



Your Guide to Buying a Home

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We're here to create great experiences!

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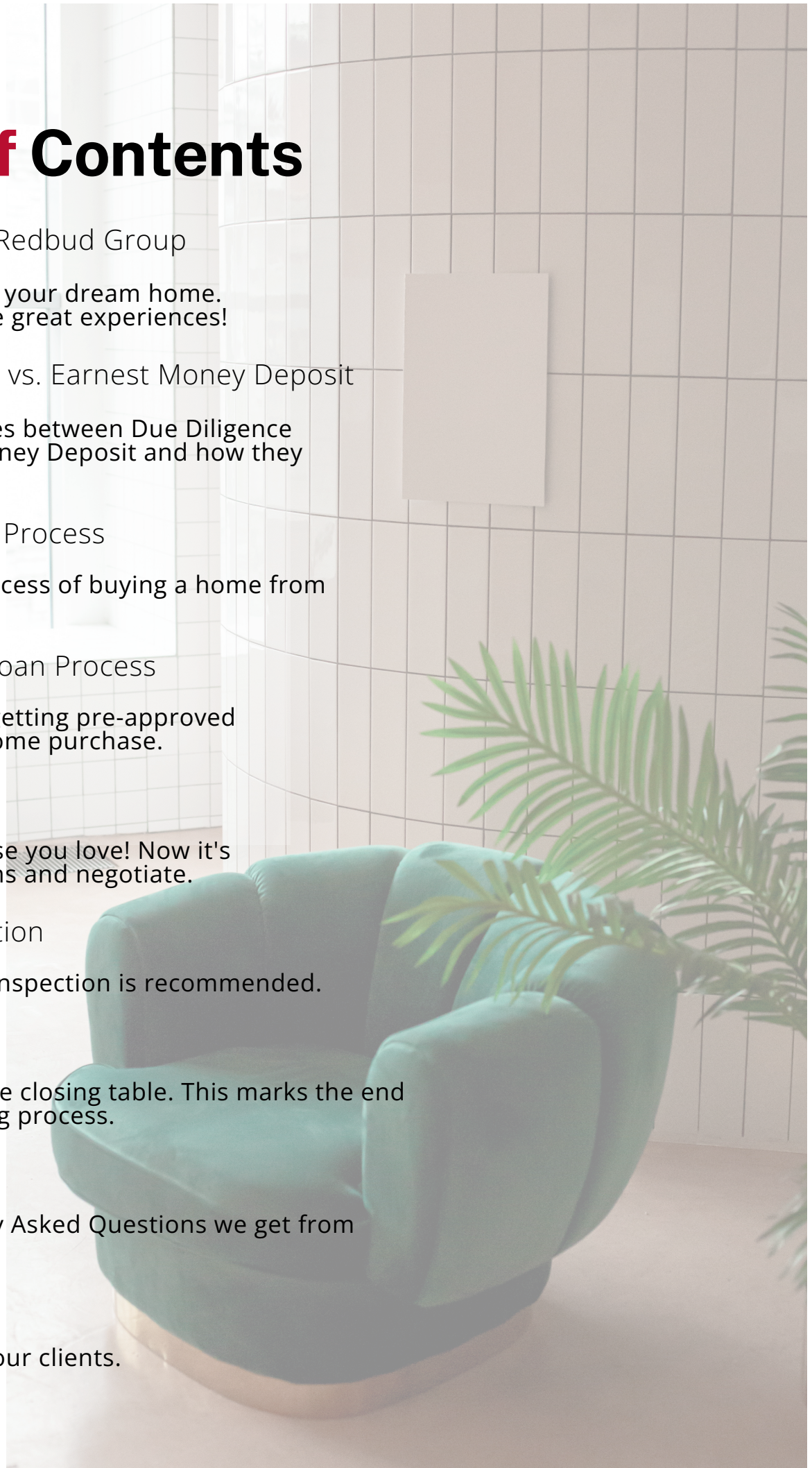
You've made it to the closing table. This marks the end of your home-buying process.

