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THE BUYER BOOK



Everything you need to know about buying a home.

RE/MAX
Essential | Southern Shores | Professionals

MORE THAN YOUR AGENT

Buying a home is one of the most exciting — and important — decisions you'll make, and I'm honored to walk that journey with you. From our very first conversation to the day you get the keys, I'll be by your side every step of the way.

We'll take time to talk through your wants, needs, lifestyle, and future goals so we can focus on finding a home that truly fits you. I'll also make sure you understand today's market, the buying process, and what to expect — so you feel confident and empowered throughout it all.

Together, we'll create a smart strategy to help you compete in the market, negotiate effectively, and secure the right home at the right terms. My job is not just to show you houses — it's to advocate for you, protect your interests, and make the process as smooth and stress-free as possible.

You've seen the strength and reputation behind RE/MAX and RE/MAX Southern Shores. Now let's talk about how we'll use that advantage to help you win in today's market.

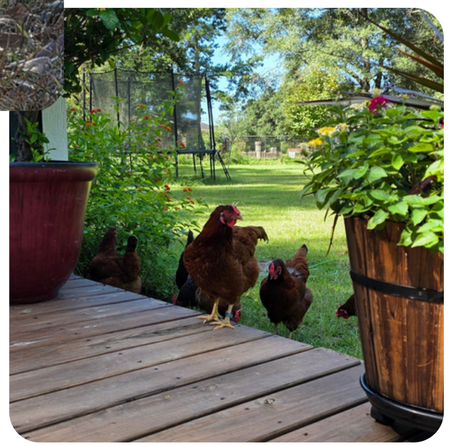
To me, clients become like family. My relationship with you doesn't end at closing day — I'll continue to be a resource long after you've settled into your new home.

Cristi Bonchack





Blue & Chics



HOME CRITERIA SHEET



These items are the standard “wants or needs” for your next home. Take a look and decide what your are looking for.

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ADDITIONAL INFO

- Square Footage
- Price Range
- Area or Subdivision
- Year Built
- School District
- How soon do you need to move?

_____

- Do you have a home to sell first?

_____

- Other

_____

CHARACTERISTICS OF MY NEXT HOME

- ☐ Townhouse
- ☐ Condo
- ☐ Detached
- ☐ One Story
- ☐ Two Story
- ☐ 3 Bedrooms
- ☐ 4 Bedrooms
- ☐ 5+ Bedrooms
- ☐ 2 Bathrooms
- ☐ 3 Bathrooms
- ☐ 2 Car Garage
- ☐ 3 Car Garage
- ☐ _____
- ☐ _____
- ☐ _____

- ☐ Formal Living Room
- ☐ Formal Dining Room
- ☐ Office
- ☐ Bonus Room
- ☐ Gas Heat
- ☐ Electric Heat
- ☐ Garden Tub
- ☐ Walk In Closet
- ☐ Fireplace
- ☐ Pool in Yard
- ☐ Pool in Community
- ☐ Ability to Fence yard
- ☐ _____
- ☐ _____
- ☐ _____

BENEFITS OF HAVING A RE/MAX AGENT REPRESENT YOU



- Advice on offer price & terms
- Negotiate only in buyer's best interest
- Assistance through the entire process
- Fiduciary representation
  - Obedience
  - Loyalty
  - Disclosure
  - Confidentiality
  - Accounting
  - Reasonable Care

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BUYER ROADMAP

Consultation
Working with a RE/MAX agent gives you an advantage with a solid foundation of knowledge and support as well as access to exclusive tools to help sell your house.

2. Pre-Approval
Meet with your preferred lender and find out your buying power. This will help determine your overall budget as well as allow you to make an offer when you find a home.

3. Find Your Next Home
Shopping is the fun part! I have access to every home currently listed on the market. I will help you find the home you've been searching for and will help you every step of the way, from showings to offers and negotiations!

Earnest Money
Earnest money is a deposit made that represents a buyer's good faith to buy a home. Generally, these funds are held in an escrow account and applied to your closing costs or returned to you at closing.

