

TIFFANY WHITSEY®
RELIANT REALTY ERA

BUYER'S GUIDE

THE COMPLETE GUIDE TO BUYING A HOME

*Arm yourself with knowledge
before buying your first home*

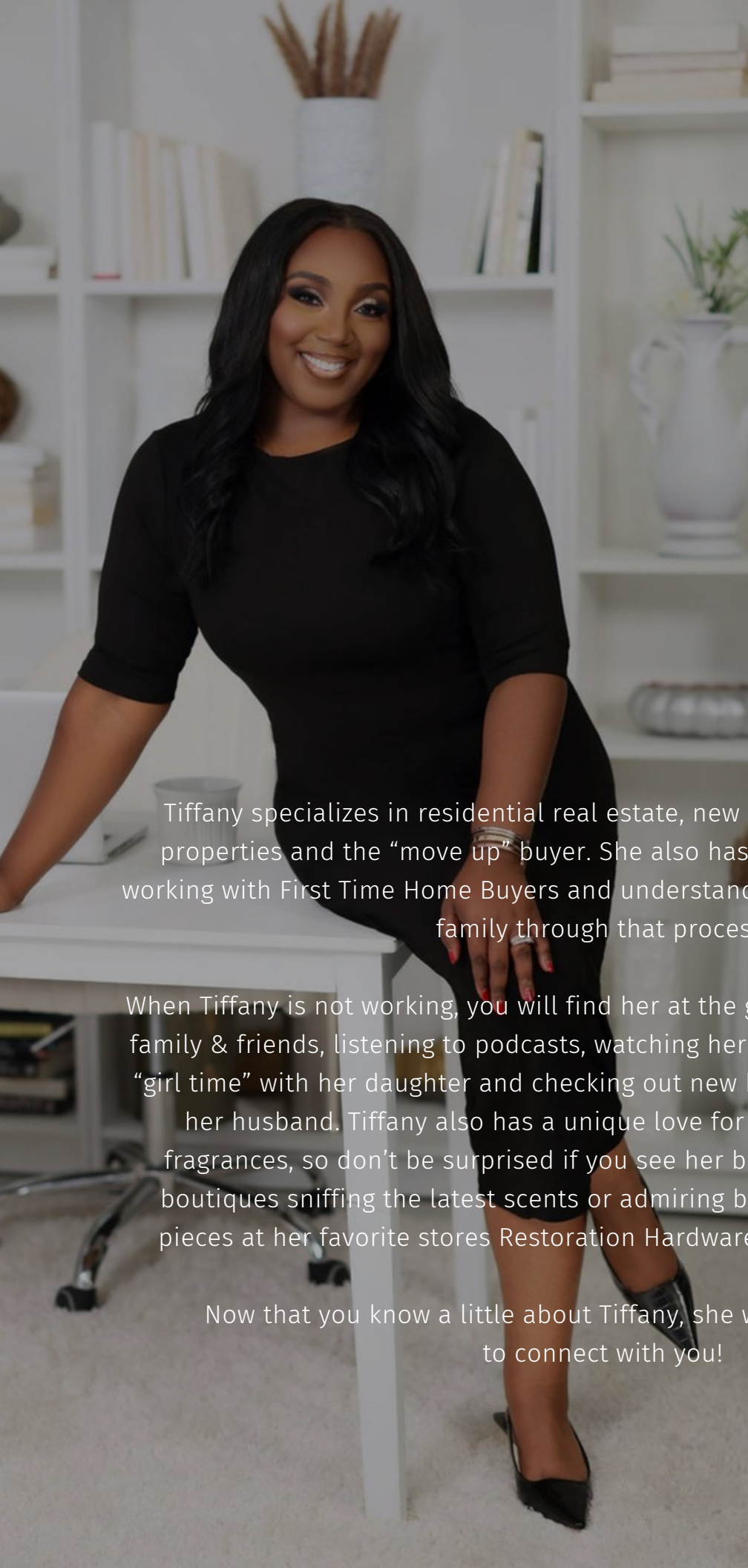
MEET TIFFANY WHITSEY

Reliant Realty ERA

With over 14 years of experience in Nashville's Real Estate Market, Tiffany has extensive knowledge and expertise. Her love and passion for Real Estate grew when she and her husband walked through the process of building their first home in 2007. She quickly figured out with her professionalism, state of the art service and attention to detail, she could thrive in this amazing industry and thrive is what she did!

Tiffany was featured in Nashville Homeowner Magazine in 2021 as the Who's Who of Nashville Real Estate as the Woman of Strength.