FAQs

Read the Frequently Asked Questions we get from buyers.

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A Note **From** The Redbud Group

In our experience, a home isn't your dream home because of its room dimensions; it's about how you feel when you walk through the front door and the way you can envision your life un-folding there. This is about more than real estate - it's about your life and your dreams.

We understand you are looking for a new home and we want to be the real estate professionals to help you.

We work with each of our clients individually, taking the time to understand their unique needs and lifestyle and we want to do the same for you.

It's incredibly fulfilling to know we are helping our clients open a new chapter of their lives. That's why we work so hard to not only find that perfect home but also to handle every last detail of the purchase process, from negotiating the terms of sale to walking you through inspections, to being by your side at the closing table. This guide contains helpful information for home buyers, including an overview of the entire process, and answers to frequently asked questions.

We are so excited to get started on finding you the perfect home!

Trent Corbin
CEO, The Redbud Group



Due Diligence Fee

- Due Diligence Fee (DDF) is non-refundable.
- DDF is a negotiated amount, which compensates the seller for the time to take their home off the market while the buyer completes inspections and appraisals.
- If the buyer decides not to proceed with the purchase of the home during the due diligence time period, buyer will be refunded their earnest money. Reminder: Due Diligence Fee is non refundable.
- This check is made out to the seller and should be mailed/delivered as soon as an offer is accepted.
- This fee gets credited towards the purchase price, when the buyer closes on the home.
- DDF is due at time of signing (both parties).
- **Again, Due Diligence Fee is non-refundable.**