Inspection
You should hire a licensed, professional home inspector. Your inspector should provide you with a detailed report of the home's condition, issues that need to be addressed and how best to resolve those issues.

Appraisal
The appraisal fee is a payment for the appraiser who assesses the value of the property you are looking to buy. The appraisal is paid directly to your lender.

Closing & Walk-through
After you receive an estimate of final cost and down payment from your lender, you'll get a closing disclosure with your final cost before the actual closing day. Before everything is finalized, there will be a final walk- through of your new home. We will review those costs, and you will wire the money to the closing company.



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WHAT DOES THE PURCHASE AGREEMENT LOOK LIKE



There are 13 points for me to negotiate in your offer, not just price.

There are 4 more points that will come up while we are under contract to negotiate.

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NEED A LENDER?

I can help! I can provide you with a list of a few lenders I've worked with in the past and found their services to go above and beyond my expectations. Not every lender will be a good fit for you, so please do your research and choose one that best fits your needs.



TIPS FOR CHOOSING A LENDER

- Get a First Impression. Do they take your call? Answer your questions in detail? Compare Rates, Fees, Closing Costs and Timeframe for Closing.
- Do your homework. Check reveiws. Ask for referrals.
- Let your agent help you make an informed decision.

FINANCE TIPS

- Avoid large purchases during the transaction.
- Delay changing jobs until after the transaction is complete
- You don't have to have perfect credit.
- You don't have to put 20% down.

LOAN CHECKLIST

Sometimes you will need to provide documentation more than once. Providing documents in a timely fashion is pertinent to your loan approval.

- ☐ Two years of W-2's & tax returns
- ☐ 30 days paystubs
- ☐ Two months Bank Statements
- ☐ List of Debts & Assets
- ☐ Divorce Decree (if applicable)
- ☐ Explanation of credit issues (if necessary)

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WHAT IS A MORTGAGE?

Finding out where your money goes can help you better understand the status of your mortgage and what options may be available to you.

PAYMENT BREAKDOWN

Your mortgage is based on a variety of factors, including your down payment, credit score and property type.

PRINCIPAL
Amount of money borrowed, not including interest, to purchase the home.

INTEREST
Percentage charged for the use of borrowed money.

TAXES
Decided by the municipality you live in and is based on the property's value

INSURANCE
Homeowner's insurance and possibly mortgage insurance, varies by loan product.

MORTGAGE INSURANCE?

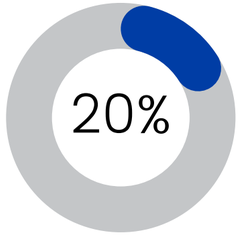
Here's what you need to know and how it may affect your monthly mortgage payment.



WHAT IF YOU MADE ONE EXTRA PAYMENT EVERY YEAR?

It will save you time and money during the lifetime of the loan.

12 PAYMENTS/YEAR		13 PAYMENTS/YEAR
$250,000	Original loan amount	$250,000
30 years	Payoff time	25.5 years
$1,266	Monthly payment	$1,266
$206,013	Total interest paid	$170,137
$0	Total amount saved	$35,876



MAGIC NUMBER

If you buy a home and put down less than 20%, you may be required to have mortgage insurance

WHAT IS PMI?

Private Mortgage Insurance

PMI is insurance for conventional loans with less than 80% equity or less than 20% down. It can be paid monthly with your mortgage payment, built into your mortgage rate, or upfront at the time of closing.

WHAT IS MIP?

Mortgage Insurance Premium

MIP is an insurance policy used in FHA loans. It can also be paid monthly, built into your mortgage rate, or upfront at the time of closing.

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“GAS AND GROCERIES RULE”

If you are obtaining a mortgage, refrain from making any large purchases while you are under contract. Avoid the following:

- Buying a car/truck/boat
- Opening store Credit Cards (Lowe’s, Home Depot, Furniture Stores, etc)
- Opening any new Credit Cards of any type
- Putting a large family vacation on your Credit Card
- Paying for a large event/wedding/etc
- Anything you pay for in installments

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ALSO AVOID...

