



A GUIDE TO FINDING YOUR HOME

Allie Parker
PARKER RESIDENTIAL



Hodge &
Kittrell

Sotheby's
INTERNATIONAL REALTY



This is our *Promise*

To serve our community as a real estate leader, friend, and neighbor.

To work hard and treat people right.

To take care of your needs at the highest level of service possible.

To consistently and clearly communicate at a frequency you prefer.

To care for your family like we care for our own.

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Overview of *The Buying Process*



Finding your home *is all in the details*

The savviest home search plan targets the channels sellers are already using to list homes. From expert internet exposure to networking with local agents, I'll work diligently to find your home as fast and efficiently as possible.

- MLS search
- Networking with other agents
- Access to Coming Soon homes
- Handwritten letters
- Office-exclusive listings
- Foreclosures and pre-foreclosures
- Builder network for new construction
- For Sale by Owner
- Target marketing to neighborhoods
- Social media groups



Your *Advantage*

Hodge & Kittrell Sotheby's International Realty is committed to delivering the highest quality in every aspect of the real estate process. We pride ourselves on the personalized concierge level of service that our agents and staff provide to all of our clients. Our goal is to exceed expectations and we are dedicated to that commitment.

Luxury is more than a price point, it is a *level of service.*

We understand the intricacies of North Carolina's Triangle area real estate market.

Our agents live, work and raise their families in the communities that we serve.

As local experts, we have earned the reputation of best in class in the Triangle Real Estate landscape.



What to expect *before viewing a home*

- Past sales history of the home
- Property Disclosures, Mineral/Oil/Gas Disclosure, Lead Based Paint Disclosure
- Floor plan and any available information
- Comparative Market Analysis: What's the home worth? What are similar properties in the area selling for?
- Introduction to the listing agent
- What is the seller looking for in an offer? Are there multiple offers on the table? Why has the property been sitting?
- Professional opinions on rental prices or improvement prices if relevant



Making *Your Offer*

Before submitting any offer, we will review the most important parts of an offer with you.

Offer Price

Due Diligence

Earnest Money

Due Diligence Date

Settlement Date

Personal Property

Home Warranty

Closing Costs

Financing

Money Matters

Closing costs and down payment aren't the only things to be prepared for. Here's a quick breakdown of some of the other costs associated with your purchase:

Home Inspection: \$550 +/- , depending on square footage

Termite Inspection: \$95 +/-

Radon Test: \$135 +/-

Closing Attorney: \$1,000 +/-

Appraisal: \$600 +/-

Survey: \$600 +/- , depending on the lot size

HVAC Inspection: \$100 +/- , depending on number of units

Structural Engineer: \$500 +/-

Transaction Fee: \$425

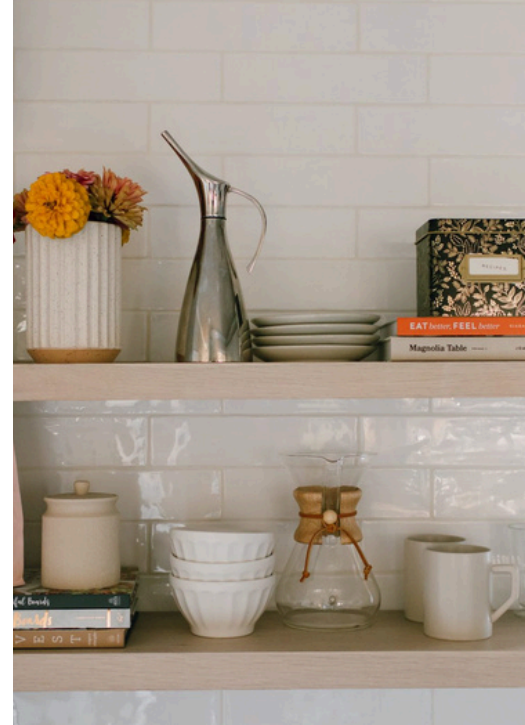
Thoughtful Reminders

The Due Diligence fee (and Initial Earnest Money deposit, if applicable) is due as soon as the seller accepts your offer.

For any inspections, most inspectors will require payment upfront. Appraisal is also paid for out of pocket, before closing. Attorney fees, title fees, lender's fees, and survey are paid at the time of closing.

A rough estimate of closing costs is around 3% of the total purchase price, though it varies by lender. Make sure to talk with your lender about other factors, such as PMI (Private Mortgage Insurance) if you are not planning to put 20% down.