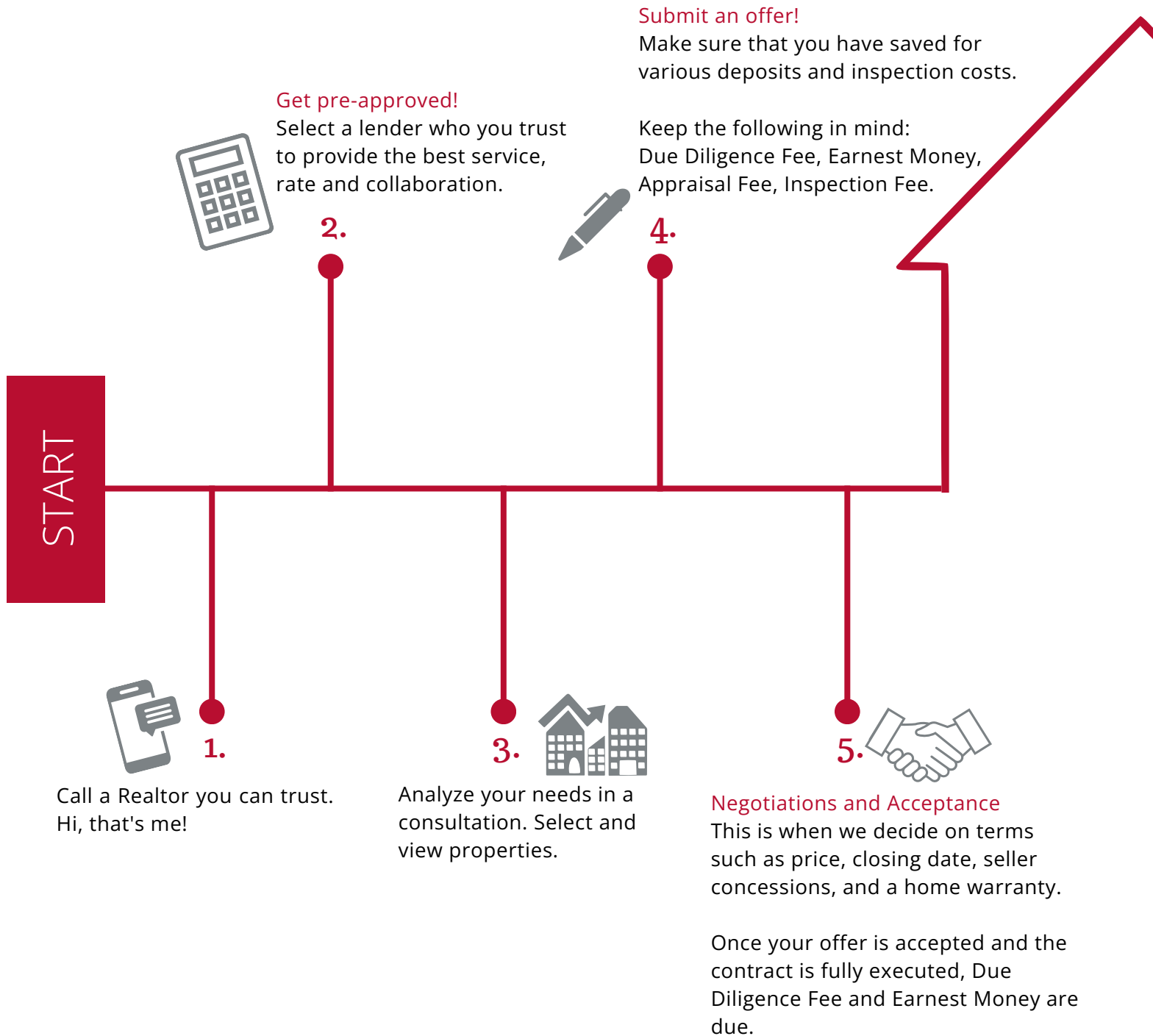
Earnest Money Deposit



- Earnest Money Deposit (EMD) is a negotiated amount of money that is also submitted once a contract is signed.
- This deposit protects the seller and helps ensure the buyer is acting “in earnest” about purchasing their property.
- This check is given to the escrow agent, usually the closing attorney, who deposits it into a trust account until closing.
- If the buyer closes on the home, the earnest money gets credited towards the purchase price at closing.
- If the buyer decides, before the end of the due diligence period to no longer move forward with the purchase, EMD is fully refundable.
- If the buyer decides, after the end of the due diligence period to no longer move forward with the purchase of the home, but prior to closing both their earnest money deposit and due diligence money go to the seller.

The Home Buying Process

Here we further break down the process of buying a home.
We want to make this process as smooth as possible!



About 1-2 weeks from closing date, you'll need to schedule all utilities and secure homeowner's insurance.

Review The Closing Disclosure

We will review your final closing documents prior to closing to ensure accuracy of all closing costs and down payment.

Settlement & Closing

This is where we finalize all documents by signing at the attorney's office. Once the deed is recorded you will receive your keys.



6.

Due Diligence Period

During this step, we will :

- schedule inspections and appraisal
- get loan documents to the lender as soon as possible
- order title to confirm it's clear of liens
- request the survey
- and any other investigating needed to make you feel comfortable with your purchase.



7.

9.



11.



CLOSING DAY

8.



Clear to Close!

This is the best news to hear! This means that the underwriting team has approved all of your documents.

10.



Wiring Closing Funds

Prior to your closing appointment, you will wire all funds due at closing. Make sure you call the attorney to verify the account number before wiring funds. We advise that you call again after authorizing the wire to verify receipt.

Wire transfers are treated as CASH, they are NOT a deposit, and are NOT protected by the FDIC.

The Mortgage & Loan Process

Why Get Pre-Approved?

We recommend our buyers get pre-approved before beginning their home search. Knowing exactly how much you can comfortably spend on a home reduces the potential frustration you may incur.

Funding Your Home Purchase

1. Pre-Qualification or Pre-Approval

- Application and interview with lender
- Buyer provides pertinent documentation, including verification of employment
- Credit report is requested

2. Underwriting

- Loan package is submitted to underwriter for approval
- Appraisal scheduled

3. Loan Approval

- Loan package is submitted to underwriter for approval
- Parties are notified of approval and Clear to Close
- Loan documents are completed and sent to title

4. Title Company

- Title exam, insurance and title survey conducted
- Borrowers come in for final signatures at Closing

5. Funding

- Lender reviews the loan package
- Funds are transferred by wire to Closing Attorney





Making an Offer

Once you have found the property you want, we will write a purchase agreement. While much of the agreement is standard, there are a few areas that we can negotiate.