- Don't Mess with Your Income-to-Debt Ratio. The ratio of your monthly income to your monthly debts is one of the main factors the lender considered when qualifying you.
- Don't change jobs.
- Don't be late on any existing payments.

WHAT IS TITLE INSURANCE?

IT PROTECTS YOU FROM PAST RISKS

A policy protects you against previous owner's debt and other claims of ownership prior to buying the home.

YOU ONLY PAY ONCE FOR A POLICY

Unlike other insurance policies, you pay for an owner's policy once without monthly or yearly premiums.

TWO TYPES OF POLICIES



OWNER'S POLICY

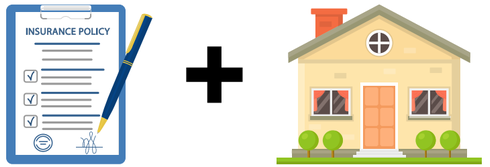
An owner's policy protects you against title defects that could affect your ownership rights.



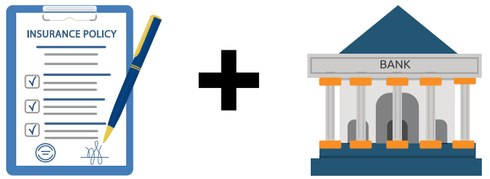
LOAN POLICY

A loan policy protects against title defects that could affect the lien of the lender's mortgage

THE LIFE TIME OF A TITLE POLICY



An owner's policy lasts as long as the insured or their heirs have an interest in the property.



A loan policy is effective for the life of the loan.

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EARNEST MONEY



Earnest money is a deposit that shows the buyer's commitment to purchasing a home. If the deal goes through, this deposit is credited to the buyer at closing. If the deal falls through, both the buyer and seller must agree on what happens to the deposit. If the buyer and seller cannot mutually agree, the decision will be made by a court interpleader.

The amount of earnest money can differ based on factors like the home's price and competing offers—more earnest money can signal a stronger offer, especially in multiple offer scenarios.

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WHAT ARE DUE DILIGENCE FEES

SC DUE DILIGENCE

In South Carolina, when purchasing a home, buyers are allotted a specific timeframe known as Due Diligence to conduct various inspections, surveys, Insurance inquiries, Homeowners Association (HOA) investigations, etc. This period allows buyers to thoroughly examine the property and uncover any issues that may affect their decision to proceed with the purchase. If, during the Due Diligence period, the buyer discovers any factors that would make the home unsuitable for their needs, they have the option to terminate the contract.

To terminate the contract, the buyer must provide written notice to the seller.. Additionally, the buyer may be required to pay a termination fee as stipulated in the contract, which would have been negotiated beforehand. The termination fee compensates the seller for any expenses or inconveniences incurred as a result of the terminated contract.

This process allows buyers in South Carolina to thoroughly investigate the property before finalizing the purchase and provides them with an opportunity to back out if they discover any deal-breaking issues during the Due Diligence period.



NC DUE DILIGENCE

In North Carolina, the concept of Due Diligence in the home buying process is similar to South Carolina, but there are some notable differences. In NC, the Due Diligence period is typically associated with a specific fee that is paid upfront by the buyer at the time of contract signing.

Unlike other states where various contingencies like financing, appraisal, or CL100 (termite inspection) may be separate contingencies in the contract, North Carolina streamlines the process by having only one primary contingency, which is the Due Diligence period.

It's important to note that in North Carolina, the payment for the Due Diligence period is typically made upfront along with the contract, and it is non-refundable. The fee compensates the seller for taking the property off the market during the Due Diligence period.

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FOR YOUR PROTECTION, GET A HOME INSPECTION

I can provide you with a list of reputable home inspectors.

GENERAL HOME INSPECTION

A home inspection is a vital step in buying or selling a property. It involves a thorough assessment by a professional inspector. Here are three key aspects of a home inspection:

1. Structural Evaluation: The inspector examines the foundation, walls, roof, and other structural elements for any damage or safety concerns.
2. Mechanical Systems: The inspector assesses HVAC, plumbing, electrical systems, and appliances for functionality and compliance with safety standards.
3. Safety Hazard Identification: The inspection focuses on identifying potential risks like electrical hazards, faulty wiring, or inadequate safety measures.