Tiffany has a proven track record of Success and has had the pleasure of helping numerous families buy and sell properties in Nashville and throughout the Middle Tennessee area. Tiffany is known for her professionalism, excellent communication skills and her ability to negotiate the absolute best deals for her clients. Tiffany takes pride in going above and beyond for each client, regardless of the price point.



Tiffany specializes in residential real estate, new construction, investment properties and the “move up” buyer. She also has years of experience with working with First Time Home Buyers and understands what it takes to walk each family through that process.

When Tiffany is not working, you will find her at the gym, spending time with her family & friends, listening to podcasts, watching her son play basketball, having “girl time” with her daughter and checking out new hot spots around town with her husband. Tiffany also has a unique love for fashion, home decor & fragrances, so don't be surprised if you see her browsing around different boutiques sniffing the latest scents or admiring beautiful furniture and art pieces at her favorite stores Restoration Hardware and West Elm Nashville.

Now that you know a little about Tiffany, she would absolutely love to connect with you!

STEP ONE

DECIDE TO BUY A HOUSE

- Determine what kind of house you want to buy
- Identify the area in which you want to live
- Decide how many bedrooms you need
- Decide how many bathrooms you need
- How many square feet do you want the house to be
- Do you want a yard? Do you want a large or small yard?
- Do you want a garage or carport?

STEP TWO

REVIEW YOUR FINANCES

- Do you have money for an Earnest Money Deposit?
- Do you have money for a home inspection?
- Do you have money for an appraisal?
- Do you have money for a down payment?
- Decide how much you can afford to pay monthly, if financing or if not financing, how much you can afford to pay.
- Create a budget

STEP THREE

DO A CREDIT CHECK

- Are you current on all accounts?
- Do you have recent late pays?
- Have you recently made a big purchase?
- Do you know your credit score?
- If you do not have an account, create one on a service that gives you a free credit score (Credit Karma, Credit Sesame, Quizzle).
- Verify that the accounts that appear under your name are correct. If you see anything that is incorrect, contact the company and/or one of the credit reporting agencies.

STEP FOUR

MEET WITH A REALTOR

- Interview REALTORS® to determine who has the best rapport with you, who communicates in a way that resonates with you, who you feel understands your needs.
- It may be best to interview no less than 2 REALTORS® to make sure you are selecting the REALTOR® that is best for you.
- Discuss your motivation/reason for buying a house
- Discuss the features/amenities that the house you buy must have.
- Discuss your time frame to purchase.
- Discuss any factors that may hinder you from moving forward: rental lease, waiting until end of school year, starting a new job soon, quitting/retiring from current job.

STEP FIVE

MEET WITH A LENDER

- Interview Loan Officers to determine who has the best rapport with you, who has loan programs that meet your needs, who understands your long term goals.
- It may be best to interview at least 2 Loan Officers to make sure you are selecting the Loan Officer that is best for you.
- Your REALTOR® may suggest a Loan Officer if you do not know any
- Complete the loan application in a timely manner
- Submit all required supporting documentation when requested
- Once pre-approved, your loan officer will tell you the how much house you can afford.

STEP SIX

BEGIN YOUR HOME SEARCH

- Your REALTOR® will search for homes that meet the criteria you identified, and will send houses to you for review.
- Select homes you want to view and provide dates and times at which you are available for showings.
- Your REALTOR® will schedule showings for the houses in which you have an interest
- Be on time for all appointments as it is not uncommon for a house to have multiple back to back showings.
- You may have several showing tours before you find "the one"
- When you find a home you like/love, you are ready to make an offer!

STEP SEVEN

MAKING AN OFFER

- When you find a house you want to buy, your REALTOR® will run Comps to assist you with deciding on an amount to offer.
- Once you have decided on an amount to offer, tell your REALTOR®.
- If more help is needed with determining how much to offer, you may want to consult with your loan officer as well.
- Your REALTOR® will write the offer using the appropriate State required forms and together you will set a deadline for the seller to respond to the offer.
- You will sign the offer and your REALTOR® will forward the offer to the listing agent to discuss with the seller.
- It is important to note that your REALTOR® represents you throughout the transaction and acts on your behalf.

STEP EIGHT

YOUR OFFER IS ACCEPTED

- When your offer is accepted, you have a signed contract to purchase the home.
- Your REALTOR® will send a copy of the signed contract to your loan officer so the loan approval process can begin.
- Your REALTOR® will forward the signed contract to the Title Company/Attorney you select to perform the Title Search on the home you are purchasing.
- You will also want to get a home inspection.
- The Home Inspector will inspect the home and provide you with a comprehensive report regarding the condition of the home.
- The lender will order an appraisal to make sure the property is valued high enough to cover the mortgage.
- The last step is the Closing which is the day that you sign all of the mortgage documents needed to buy the house!

