar with lenders in the area and what they're offering.

When I find the home I want, how much should I offer? There are several things you should consider: 1) Is the asking price in line with prices of similar homes in the area? 2) Is the home in good condition or will you have to spend a substantial amount of money making it the way you want it? 3) How long has the home been on the market? If it's been for sale for awhile, the seller may be more eager to accept a lower offer. 4) How much mortgage will be required? Make sure you really can afford whatever offer you make. 5) How much do you really want the home? The closer you are to the asking price, the more likely your offer will be accepted.



BRADLEY PITT

REAL ESTATE AGENT



MOBILE (434) 422-0352
OFFICE (434) 220-2200



BRADLEYPITTREALESTATE.COM



BRADLEYPITT@KW.COM



3510 REMSON CT. SUITE 401
CHARLOTTESVILLE, VIRGINIA



[@BRADLEYPITTREALESTATE](https://www.instagram.com/BRADLEYPITTREALESTATE)
[FACEBOOK.COM/BRADLEYPITTREALESTATE](https://www.facebook.com/BRADLEYPITTREALESTATE)

kw ALLIANCE
KELLERWILLIAMS.

PITT | REAL ESTATE



BUYER'S

Resource Guide

THE COMPLETE GUIDE TO
FINDING YOUR DREAM HOME

BUYING

Your Home

THE 10-STEP PROCESS TO BUYING YOUR HOME

1 BUYER CONSULTATION

We invite you to set up a buyer consultation with Brad at his office, by phone, or by Zoom. During this meeting, Brad will listen to your home needs and put a plan in place to find the perfect property for you. Please complete and send Brad the buyer consult form prior to our meeting.

2 FINANCING

We will ask you how you plan to purchase the house during the consultation. We can connect you with a local 5-star lender if you need one.

3 HOME SEARCH

Brad will send you homes based on your search criteria.

4 SCHEDULE SHOWINGS

It's time for the fun part! If you see a home or homes you're interested in, contact Brad and he'll arrange a time to show them.

5 MAKING THE OFFER

After you find a home you want to make an offer on, Brad will advise you on the best strategy to secure the property.

6 NEXT STEPS & INSPECTION

After you are under contract, Brad will send you a detailed "Next Steps" email that lays out all the next steps to closing. In this email, he will introduce you to one of the transaction coordinators for our team. A Transaction Coordinator (TC) is responsible for helping ensure all deadlines are met as well as scheduling inspections.

7 FINALIZE YOUR FINANCING

To begin the loan process, we will send your lender a copy of the contract. In order to value the house you want to buy, they will perform an appraisal for you. The lender will require documentation of your income and employment. You will sign loan disclosures that detail your rate and terms. As soon as the lender has everything they need, they give Brad a loan commitment letter.

8 PREPARE FOR SETTLEMENT

We will connect you with a local settlement office or attorney to handle the title search and legal paperwork to sign the deed in your name. Additionally, we will connect you with a top home owners insurance agent and home warranty agent if you decide to purchase one. When the settlement agent has all the information they need, he or she will schedule a time to meet with you to sign the closing documents.

9 FINAL WALK THRU & SETTLEMENT

We will contact you within 48 hours of settlement to schedule a time to do a final walkthrough and inspection of the home. At settlement, you sign the closing papers.

10 KEYS TO YOUR HOME

Once the deed has been recorded at the local courthouse, you are officially the new owner! Brad will give you the keys to your home, and you are welcome to move in.

Congrats on your new Home!



My Promise

AVAILABLE 24/7

Seriously. Any time of the day or night, I'll answer your text, call, or schedule you an appointment. Whenever you need me, I will be there for you. Speed is essential in every market. I work for my clients and on their time, and I am able to accommodate any showing appointment with help from my full-time showing assistant, Rebecca. The question is, how soon can you get there?

5-STAR NEGOTIATIONS

I make things happen to the highest standards. Most agents dread pressure and competitive situations, but I thrive in them. It's my goal to secure the home or terms that are best for my clients. Clients love the British edge I have. My hospitality management background, coupled with my desire to make my clients proud, makes a winning combination.

HIGHEST HONESTY & INTEGRITY

Buying or selling a home is one of the most stressful times in your life, and the last thing you want is to work with someone you don't trust or respect. I will always advise you as if you were a family member or friend.

QUALITY SERVICE & MARKET EXPERTISE

I am also an expert on the Charlottesville and surrounding markets and have the best connections in the area. Market knowledge is crucial, and can mean the difference between a good and an excellent service.

I LISTEN

It is always my goal to understand the needs of my clients, whether they are buying or selling today or in the future. I will always repay your trust if you choose me as your agent by providing you with a service that best meets your situation and timeframe. I'm here to protect your investment, no matter what your timeline may be. It is my mission to become your lifelong agent.