A home inspection provides valuable insights for informed decision-making and addressing any issues before finalizing a transaction.



CL100 WOOD INFESTATION INSPECTION

A CL100 wood infestation inspection is a crucial assessment conducted on a property to detect termite damage and wood-destroying pests. Here are two key aspects of a CL100 inspection:

1. Termite Detection: The inspection focuses on identifying signs of termite activity, such as mud tubes, damaged wood, or termite tunnels.
2. Other Pest Evaluation: The inspector also assesses the presence of other wood-destroying pests like ants, beetles, or carpenter bees.

A CL100 inspection helps ensure the structural integrity and value of the property by identifying and addressing termite and pest issues.

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WHAT DOES A HOME INSPECTION REPORT LOOK LIKE



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HOME WARRANTY



Purchasing a home warranty can provide peace of mind during the home buying process. It is an affordable way to protect your most valuable asset! A home warranty is a service contract that covers the repair or replacement of important appliances and major systems that break down over time.

Having a home warranty protects you from unexpected expenses in your first year of home ownership. After the first year or at any time during home ownership, you may purchase a home warranty.

I can guide you in making a decision about purchasing a home warranty.

WHAT A HOME WARRANTY COVERS

- Appliances
- Water Heater
- HVAC Systems
- Plumbing
- Electrical Panel
- Specialty Items, if ordered

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MY ROLE AND YOUR ROLE

WHAT YOU CAN EXPECT FROM ME

- Be on time for all meetings and showings
- Treat all parties fairly and honestly
- Respect your needs, time, and finances
- Always ensure we keep a win-win relationship
- Communicate with you regularly and openly
- Represent your best interests in any and all negotiations
- Consult you throughout the buying process to reach an intelligent, informed decision
- Provide complete showing packages and recommend the best pricing strategy
- Schedule home showings for homes that meet your criteria
- Assist you with the scheduling of inspections, closing, and document review
- Provide you with post-closing information and assist you with all future real estate needs



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WHAT I EXPECT FROM YOU

- Be on time to all meetings and showings
- Keep all appointments or call in a timely manner to reschedule
- Meet with a loam consultant in a timely manner after initial meeting (if applicable)
- Gas and Grocery rule- do NOT make any large purchases or incur debt (big vacations, cars, furniture, appliances, etc)
- Respond to calls from mortage, attorneys, inspections, etc
- Make an informed, intelligent offer immediately after finding your perfect home
- Loyalty- always reach out to me first and agree that you are working exclusively with me
- Respect the sellers property
- Notify me if you are leaving the area for longer than a couple days
- Have FUN and enjoy the process!

WHAT FEES SHOULD YOU EXPECT



COST OF DOING BUSINESS

- Earnest money- deposit
- Home inspection (not a closing cost- paid at time of service)
- Appraisal (not a closing cost- paid at time of service)
- CL100- closing cost, negotiable as to who pays
- Termination fee
- Home warranty (negotiate who pays for it and IF one is even included in contract)
- Survey
- HOA Capital Contribution
- Certificate of Assessment (COA) (most often paid at closing, sometimes paid ahead of time)
- Title search and insurance
- Attorney fees
- Lender fees
- Realtor Fees

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Homebuyers, Here's What the NAR Settlement Means for you:

Beginning August 12th...

- You will sign a written agreement with your agent before touring a home.
- Before signing this agreement, you should ensure it reflects the terms you have negotiated with your agent and that you understand exactly what services and value will be provided, and for how much.
- Written agreements apply to both in-person and live virtual home tours.
- The seller may agree to offer compensation to your agent.
- You do not need a written agreement if you are just speaking to an agent at an open house or asking them about their services.
- You can still accept concessions from the seller, such as offers to pay your closing costs.