HOME CRITERIA

Each HOME is unique, and several factors need to be looked at to determine which HOME is right for you. Here are some things to consider when deciding on your wish list.



- SINGLE FAMILY/TOWNHOME
- PRICE
- BEDROOMS
- SQUARE FOOTAGE
- LOCATION



- RESALE VS NEW
- COMMUNITY/AMENITIES
- HOA
- INTERIOR FEATURES

PRE-APPROVAL

Getting a pre-approval is one of the best things you can do to simplify the process and give yourself more confidence in your buying power. Here's what you can expect from the process.

ONE

YOUR CREDIT SCORE

Knowing your credit score will help lenders decide if you're a good candidate for a loan. The higher your credit the better.

YOUR EMPLOYMENT HISTORY

Lenders want to make sure you can regularly make mortgage payments, with no major gaps in income.

TWO**THREE**

YOUR ASSETS AND DEBTS

Lenders want to know your debt-to-income ratio to know if you can make each loan payment with the income you earn.

Choosing a home that complements your lifestyle, income and preferences is no easy task. There are many moving parts to finding a home that will work for you and your family. Here are some things to consider when looking for that perfect home.



There's no place like ...

HOME



WHAT KIND OF HOME DO YOU WANT?

Are you interested in single-family, condo or townhome? Do some research of what types of homes offer that will help narrow down your search area.



COMMUTE

Do you need a car to get to work? Are you going to be taking transit? Do a test run before committing to a certain area,



CONSIDER YOUR OLD HOUSE OR NEW HOUSE

Older neighborhoods are great for their charm and character, but often older homes require more repairs, newer developments have modern finishes and less repairs needed.

CHOOSING A HOME



COMMUNITY

What would you like to see in your new community? Is it more coffee shops? Events? Closer to the water? Whatever it is write down and choose areas that have those features.



WALKSCORE

How important is it to you to be walking distance to things like schools, shopping, and groceries? Think of what you want or need to be close to.



MUST NOT HAVE

Everyone has wants but have you considered the things you don't want? If you hate noise you might want to steer clear of the college area for example.

UPCOMING OUT OF POCKET COSTS

**"We count ourselves as lucky that Ariane landed in our lives...we would have been lost without her guidance and expert advise throughout the process"
- Elice & Olumide Elegbe**

BEFORE CLOSING

- EARNEST MONEY
- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION

ON CLOSING

- LAND TRANSFER TAX
- PROPERTY TAX
- MORTGAGE INSURANCE
- HOA FEES
- LENDER/ATTORNEY
- FEES DOWNPAYMENT

AFTER CLOSING

- MOVING EXPENSES
- UTILITY CONNECTIONS
- RENOVATIONS
- REPAIRS+MAINTENANCE

UNDERSTANDING OFFERS

Once we draft and present the offer a few things could happen, here's a breakdown of the offer process and what you can expect.

OFFER PRESENTED



ACCEPT

Your offer is accepted! Time to celebrate, now we will move ahead with any conditions laid out in the offer like home inspection.



REJECT

The Seller may reject your offer. We will ask questions to discover why and if there is anything we can do to make the offer more appealing.



COUNTER

The Seller may come back with their own offer. In this case, we will review the terms with you and continue to negotiate until we reach an agreement.

ELEMENTS OF AN OFFER

Price

The purchase price of the home you will be paying at closing

Earnest Money Deposit

Will be paid after the offer is accepted, and applied towards the purchase of the house when the sale closes.

Due Diligence Period

The time frame you have to get inspections and finalize any negotiations before the option to terminate without reason or penalty.

Contingencies

Items that must be completed or fulfilled prior to closing (such as OBTAINING financing, appraisal, or selling your existing house)

Special Stipulations

These are conditions that are added in the offer that alter any current language such as buyer choosing to purchase the property "as is" to show a more attractive offer.

Closing Day

The closing day is generally the day the title of the PROPERTY is legally transferred and the transaction of funds finalized.

