



EXP REALTY
GEORGIA &
SOUTH
CAROLINA

for buyers

Buyer Consultation

A WORKING GUIDE

*A clear plan for buying a home - and the person in
your corner while you do it.*

Joshua Scelsi

Real Estate Bad Ass

Licensed in Georgia & South Carolina since 2011

PREPARED FOR
Your
consultation

Choose the right agent.

This is a professional relationship - not just someone who opens doors.

Buying a home is a major financial decision. The easiest way through it is to have the important pieces in place before you start looking at houses.

Your agent is your legal representative when you buy a home. To tour properties, you first need a signed buyer representation agreement with a licensed agent. Without that agreement, you are not allowed to enter a home for sale. (Does not apply to "Open Houses."

Once you sign, your agent is on your side. They protect your interests, give professional advice, and walk you through the buying process. They are investing time, knowledge, experience, and professional resources in you - just as you are investing time and trust in them.

YOUR AGENT WILL SPEND TIME

- ☐ Understanding your goals
- ☐ Answering your questions
- ☐ Helping you get financially prepared
- ☐ Finding and researching homes
- ☐ Scheduling and attending showings
- ☐ Negotiating your offer
- ☐ Guiding you through the contract and closing

Respect that investment.

Real estate agents typically don't get paid until a transaction closes. The hours spent answering questions, showing homes, scheduling showings, and preparing you to purchase are an investment in the relationship.

You are trusting your agent with a major financial decision. That relationship requires **trust, loyalty, communication, and commitment** from both sides.

IF IT'S NOT A FIT

If you don't trust or connect with your agent, say so up front. There is nothing wrong with saying:

"Josh, I appreciate your time, but I don't think we're a good fit. Is there another agent you could refer us to?"

You know by the first meeting if you vibe, so bring it up then if its an issue for you. I'd rather help you find the right agent than spend months working together when the relationship isn't right.



This is work. It has a value.

An agent is not just being friendly. You are hiring a professional - and that comes with loyalty both ways.

01

Time is the product

Hours on the phone, research, showings, strategy, and negotiation are the job. That knowledge has a price. It is not a courtesy, and it is not a free sample. It's years of experience.

02

Loyalty is the deal

Georgia & South Carolina law does not let an agent represent you as a client without a written agreement. Once we sign, you work with me - not three agents, not the listing agent on the side. If you want out, say so. Using the service requires commitment. We are exclusive!

03

Compensation is real money

The fee is negotiated and written down before we tour. It is not set by law. Often in negotiation we ask the seller to cover all or part of it. Whatever they do not cover, you do. We confirm the number before you write an offer.

04

You must be prepared to Hunt

It is vital to be prepared to purchase a property. An Agent helps you do just that from securing financing, finding the right fit, negotiating, and getting to the closing table. Understanding the process helps all parties involved be efficient and use our time wisely.

WHAT YOU WILL SIGN

Exclusive Buyer Brokerage Engagement Agreement - the written client relationship - We are Exclusive

The ABC's of Agency - how representation works in Georgia & South Carolina

Buyer's Broker Compensation Exhibit - agent compensation, confirmed with the offer

This page is the briefing, not the contract. Read the documents before you sign. It is not legal advice.



From this meeting to the keys.

Most purchases follow the same eight steps. The timeline flexes - a cash offer moves faster than a loan, a new build has its own calendar - but you should always know where you are and what comes next.

01 This consultation

We get aligned on what you need, what you can spend, and how we'll work together. You leave with a plan, not a pitch.

02 Pre-approval

A lender confirms what you can comfortably buy. I can introduce trusted local lenders - including VA specialists - if you don't have one yet or would like to shop.

03 Search strategy

We turn your list into a tight search: areas, commute, schools, lot, and the few things you will not compromise on.

04 Touring homes

We walk properties together. I'll show you what the photos don't show - and point out obvious defects to the trained eye.

05 The offer

We write a clean, competitive offer with terms that protect you. Price is only one lever. Timing, contingencies, and repairs matter just as much.

06 Due diligence

Inspections, appraisal, and title. I'll help you read the reports, decide what to request, and know when to walk.

07 Underwriting

Your lender finishes the file. I keep the transaction moving and flag issues before they become closing-week emergencies.

08 Closing

You sign, the keys change hands, and the work of buying is done. I'll still be the person you call when something comes up later. Home maintenance is a commitment!

Typical contract-to-close is about 40-55 days once an offer is accepted.



What you can expect.

WHAT I HANDLE

Reading the market and pricing a house honestly

Scheduling and walking every showing with you

Drafting and negotiating the offer

Coordinating inspectors, lenders, and closing

Addressing problems quickly - and getting solutions

WHAT I NEED FROM YOU

A signed buyer representation agreement

Work exclusively with me while we're under agreement

A pre-approval letter (or an intro to a lender)

Honest must-haves, deal-breakers, and timing

Open Communication

Loyalty, Commitment, Honesty

HOW I'M PAID

The number is written into our agreement before we tour, and confirmed again before you write an offer. Often we negotiate for the seller to cover all or a portion of the cost. Whatever they don't cover will be your responsibility. That is part of the negotiation.

NEXT

1 **Sign the agreement**

Short, plain-language buyer representation. We don't tour until this is done.

2 **Get pre-approved**

If you already have a letter, send it. If not, I'll connect you with a lender who fits the loan you need.

3 **Lock the search**

Finish the worksheet on the last page. That's the brief I work from.

4 **Tour with a purpose**

We'll set the first showings as soon as you're approved and the agreement is signed.



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This handout is educational and is not legal advice. Our working relationship is governed by Georgia and South Carolina law and by the written buyer representation agreement we sign.



FILL THIS IN TODAY

Your brief.

This is the search brief I work from. Be direct - the more honest the list, the more the more targeted the search will be.

FULL NAME

TARGET MOVE DATE

PURCHASE BUDGET

BEDS / BATHS

AREAS OF INTEREST

LENDER STATUS

Pre-approved

In progress

Not yet

MUST-HAVES & DEAL-BREAKERS

NOTES FROM TODAY

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