What's NOT Changing:

- Agents who are REALTORS® are here to help you navigate the homebuying process and are ethically obligated to work in your best interest.
- Compensation for your REALTOR® remains fully negotiable. When finding an agent to work with, ask questions about compensation and understand what services you are receiving.

Coastal Carolinas Association of REALTORS®

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MOVING TIPS

- Mark a box as "Open Me First". Pack your daily necessities in it. Toiletries, medicine, paper towels, cleaning supplies, paper plates, a small tool kit.
- Moving on a weekday ensures banks, utility companies and government offices are open. Bonus- Moving company quotes may be lower for a weekday move.
- Clearly mark all boxes with which room they go to in your new home.
- Use sheets, blankets and towels to separate pictures, and other household items. You can also use socks to wrap glasses and other fragiles.
- Use your wheeled suitcases for heavy items such as books.
- Keep your hanging clothes on the hangers and wrap in a garbage bag for protection.
- Take pictures of the back of electronics to know which cord goes where.
- When taking furniture apart, put all screws and small pieces in a ziploc bag and tape to one of the pieces for safekeeping.
- Put the beds together first in your new home. You don't want to be exhausted and have no where to sleep.
- Purge, purge, purge! The more you can sell or donate leading up to your move, the less you have to move! Moving is the perfect time to minimize your belongings.
- Arrange for a child and/or pet sitter to keep the little ones occupied.

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SERVICES TO CANCEL/TRANSFER

- ☐ Electric
- ☐ Gas
- ☐ Water
- ☐ Sewer
- ☐ Cable/Satellite
- ☐ Internet
- ☐ Phone
- ☐ Sewer
- ☐ Trash
- ☐ Pest Control
- ☐ Security Systems

NOTIFY CHANGE OF ADDRESS

- ☐ USPS
- ☐ Drivers License
- ☐ IRS
- ☐ Social Security
- ☐ Banks/Loans
- ☐ Credit Cards
- ☐ Auto Payments
- ☐ Employer
- ☐ Insurance
- ☐ Schools
- ☐ Subscriptions



DON'T STRESS ABOUT IT!

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Buying a home should be fun, not stressful. As you look for your dream home, keep in mind these tips for making the process as peaceful as possible.

- Find a real estate agent who you connect with. Home buying is not only a big financial commitment, but also an emotional one. It's critical that the REALTOR® you chose is both highly skilled and a good fit with your personality.
- Remember, there's no "right" time to buy, just as there's no perfect time to sell. If you find a home now, don't try to second-guess interest rates or the housing market by waiting longer — you risk losing out on the home of your dreams. The housing market usually doesn't change fast enough to make that much of a difference in price, and a good home won't stay on the market long.
- Don't ask for too many opinions. It's natural to want reassurance for such a big decision, but too many ideas from too many people will make it much harder to make a decision. Focus on the wants and needs of your immediate family — the people who will be living in the home.
- Accept that no house is ever perfect. If it's in the right location, the yard may be a bit smaller than you had hoped. The kitchen may be perfect, but the roof needs repair. Make a list of your top priorities and focus in on things that are most important to you. Let the minor ones go.
- Don't try to be a killer negotiator. Negotiation is definitely a part of the real estate process, but trying to "win" by getting an extra-low price or by refusing to budge on your offer may cost you the home you love. Negotiation is give and take.
- Remember your home doesn't exist in a vacuum. Don't get so caught up in the physical aspect of the house itself — room size, kitchen, etc. — that you forget about important issues such as noise level, location to amenities, and other aspects that also have a big impact on your quality of life.
- Plan ahead. Don't wait until you've found a home and make an offer to get approval for a mortgage, investigate home insurance, and consider a schedule for moving. Presenting an offer contingent on a lot of unresolved issues will make your bid much less attractive to sellers.
- Factor in maintenance and repair costs in your post-home buying budget. Even if you buy a new home, there will be costs. Don't leave yourself short and let your home deteriorate.
- Accept that a little buyer's remorse is possible and will probably pass. Buying a home, especially for the first time, is a big financial commitment. But it also yields big benefits. Don't lose sight of why you wanted to buy a home and what made you fall in love with the property you purchased.
- Choose a home first because you love it; then think about appreciation. While U.S. homes appreciate an average of 3.5-4% annually, a home's most important role is to serve as a comfortable, safe place to live.

