

## Who is EXIT

With more than a decade serving all throughout the Washington Metro Area, EXIT Realty Associates in affiliation with EXIT Realty Corporate and the Brandt Group has the ability to serve the real estate needs of its' clients from Reedville, VA to Bethesda, MD and across the nation!



## An easy guide to home buying terms

We want you to feel secure throughout each step of the home buying process. Below is a list of terms and definitions that will make it easier for you to understand the home buying process.

**Application**– The forms used and the process of asking for a home loan.

**Appraisal**– The report made by a qualified person, in which he gives his opinion as to the value of a property.

**Assessment**–The value assigned to a home for purposes of determining property taxes.

**Closing/Settlement**– The conclusion of the transfer of ownership on a property.

**Closing Costs**– Costs associated with the transfer of ownership of a property.

**Down Payment**– The portion of the amount for the purchase of real estate that is given in cash and in advance by the borrower.

**Earnest Money or Good Faith Deposit**– The deposit made by the person buying a property to a third agency, which is held in escrow until the transaction is completed.

**Mortgage**– A legal document that transfers interest in a property and serves as a security for payment of a debt.

## Guide to buying your first home

Important things to know....



EXIT Realty Associates

Kam Nezhad

8998c Lorton Station Blvd

Lorton, VA 22079

Cell: 703.675.6476

Office: 703.339.7506

[www.movewithexit.com/kambuyer](http://www.movewithexit.com/kambuyer)



Thank you for considering EXIT Realty Associates to assist you in your real estate investment.

We realize how important this investment is to you, which is why we pride ourselves in providing professional real estate services.

Our goal is to simplify the complex issues of purchasing a home, while making every effort to help find your dream home.

## HOME BUYING PROCESS

- Get pre-approved so you know how much house you can afford
- Select a real estate agent
- Decide what factors are important to you
- Research neighborhoods
- Tour Properties
- Make an offer
- Apply for a loan
- Have a home inspection
- Closing/Settlement

## HELPING YOU EVERY STEP OF THE WAY

- Helping you define the type of home you desire
- Helping you decide how much home you can afford
- Helping you get pre-approved
- Researching neighborhood's
- Helping you make an offer and negotiate the final deal
- Helping you through the loan and closing process
- Help finding a home inspector
- Helping find the right home for you!

90% of buyers purchase their home through a real estate agent

## OUR COMMITMENT TO YOU

- To invest 100% of our effort delivering first-class service to you
- To make the process as simple and stress-free as possible
- To work with our network of professionals to ensure you are fully informed and knowledgeable about the home-buying process by utilizing technology, experience, and knowledge
- To offer exclusive services that can only be attained by hiring an EXIT agent as your trusted advisor.