Please do NOT make any large purchases during the home buying process, like furniture or a new car. Do NOT open any new credit card accounts or apply for any other loans. Any new debt could cause issues with the lender's underwriting process.



Preferred Vendor List

Real Estate Attorney

Gene Davis Law 919.817.8070

Lenders

Bill Duff - First Citizens Bank 919.906.7866

Kelsey Owen - Loan Pronto 704.602.6094

Insurance

Jessica Osborne - Brightway 919.589.3881

Appraisers/Measurements

McNamara & Co 919.329.2997

Carpet/Rug Cleaning

Caravan Rugs 919.782.2673

Carpet and LVP Flooring

Ortiz Flooring Inc. 919.697.1565

Chimney Service

Smoke Alert 919.428.4284

Mr. Smokestack 919.747.1859

Cleaning Company

Go 2 Girls 919.909.8093

Commercial Real Estate

Lee & Associates 919.576.2501

CPA

Emily Dooley 919.851.4696 ext. 113

CRAWL SPACE

Shamrock Waterproofing 919.881.7719

Cornerstone Foundation 919.599.6687

Drywall and Painting

Medina's Painting 919.300.9837

Electrician

ARC Electric 919.888.3500

Exterminator/Termites

Swift Creek Exterminating 919.834.9695

Pest & Termite Consultants 919.870.8003

Fence Company

Big Jerry's Fencing 919.210.5172

Garage Door Repair

Garage Door Specialist 919.841.0030

General Contractor

Ekin Contracting 919.222.0149

Cardinal Construction 919.223.8838

Handyman

Mr. Handyman of Wake County 919.626.3348

HVAC

Delta Heating & Cooling 919.205.0431

Comfort Shield HVAC 919.588.8015

Home Inspector

Paul Stubbs or Aric Way - Delta Residential

919.868.6981

Interiors/Design

DesignWorks Cary 919.467.1167

Natalie Kaelin Interiors 919.295.2636

Landscaping

Lawncrafters (Northern Wake County) 919.413.7199

Three Blossoms 919.903.6584

Mold Remediation

Down Under Moisture 919.464.7195

Shamrock Waterproofing 919.881.7719

Moving Company

Two Men & A Truck 252.258.2189

Your Budget Movers 919.504.2203

Plumbing

ARC Plumbing 919.888.3500

Midtown Plumbing 919.373.6788

Power Washing

Dan O'Neal 919.523.7405

Roofing

Mollison Roofing 919.374.0190

Wilson & Sons Roofing 919.787.3253

Septic Tank Services

Lynn Environmental 919.753.3559

Bobby Davis Septic 919.481.6929

Staging

Linden Creek 919.307.9434

First Impression Staging 919.444.5002

Structural Engineer

Giles & Flythe 919.465.3801

Surveyor

John Phelps 919.787.3658

Tile

Serge Tile 919.395.7613

Tree Services

Cardona's Tree Service 919.539.2009

Trees of Carolina 919.661.7080

Underground Storage Tanks

Terraquest Environmental Consultants

919.563.9091

Well Inspection

Advantage 919.850.2526

Commonly

USED TERMS

Appraisal

A written justification of the price paid for a property, primarily based on an analysis of comparable sales of similar homes nearby.

Closing Costs

Generally, 2-5% of the purchase price includes lender fees, recording fees, transfer taxes, third-party fees (such as title insurance), prepaid and escrows such as insurance, property taxes, and HOA fees.

Comparable Properties (Comps)

Short for “comparables.” These are recently sold properties similar to the home you want, with approximately the same size, location and amenities. They help an appraiser determine a property’s fair market value.

Due Diligence

A dollar amount buyers give the sellers directly at time of contract. Buyers do this to show the seller they are entering in the transaction in good faith. Due Diligence begins at this time and buyers are allowed reasonable access to the property for all inspections, appraisal, etc.

Earnest Money

A dollar amount buyers put into an escrow account after a seller accepts their offer. Buyers do this to show the seller that they’re entering a real estate transaction in good faith.

Escrow

Putting something of value, like a deed or money, in the custody of a neutral third party account until certain conditions are met.

HOA

A fee required when you buy a home located within a community with an HOA that typically pays for maintenance or improvements of common areas and may include the use of amenities.

Home Warranty

A contract between homeowner and a home warranty company that provides discounted repair and replacement on major components.

Mortgage Insurance

Insurance that protects the lender and repays part of the loan if the borrower defaults and the loan can’t be fully repaid by a foreclosure sale. Usually required on loans with less than a 20% down payment.