YOU CAN'T AFFORD NOT TO BUY A HOME

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Year	Monthly Rent (Avg Increase 3% per year)	Total Annual Rent
1	$1,500	$18,000
2	$1,545	$18,540
3	$1,591	$19,096
4	$1,639	$19,669
5	$1,688	$20,259
6	$1,739	$20,867
7	$1,791	$21,493
8	$1,845	$22,138
9	$1,900	$22,802
10	$1,957	$23,486
Total Rent Paid Over 10 Years		$206,350

2025 REMAX® vs. THE INDUSTRY

Choose the brand with outstanding agents, leading brand awareness and an unmatched global presence.

	NATIONAL, FULL-SERVICE BROKERAGE BRANDS*					
	TRANSACTION SIDES PER U.S. AGENT (LARGE BROKERAGES)[1]	U.S. TRANSACTION SIDES[1]	U.S. BRAND AWARENESS (UNAIDED)[2]	COUNTRIES & TERRITORIES	OFFICES WORLDWIDE	AGENTS WORLDWIDE
RE/MAX	11.7	597,770	36.4%	110+	8,735	146,627
COMPASS @properties	6.2	251,138	3.2%	1	400+	37,144
ERA	6.0	70,092	1.6%	37	2,300	43,200
kw	5.7	828,875	14.5%	60	1,000	165,000
CB	5.5	460,374	21.2%	45	2,900	96,300
BERKSHIRE HATHAWAY HOMESERVICES	5.4	239,787	7.3%	11	1,500	50,000
Sotheby's INTERNATIONAL REALTY	5.4	117,860	3.3%	84	1,100	26,100
eXp REALTY	5.4	350,119	1.6%	27	N/A	85,000
Weichert	5.2	61,900	1.6%	2	500	18,000
Better Homes and Gardens Real Estate	5.2	58,230	2.2%	6	400	11,200
CENTURY 21	5.0	219,329	30.9%	79	11,000	130,200
REALTY ONE GROUP	4.7	95,181	0.5%	25+	450	20,000
real	3.7	90,298	0.1%	2	N/A	26,000
HOMESMART	2.6	64,500	0.1%	1	223	25,000

N/A = Data not publicly available. *Major full-service brokerage brands that report production data and agent counts.