The Terms

What you offer on a property depends on a number of factors including its condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a low offer just to see if the seller accepts, this often isn't always a smart choice. We will discuss price, DDF/EMD, closing costs, home warranty, and closing date strategies together to maximize our offer.

The Move-In Date

If you can be flexible on the date of possession, the seller will be more inclined to choose your offer over others.

Additional Property

Often, the seller plans on leaving major appliances or personal property in the home; however, which items stay or go is often a matter of negotiation.

Offer Presentations & Negotiations

Typically you will not be present at the offer presentation - we will present it to the listing agent. The seller will then do one of the following: Accept the offer, Reject the offer, or Counter the offer with changes.

By far the most common is the counter-offer. In these cases, our experience and negotiating skills become powerful in representing your best interests.

When a counter-offer is presented, we will work together to review each specific area, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.



The Home Inspection

All homes in North Carolina are sold as-is and do not have to pass an inspection to be sold. FHA/VA may require specific repairs to be made. The Inspection Report is for your benefit and education.

If you are purchasing a property, we highly recommend that you have a licensed, professional home inspector conduct a thorough general inspection and termite inspection.

The inspection will include but may not be limited to the following:

Appliances	Ventilation
Plumbing	Roof and Attic
Electrical	Foundation
Air Conditioning & Heating	General Structure



The inspection is not designed to criticize every minor problem or defect in the home. It is intended to report on major damage or serious problems that may require repair.

In choosing a home inspector, consider one that has been certified as a qualified and experienced member by a trade association. I can recommend several professional home inspectors for you to consider, and I will attend the inspection summary.

I recommend you being present as well. This way you will be able to clearly understand the inspection report, and know exactly which areas need attention.



The Closing Table

Prepare for It

Often, the seller plans on leaving major appliances or personal property in the home; however, which items stay or go is often a matter of negotiation.

As an agent, we will never send wiring instructions. Make sure you call the attorney from the bank to verify the account number before wiring funds. We advise you call again after authorizing the wire to verify receipt.

Wire transfers are treated as cash, they are NOT a deposit, and are NOT protected by the FDIC.

Own It

Transfer of title moves ownership of the property from the seller to you. The two events that make this happen are the delivery of the buyer's funds and the delivery of the deed.

Delivery of the Buyer's Funds

This is the check or wire funds provided by you or your lender in the amount of the loan.

Delivery of the Deed

A deed is a document that transfers ownership of real estate. The deed names the seller and buyer, gives a legal description of the property and contains the notarized signatures of the seller and witnesses.

In NC, the deed must be recorded with the County Courthouse for the sale to be final. It will be mailed to you after processing.

Keys will be released by attorneys once the deed is recorded. It may be the next business day.



Other **FAQs**

Who pays us?

You may have seen the recent law changes around Buyer Agent compensation. We have included a section in this brochure explaining the changes, why they were made and how they affect you. Your agent will go into much greater detail and answer all your questions. Typically, Buyers Agents are paid by the seller at Closing. However, if that does not occur, the Buyer may be responsible for the Buyer Agent fee.

How will you tell me about the newest homes available?

The Multiple Listing Services Website provides up-to-date information for every home on the market. I will send you this information right away. I will keep you informed of all homes available from Keller Williams and other real estate companies.

Can you help me find new construction homes?

Yes, I can work with all builders and get you the information you need to make a decision. On your first visit with the builder, I will accompany you. By using my services with a new construction home purchase, you will receive an added value, as well as those provided by the builder, at no additional cost. If you visit a new construction without us, it is important that you tell them about us in order for us to continue to represent you and your interests.

How does For Sale By Owner (FSBO) work?

Some homeowners try to sell their home without agent representation. If you see a FSBO and want the advantages of my services, let me contact the owner for you and make an appointment. Most times the homeowner will work with an agent even though their home is not listed with a firm.



