

The Educated Buyer



COMPASS

About the Home with Sherry Team

Home with Sherry Team views real estate as a profession, not a hobby or part-time endeavor. We work together as a team to make sure all clients receive the time and attention they deserve. From something as simple as someone always being available to answer questions or show a house to pitching in to solve complex issues that occasionally pop up.

Our team is made up of five agents with years of experience buying and selling homes across Atlanta. Unlike most agents, our buyers' agents focus only on buyers. They don't have listings, so you never have to worry about them being distracted by a house they're trying to get sold.

We have full-time operations, marketing, and social media managers on staff. All three of these hardworking women come from corporate backgrounds and work together with the agents to ensure smooth transactions for all our clients.



Our team is backed by Compass a world-class real estate brokerage with a nationwide network of top-tier agents, sophisticated technology, unmatched marketing, and unique programs for buyers and sellers alike.

Based in Alpharetta, GA, Home with Sherry Team serves buyers and sellers from in-town Atlanta to the north end of Lake Lanier and everywhere in between. We are a Zillow Premier Agent and Dave Ramsey endorsed. We are recognized by Real Trends as a Top 10 Team in Georgia and are the top medium team in the Compass North Atlanta office.



Top 10 Real Estate Team in North Atlanta

108%

SELL TO LIST
PRICE AVERAGE
PERCENTAGE

4

MEDIAN DAYS
ON THE MARKET

70%

OF OUR BUSINESS
COMES FROM
REFERRALS

\$71M

VOLUME SOLD
IN 2021

BUYER TESTIMONIAL

"When we decided to relocate from South Florida to North Atlanta, we contacted the Home with Sherry Team. Our agent worked very closely with us to find the right neighborhood to fit for our family. After spending several days touring beautiful properties, we ultimately decided to build. Our agent walked us through the process and even checked on construction progress since we lived out of town. She helped us make design decisions, attended the building checkpoint inspections, and was another set of eyes during our punch list walkthrough. We were extremely happy with the level of service and professionalism we experienced with the Home with Sherry Team! I would highly recommend them."



Why Use a Buyer's Agent?

A buyer's agent has a fiduciary duty to look out for your best interests while a listing agent works strictly for the seller with the sole goal of selling a house, defects, and all, at the highest price possible.

A good buyer's agent will be a tough negotiator on your behalf, from initial offer through inspection.

A good buyer's agent will know what influences the sale of a house and will keep resale in mind when helping you select a home.

A good buyer's agent will help you understand the potential pitfalls of a home, neighborhood, or area.

A good buyer's agent will help you make a decision based less on emotion and more on sound advice so that you don't overpay.

A buyer's agent can help you evaluate new construction so that you don't pay too much for upgrades, make the wrong selections or settle for a bad lot.

BUYER TESTIMONIAL

"As a first-time home buyer, they made the entire process from beginning to end extremely easy. They were with me every step of the way! Will definitely consider them again in the future."



How Exactly Does This Work?

We've broken it down into easy-to-understand steps.



Finding The Right Agent

The right agent is important. Be sure to hire an agent that you trust to have your best interest in mind. Your agent can advise you when making decisions on which home to purchase. Your Home with Sherry Team agent is always thinking about resale. We will guide you regarding the purchase price with the present and the future in mind.

Get Pre-Approved

The right mortgage lender can save you money and will get you to the closing on time. Trust us to give you a good recommendation, depending on your financial circumstance. Your Home with Sherry Team agent knows who will have the best loan programs for you.

Need to sell a home? Here's something to consider. COMPASS BRIDGE LOAN is a unique program offered by our brokerage. A bridge loan pulls equity from your primary residence to use as a down payment on your next home. If you qualify for a bridge loan Advance, Compass will front monthly payments for up to 6 months of your bridge loan, interest-free. This can be used to strengthen your offer on your new home too. An offer without a contingency on selling your existing home is much stronger.

Establish Search Criteria

Your Home with Sherry Team agent will create an automated search for you through our Compass portal, called Collections. This search will consist of homes meeting your criteria. There are lots of questions to ask yourself regarding your search criteria, including, but not limited to, area location, schools needed, community amenities, commute to work, and home size. You will receive an instant email whenever a new home is listed that meets your criteria.

Visit Properties

You and your Home with Sherry Team agent will visit the homes that interest you. Your agent will advise you on potential resale value. We know what buyers value in a home and why some homes are harder to sell than others. If you are relocating to the area, your agent can preview homes or even FaceTime you while they are viewing a home.

Negotiate

Once you have seen "THE" home, your Home with Sherry Team agent will draft an official offer using the Georgia Association of Realtor (GAR) forms. The signed offer will be presented to the Listing Agent who will, in turn, present it to the seller. The seller will either accept, counter or reject the offer. Your agent will guide you through the negotiation process. Once all parties have agreed to the terms of the offer, the offer is signed, becoming a binding contract. You are now under contract.

Inspection Period/ Due Diligence Period

ou will be given a limited time period during which to conduct optional/encouraged inspections. Typical inspections include a general home inspection, stucco inspection (if the home is stucco), a radon test, a septic inspection (if the home has a septic tank) and a land survey. Your general home inspector may suggest additional inspections. These may include HVAC systems, roofing, structural, etc. If items of concern are discovered during this inspection period, you may be given the opportunity to re-open negotiations on price and/or terms of the sale or ask for repairs to be made prior to close. Should terms of the original binding contract be changed, amendments will be signed. If during the due diligence period, you cannot come to terms with

the seller, you may have the option to terminate the contract and receive a full refund of all earnest money.

