



10 Things Nobody Will Tell You about Buying a Home (But I Will)

1. **Don't buy a house without an agent.** The **SELLER** will pay your agent. Find a **BUYER'S AGENT** to represent you. Most people think they can negotiate and get a better deal themselves, but the numbers don't bear this out. And by the way, the selling agent doesn't want you to get an agent. Why? Because he/she will make twice as much money if you don't. Keep in mind that the selling agent represents the seller, not you.
2. **The best negotiator always wins!** You can't negotiate if you can't **WALK AWAY FROM THE DEAL**. That's why you need an agent who is not emotionally attached to the property.
3. **Due diligence is the best thing to ever happen for a buyer.** When you go under contract, you can negotiate the due diligence period, typically 5-15 days. This allows you to bail on the deal for any reason. **ANY REASON**. So if you like a property, put it under contract. Your due diligence period will give you time for an appraisal and to have an inspector check it out.
4. **Taxes will be the same as the current taxes if you are buying an existing home.** The tax bill is set on Jan. 1st of each year and doesn't change until Jan. 1st of the following year. If you are purchasing a new construction home, taxes will be calculated based on the county the home is in. 1.5% of the **SALES PRICE** for DeKalb/Fulton; 1.25% for Cobb/Gwinnett; and 1% for all other Georgia counties.
5. **There are 3 major things that cost you money when buying a house: DOWN PAYMENT, CLOSING COSTS AND SETTING UP AN ESCROW ACCOUNT FOR TAXES AND INSURANCE.** Plan on closing costs being around 2% and escrow around 1%. So you need at least another 3% after your down payment. Try to get the seller to pay as much of this as you can. Save your cash for window treatments and lawn equipment. And remember to ask if there are **CITY** taxes.
6. **If you have a house to sell, most agents will give you a small cut in their commission** if you let them work with you on the house you are buying. **TYPICAL COMMISSION IS AROUND 6%.**
7. **Most loans today do not have an origination fee.** The lender typically pays the mortgage loan officer. Talk with your loan officer about getting money from the lender to help with closing costs and escrow fees. **YOU MAY BE ABLE TO INCREASE THE RATE SLIGHTLY AND SAVE SOME OF YOUR CASH.**
8. **When you decide to sell your home,** ask your agent at what price you should list your house to **SELL IT THIS WEEK**. That's the real market price.
9. **Be careful about putting a lot of money down.** If you think you will ever need that money, the only way you can get it back is to **RE-QUALIFY** for it or sell your house. During hard times people want to tap into their equity, but if they are out of a job or income is low they often are not able to access it. Be careful. **PUT DOWN WHAT YOU DON'T THINK YOU WILL EVER NEED AGAIN.**
10. **I want to be your MORTGAGE GUY.** My job is to guide you through the ups and downs of the mortgage process and make sure all of your questions are answered. I am open 24 hours like the waffle house. Yes, you can call me now.

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