Can we go back to our property again once an offer is accepted but before possession?

Usually, we can notify the seller and schedule a convenient time to visit the property again. Immediately before the closing, we will schedule a final walkthrough and inspection of your new home.

Once my offer is accepted, what should I do?

First, you should celebrate! Then, make sure you follow the directions from our closing coordinator in regards to the due diligence and earnest money checks and where to send them. Cooperate with your lender on getting any and all information they might need throughout the process. Do not apply for any new loans or make any large purchases during this process. Work with us and our Closing Coordinator to schedule the inspection and go over repair negotiations. You will then want to schedule your move, pack items, and notify businesses of your address change. You will receive a good faith estimate and closing disclosure (CD) statement, which will indicate the amount needed to bring to closing.

Our Raving Fans

1700+ Zillow Reviews | Zillow Premier Agent | Best of Zillow | 600+ Google Reviews

"I was lucky to be able to work with Redbud Group because they did an amazing job helping me getting into my first home. My agent was very helpful, knowledgeable, very thorough and very responsive. He made my first time home buying experience unforgettable. It was effortless on my end because him and his team did most of the work. I'm very grateful to be able to move into our new home for Christmas and it was all because of my agent and The Redbud Group."

"Our experience was perfect! We thoroughly explained what we were looking for and what our budget was set at. Our agent provided daily listings that met our match and set up immediate viewings for the ones interested in. She was prompt, professional, knowledgeable and kind. We thankfully purchased a new build and right within our budget! Would definitely use The Redbud Group again for future purchases and would highly recommend to others!!!"

"Redbud Agents are MY FAVORITE. They are true professionals. Every single one that I have met/worked with go above and beyond. There is a reason they have won "Charlotte's best real estate company," landed a spot in Inc 5000's fastest growing businesses, and best work places. Huge fan and highly recommend."

"My husband and I feel very grateful to have had worked with The Redbud Group. Our agent didn't just meet our expectations, he exceeded them. Unfortunately, our circumstances were unpredictable and time-sensitive. Our agent was able to manage and solve every stumbling block. If it wasn't for his hard work and dedication, we would not be happy home buyers right now."

"We recently had the pleasure of working with a Redbud Group agent in the purchase of our new home and she was OUTSTANDING! We are experienced home buyers, having bought (and sold) several homes, and have never had the level of customer service & responsiveness as we've experienced with The Redbud Group. We were considering relocating from FL to NC with little to no information about the areas or markets. Our agent gave us loads of info about the different areas we might consider and even events and venues we might want to check out. When we found the right home, she went above and beyond to represent and protect our interests. Our agent's work ethic was top notch; we can't recommend The Redbud Group enough!!"



As a client with Redbud, you will receive a FREE account with Quiplo!

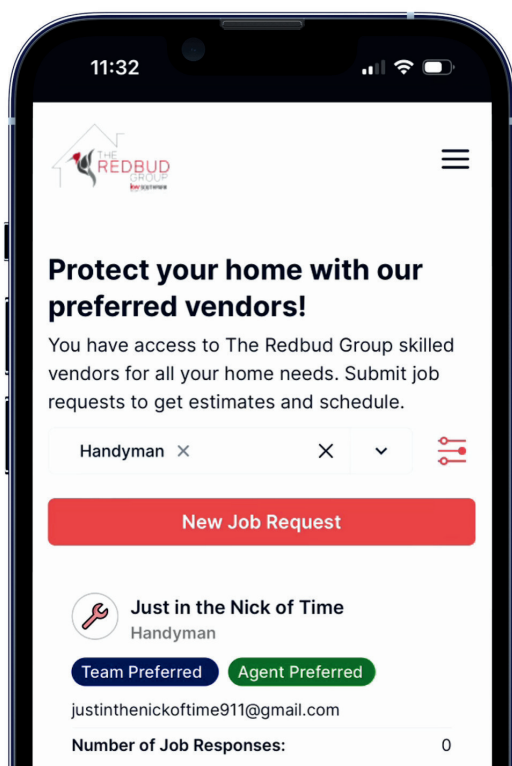


PROTECT YOUR HOME WITH REDBUD'S PREFERRED VENDORS



Let's make homeownership a little easier! The Redbud Group has partnered with Quiplo to connect you with your agent's preferred vendors for FREE!