Prepays

Prepays are expenses paid at the closing for bills that are not technically due yet, such as property taxes, homeowner’s insurance, mortgage insurance, and HOA fees.

Title Insurance

Title insurance is a form of indemnity insurance that protects lenders and homebuyers from financial loss sustained from defects of title to a property.



What are you *Looking for?*

If the property were to go under contract tomorrow, would you feel that you missed out on something great?

If you submit an offer and it gets accepted, will you be happy?

Discuss with your Realtor® whether the property meets your essential criteria by evaluating factors like location, size, layout, and condition to see if it fits your needs and preferences.



How do you know if you should make an offer on the property?

If you answered yes to either of the above questions, It's likely worth making an offer. While buying a home can bring about some anxiety, we hope these questions bring about some sense of clarity. There's a special feeling that comes with entering a home you see as your own one day, one that can't be put into words. If your heart is saying yes, we're here to help you navigate your options, customize a plan for your success, and secure the best possible deal for your new home.



About Allie

Industry Insider

Go-getter, negotiator, teacher, cheerleader, confidant - a good agent wears all the hats. Honing these skills has helped me develop relationships of value and trust.

Local Expert

As a Triangle native, I've seen the market grow, adapt, and change - and I keep up with what's predicted too. I stay on top of local trends and developments and use them to my clients' advantage. Through industry research, trusted partners, and community involvement, I look forward to sharing it all with you!

Technology Forward

Based on customer and agent feedback gathered from all over the world, we developed a suite of leading-edge, customer-centric tools that work in your favor when finding your next home.

Community Involvement

Town of Cary Greenways Committee

YMCA of the Triangle Young Professionals Board Past Chair

YMCA of the Triangle CEO Search Committee

YMCA of the Triangle Strategic Plan Chair

Alexander Family YMCA Board Member

Miracle League of the Triangle

Ravenscroft School Alumni Council

NCSU College of Textiles Graduate

Hope Community Church

Marathoner & Dog Lover

Top 100 Agents in the Triangle
Triangle Real Producers 2023

30 Under 30
*National Association of Realtors,
Realtor Magazine 2022*

#9 Real Estate Agency by Transactions
Triangle Business Journal 2022

Certified Luxury Home Marketing Specialist
CLHMS™

Kind Words From Clients



Megan and Grant, Raleigh

“Parker Residential was the best choice we made when buying a home. Allie is professional, prompt, flexible, honest, and trustworthy. She made our home-buying experience so easy for us even though I know that so, so much work went into it from her side. She told us a good agent should handle everything on the backend and make everything feel smooth and easy from our side - and it did! She was on top of every little detail in the process, listened to our concerns, adapted, and offered good advice. I completely trusted her word and knew she would only lead us down a positive buying path. She didn't sugarcoat things, and she was simultaneously protective of our money/buying experience while also being our biggest encourager. I know she juggled many clients while helping us, but she was never distracted. When she was with us, she was only concerned and focused on us. Choose Parker Residential if you are buying or selling - you will not be disappointed!”



Charlotte Jones, Durham

“I have only GREAT things to say about my experience with Allie at Parker Residential. I can confidently say that I would not have gotten my new home without Allie as my agent. The current market is very tough and it is crucial to have an agent who will advise you and advocate for you throughout the offer making process and the closing process. Allie did just that and helped me snag a dream home. She is organized, professional, responsive, and committed! I would 100% recommend Parker Residential to anyone looking for a home right now in the Triangle.”



Emily and Chris, Raleigh

“I can't say enough great things about working with Parker Residential on the purchase of our home. Allie is incredibly hard-working, responsive and all-around an enjoyable person to work with. As first-time home buyers, she made the process stress-free for us...which is saying a lot in this crazy market! Allie's extensive industry knowledge paired with her passion, integrity and kind demeanor is all we could have ever asked for in an agent. If you are looking for a rockstar agent in the Triangle, look no further.”



Will and Ace, Cary

“Allie with Parker Residential is the definition of a Realtor you want on your side. As first-time home-buyers we leaned on her for a lot of advice and she went above and beyond to answer our questions and make us confident throughout the whole process. She had recommendations and connections within the industry that you don't get with every realtor. She handled everything for us behind the scenes so that we didn't have to worry about it and stayed in constant contact with us and the listing agent to ensure everyone was always on the same page. Her knowledge of the industry paired with her passion to help others and be our advocate is the reason she is one of the top realtors in the area! Thank you Parker Residential and thank you Allie for helping us navigate this crazy market and come out with the kitchen of our dreams!”



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