Complete Loan Process

Your lender will require documentation to complete the loan process. It is very important that the documents requested are sent to your lender in a very timely manner. An appraisal will be ordered by the lender and completed by a licensed appraiser. Once the lender has received all the required documents and has received an acceptable appraisal, a clear to close will be issued. This means that the lender is ready to execute your mortgage through a successful closing. Congratulations are in order, and we will celebrate together!

Final Walk-through

A final walk-through of the home is performed prior to closing. Your Home with Sherry Team agent will accompany you for this walk-through. The walk-through confirms that no damage has been done to the home since the time of the inspection(s) and that the major systems and appliances are in working order.

Closing

Once all the conditions of the contract and amendments have been satisfied, the closing is held. A closing attorney, representing the lender (or buyer in a cash transaction), will facilitate the signing of the closing documents. Payment is exchanged, and the buyer receives the keys.

How Do You Select the Right Home?



Finding the right home is more than just locating a great house. Where it's located and what's around it will affect the way you ultimately feel about living in it. The truth is, we've had people ask us to sell their homes not long after they purchased it. They fell in love with the house and didn't consider other factors. We don't want that to happen to you! Take time to really think about what is important. Here are some questions to get you started:

Where will you be working? Do you have to be at work at peak traffic times? Will you drive or use public transportation? Atlanta traffic is not something to be taken lightly.

If you have kids or are planning to, do you want top public or private schools? What activities do they participate in and how close do you need to live to those activities?

Are there leisure pursuits (biking, hiking, boating, etc.) you want to be close to? Do you want to live in a swim and tennis community? Is golf necessary or preferred?

Are you interested in a condo or townhome? If so, reviewing HOA fees and covenants is important. Do you want concierge service? Do you need multiple parking spots?

Do you want to have the option to walk to some of your favorite places?

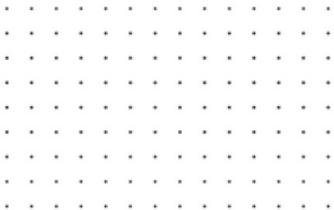
What do you consider a reasonable drive to restaurants, grocery stores, the mall, government center, parks, place of worship, or any other place important to you?

Do you like to be around a lot of people and energy? Are you ok with noise? In an urban setting you might hear dogs, trains, neighbors, or traffic.

Does the idea of peace and quiet appeal to you? How much land do you want? Are you planning to keep animals on your property?

Are you familiar with HOAs? We'll need to check these carefully depending on your situation. For instance, do you have a work truck that needs to be parked at home? Or are you planning to run a business on your property? Do you want to park a boat or RV in the driveway?

Is the home's age important to you? Are you drawn to up-and-coming areas, or do you prefer established communities?



The North Atlanta suburbs offer a lot of different options. We've been living and working in these communities for years and know the nuances of each. Our goal is to help you find not a house, but a place to call home.

Real Estate Glossary of Terms

Appraisal

Assessment of the property's market value, for the purpose of obtaining a mortgage and performed by a licensed appraiser.

Assessed Value

Value placed upon property for property tax purposes by the Tax Collector.

Closing Costs

Expenses incidental to a sale of real estate such as loan fees, appraisal fees, title insurance, HOA fees, and prepaid fees to fund your escrow account if any (this pays your property tax and insurance).

Closing Statement

Statement listing the financial settlement between Buyer and Seller, and the costs each must pay.

Contingency

Certain criteria have to be met in order to finalize the sale.

Conventional Mortgage

A mortgage or Deed of Trust not obtained under a government-insured program such as FHA or VA.

Credit

Money given to a buyer from a seller through escrow at closing.

Earnest Money Deposit

Buyers in Georgia usually deposit 1% of the purchase price to show that the buyer is serious about purchasing the home. It is usually refundable in the event a contingency in the sales contract cannot be met. This amount will be higher in a new construction purchase.

Fixed Rate Mortgage

A loan on which the interest rate and monthly payment do not change.

Home Warranty

A policy that covers certain repairs (plumbing/heating) of a newly purchased home for a period of time, typically one year.

Preliminary Title Report

A report showing the condition of the title before a sale or loan transaction. After completion of the transaction, a new title insurance policy will be issued.

Title Insurance

Insurance protects the buyer and lender against losses arising from disputes over the ownership of a property.

Recording Fees

Money paid to the lender for recording a home sale with the local authorities, thereby making it part of the public records.

.
.

Delivering the extraordinary by putting people first.



When you work with us, you can expect honest answers, based on what's best for you, not us. We know that buying or selling a home can be fraught with emotion. Our goal is to make the whole process as stress-free as possible for you.

We've got you.



Home with Sherry Team
678.744.8206 | 404.668.6621
info@sherryteam.com
sherryteam.com

COMPASS

Compass is a licensed real estate broker and abides by Equal Housing Opportunity laws. All material presented herein is intended for informational purposes only. Information is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. This is not intended to solicit property already listed. Photos may be virtually staged or digitally enhanced and may not reflect actual property conditions.