- ✓ Access to vendors your agent knows and trusts.
- ✓ Send job requests & track vendor availability and estimates in one place.
- ✓ Make your house a home with your personal touches.



Your Trusted Partners in Every Step

At The Redbud Group, we pride ourselves on being **Charlotte's #1 Real Estate Mega Team**, recognized for our outstanding volume and sales.

As a Mega Team—one of the largest and most successful groups in the region—we have the resources, market insight, and network to provide unparalleled service.

Our award-winning team, honored with Real Trends Verified Rankings #1 team in Charlotte in both Volume and Sales, along with consistently being part of Zillow's Top 1% Agents, is made up of experienced professionals who work tirelessly on your behalf.

We always prioritize your best interests, ensuring a smooth and successful journey to your new home.

Being a Mega Team means we have the collective expertise and collaborative approach to navigate even the most complex transactions, giving you a distinct advantage in the competitive real estate market.

A special thank you to our exceptional agents, whose passion and commitment make all the difference. Your dedication to excellence is the reason we can achieve such remarkable results, time and time again.



CONSUMERGUIDETOWRITTENBUYERAGREEMENTS

Why am I being asked to sign this?

If you're a homebuyer working with an agent who is a **REALTOR®**, it means you are working with a professional ethically obligated to work in your best interest. As of August 17, 2024, you will be asked to sign a written buyer agreement after you've chosen the professional you want to work with. Here's what you should know about these agreements:

What is a "written buyer agreement?" What does it do? A written buyer agreement is an agreement between you and your real estate professional outlining the services your real estate professional will provide you, and what they will be paid for those services.

Why am I being asked to sign an agreement? Written buyer agreements became a nationwide requirement for many real estate professionals as a part of the National Association of REALTORS®' proposed settlement of litigation related to broker commissions. The requirement went into effect on August 17, 2024.

Are these agreements new? In some places, yes. Many states have required them for years, while some have not. As a result, it is entirely possible you or others you know have not used them in the recent past. Regardless, they are now a nationwide requirement for many real estate professionals.

Are these agreements negotiable? Yes! You should feel empowered to negotiate any aspect of the agreement with your real estate professional, such as the services you want to receive, the length of the agreement, and the compensation, if any. Compensation between you and your real estate professional is negotiable and not set by law. In the written agreement, the compensation must be clearly defined (e.g., \$0, X flat fee, X percent, X hourly rate)—and not open-ended or a range. Only sign an agreement that reflects what you have agreed to with your real estate professional.

How do I benefit from these agreements? These agreements clearly lay out what services you (as a homebuyer) expect your real estate professional to provide, and what your real estate professional will be paid. These agreements make things clear and reduce any potential confusion at the outset of your relationship with your real estate professional.

When do I need to sign an agreement? You will be asked to enter into a written buyer agreement with your real estate professional before "touring" a home with them, either in-person or virtually. If you are simply visiting an open house on your own or asking a real estate professional about their services, you do not need to sign a written buyer agreement.

Does this mean I have to pay my real estate professional out of pocket? Not necessarily. While you are responsible for paying your real estate professional as outlined by your agreement, you can still request, negotiate for, and receive compensation for your real estate professional from the seller or their agent.

Do agreements dictate a specific type of relationship I need to have with my real estate professional? No—you are allowed to enter into any type of business relationship with your real estate professional allowed by state law where you live.

Can I change or exit an agreement? Yes. You and your real estate professional can mutually agree to change your agreement. Agreements may have specific conditions under which they can be exited, so read the text of the agreement and speak with your real estate professional if you would like to change or exit your agreement.

Please visit facts.realtor for more information, and consult your real estate professional or attorney for more information about state law where you live.



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