QUESTIONS TO ASK REALTORS®

- What price range do you typically work in? In addition to being a neighborhood expert, your agent should do a large portion of their business with home buyers in your price range. It's important because challenges and negotiation strategies can vary based on what type of home you're buying.
- How many other clients are you working with? You want someone who can give you quality, one-on-one customer service when you buy your first home. If the agent seems spread thin, it's probably because they are.
- How are you a good agent for first-time buyers? First-time home buyers face specific challenges. Every buyer has a unique transaction. Good agents can explain what you should expect and how they're going to help you navigate your special circumstances.
- How will you find homes that match my criteria? Seasoned real estate agents don't just use the local Multiple Listing Service (MLS) — a regional database of registered property listings — to help home buyers find homes. They also keep track of listings through colleagues, door-knocking, and canvassing neighborhoods to find the right properties for their buyers. They'll also work their industry connections.
- Have you ever recommended that a buyer not buy a property? Why? An agent should work in your best interest, which means being honest with you about when to pass on a house that will not meet your needs — even if you're starry-eyed about it. It's your choice, obvs, but they should empower you to make a sound decision.

QUESTIONS TO ASK REALTORS®

- Do you have a list of recommended vendors who can help me get a mortgage, inspect a home, and so on? To buy a home, you're going to need other important players on your team — specifically a mortgage lender, home inspector, settlement/title company, and attorney. An experienced agent has already developed relationships with reputable pros, and should provide you with several references for each; though it's ultimately your decision to choose who you want to work with.
- Can you provide contact information for your three most recent buyers? Past clients can offer valuable insight into an agent's skills. Don't just ask an agent for references, or you'll get three pre-vetted clients who are guaranteed to sing their praises. Instead, ask for phone numbers and email addresses of the agent's three most recent buyers. Contact those people directly to learn about their experiences.

QUESTIONS TO ASK REALTORS®

- How many years have you been in the business? Having more experience doesn't guarantee that someone is a great real estate agent, but a lot of the business is learned on the job.
- How many homes have you sold in the last year? Volume isn't the most important factor when choosing an agent, but you want someone who is active in the industry. Also, the more transactions an agent has under their belt, the more adept the person should be at solving complicated problems that can crop up during a home sale.

Remember: Your transaction is unique.

- How will you help me determine my needs and priorities?
- The agent's first task is to help you identify your list of "musts" and "wants" — the home features that you need, versus the features that you'd like to have but can live without.
- Is your real estate license in good standing? You can also check with your state's Real Estate Commission to confirm the agent has no disciplinary actions
- How will you stay in touch with me? Your agent's communication style should align with yours. If you prefer to be contacted via text when new listings crop up, make sure your agent is able to do that.
- What neighborhoods do you specialize in? You want an agent who's intimately familiar with the neighborhood(s) you're interested in. Another way of framing this question is to ask, "How many homes have you sold in this neighborhood in the last year?"

MOVING CHECKLIST

Two Months Before

- Start downsizing and donating old and unwanted items
- Start researching moving costs and companies
- Collect school records and transfer
- Order packing supplies

Two weeks before

- Contact utilities
- Finalize moving arrangements

Moving Day

- Do a final walkthrough
- Keep all receipts
- Pre-clean, seal any windows or doorways
- Check for damages in your new home that will need to be fixed
- Unpack room by room

One month before

- Change your address and send moving notifications to friends and family
- Find local healthcare providers and shopping necessities
- Buy any new appliances or make plans for what to buy

2-3 days before

- Plan payments and expenses for moving
- Defrost your fridge
- Clean as you continue to pack
- Pack things you will need right away separately

TESTIMONIALS

This is the second home we have bought and first we have sold using Tiffany. If you are new to the home buying process or just want a realtor who is 100% and communicative about the home buying process, then look no further. She's definitely in a class of her own. My wife and I love Tiffany. She's will definitely fight for you without imposing her own personal beliefs on any matter. She will present you with the facts and assist you in making your own decision. If you sit down with her to discuss your home buying or selling needs, I guarantee you she will impress you.

-Dedric Jones

Tiffany Whitsey is amazing!! She and her team handled whatever it was we needed or asked for without hesitation. The Whitsey Group put us in our first home and has now sold that home for us as we move into a new one. My family and I could not be more happy. Not to mention, The Whitsey Group has been our realtor along with several of my family members and friends. I recommend her EVERY TIME to EVERYONE and always 100% satisfaction! You will not regret choosing The Whitsey Group for all your realtor needs.

-Brittnie Starling

When I first decided to buy a home, I didn't know Tiffany. I was introduced to her by a friend and that was the best thing that happened to me during this home buying process. Tiffany has been absolutely amazing, realistic, logical, passionate, professional, patient, and kind. She always knew what I wanted and needed before I even brought it up. I called her my bull because she was so passionate yet stern and she took care of every problem and didn't hold back. Tiffany is a wonderful realtor and I'm super grateful for her expertise, experience, and drive. I recommend Tiffany 100%.

-Tiara Green

READY TO GET STARTED?

If you would like to know more about the home buying process, contact me today!



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