The *greatness* in you.™

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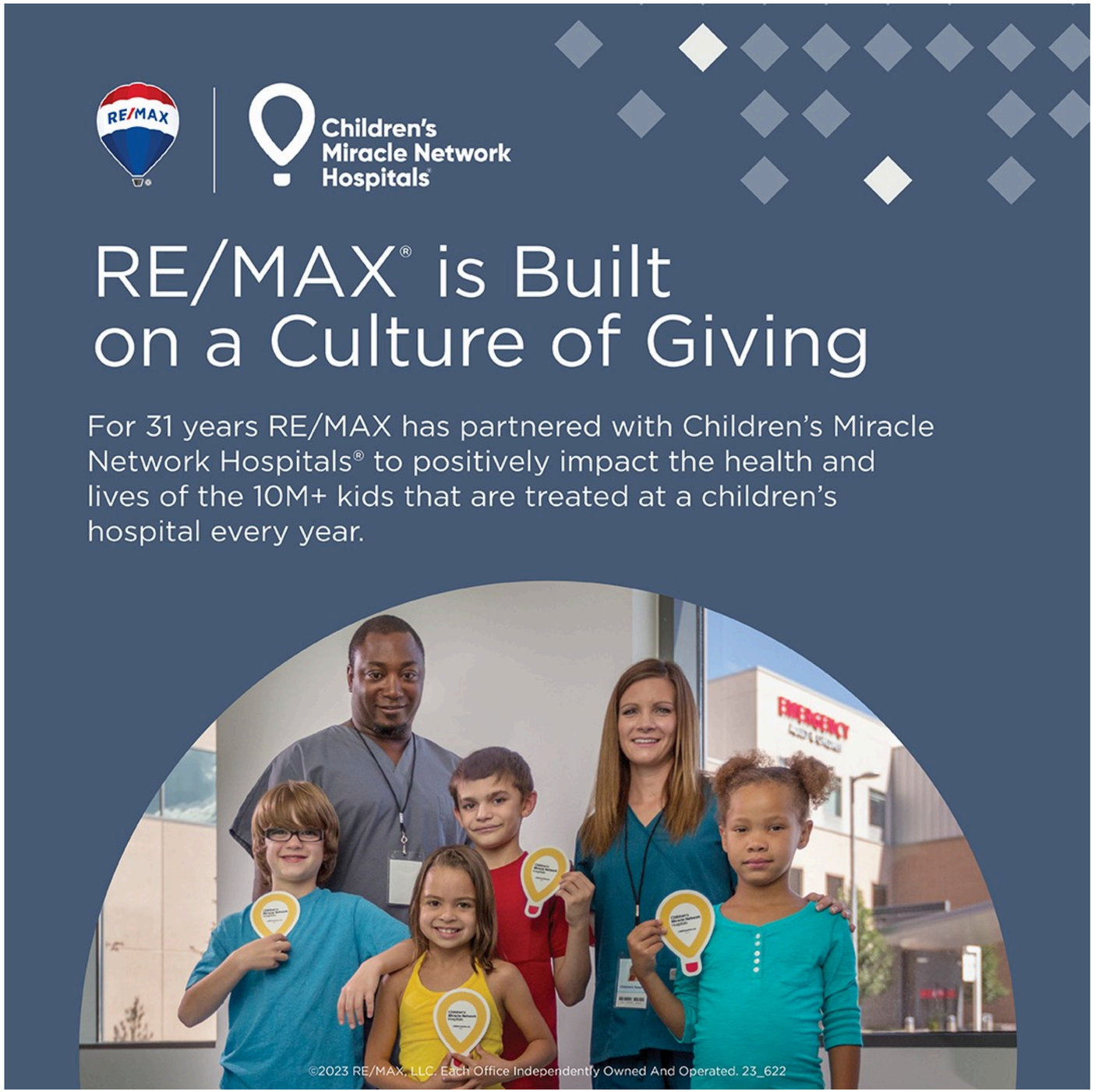
2 TO 1

RE/MAX® agents average double the sales of other agents in the RealTrends 500 survey* of large brokerages.

Unstoppable Starts Here™

*Transaction sides per agent calculated by RE/MAX based on 2023 RealTrends 500 data, citing 2022 transaction sides for the 1,561 largest participating U.S. brokerages, excluding 42 who did not report active licensees. RE/MAX average 13.6. Competitors 6.2.
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Data is full-year as of year-end 2022, as applicable. Except as noted, Coldwell Banker, Century 21, ERA, Sotheby's and Better Homes and Gardens data is as reported by Anywhere Real Estate on SEC 10-K, Annual Report for 2022; Realty Executives, Compass, Weichert, Keller Williams, Berkshire Hathaway HomeServices, Realty ONE Group, HomeSmart and eXp Realty data is from company websites and industry reports. [1]U.S. transaction sides per agent are calculated from the T3 Sixty Real Estate Almanac Enterprises report. It cites 2022 residential transaction sides and agent counts, some of which it estimates when company elected not to provide. [2]MMR Strategy Group study of unaided awareness among buyers, sellers, and those planning to buy or sell; asked, when they think of real estate brands, which ones come to mind? ©2023 RE/MAX, LLC. Each Office Independently Owned and Operated. 23_368



Our agents donate to Children's Miracle Network after every closing.

In 2023,
RE/MAX Southern Shores &
RE/MAX Professionals donated more than

$93,000

All the money stays with our local hospitals;
McLeod Children's Hospital in Florence and
Shawn Jenkins Children's Hospital in Charleston, SC.

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