



the HOME BUYER ROADMAP

THE MUST-KNOWS BEFORE BUYING A
HOME IN METRO ATLANTA



So you're thinking about buying a home?

You're in the right place.

Hi, I'm Jacinta Martinez — a local real estate agent here in the Metro Atlanta area, and this guide was made to help you feel clear, confident, and in control of the home buying process (no matter where you are on the timeline).

Whether you're planning to move in six months or just starting to think about the idea of owning a home, this resource walks you through what to expect, how to prepare, and what it actually looks like to work with an agent like me.

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How I work with buyers

I'm here to guide you through every step of the process — from setting up a custom home search to connecting you with trusted lenders, helping you understand your financing options, and advocating for your best interest during negotiations.



A tailored VIP Home Search with properties that match your lifestyle and budget



Access to off-market opportunities through my local network, mailers, or targeted campaigns



Step-by-step support once we're under contract (no guessing or Googling required)

the FAQs

01/ HOW DO YOU GET PAID?

As of 2024, buyer agent compensation is negotiable and can vary depending on the property and agreement with the seller. I'll walk you through what this looks like upfront so there are no surprises — and we'll discuss your options before we ever tour a home.

02/ WHAT IF I'M NOT SURE IF I'M READY TO BUY?

Totally normal! I can help you explore what's possible, set up a custom search, and share resources to prepare — no pressure, just information to help you feel confident when the time is right.

03/ HOW DO I KNOW WHAT I CAN AFFORD?

Start with a free mortgage pre-approval — I can connect you with trusted lenders who'll walk you through your numbers and help define your price range. I also include a simple home budget calculator in this guide!

04/ WHAT IF I HAVE A HOUSE I NEED TO SELL FIRST?

No problem — I help clients buy and sell all the time. I'll walk you through timing, prep, and pricing so we can make a plan that feels smooth and stress-free. Whether you need to sell first, buy first, or do both at the same time, I've got you.

05/ IS RIGHT NOW THE BEST TIME TO BUY?

The best time to buy is when it aligns with your goals. I'll help you understand what's happening in the market and guide you through timing, strategy, and next steps based on your situation.

the ROADMAP

WHAT IT ACTUALLY LOOKS LIKE TO BUY A HOME.

01

Let's talk goals

We'll chat about your timeline, must-haves, and what buying a home in [City Name] actually looks like right now — no pressure, just real talk.

02

Get pre-approved + set your budget

I'll connect you with a trusted lender to figure out your price range, monthly payments, and the best loan options for your situation.

03

Make it official

We'll review and sign a buyer agreement so I can fully represent you, advocate for your best interest, and start unlocking off-market opportunities.

04

Start your home search

You'll get a personalized VIP home search (and access to listings you might not find online). We'll tour the good ones and rule out the rest — no wasted weekends.

05

Make an offer + go under contract

Found the one? I'll walk you through the offer, negotiations, inspections, and all the fine print — with strategy at every step.

06

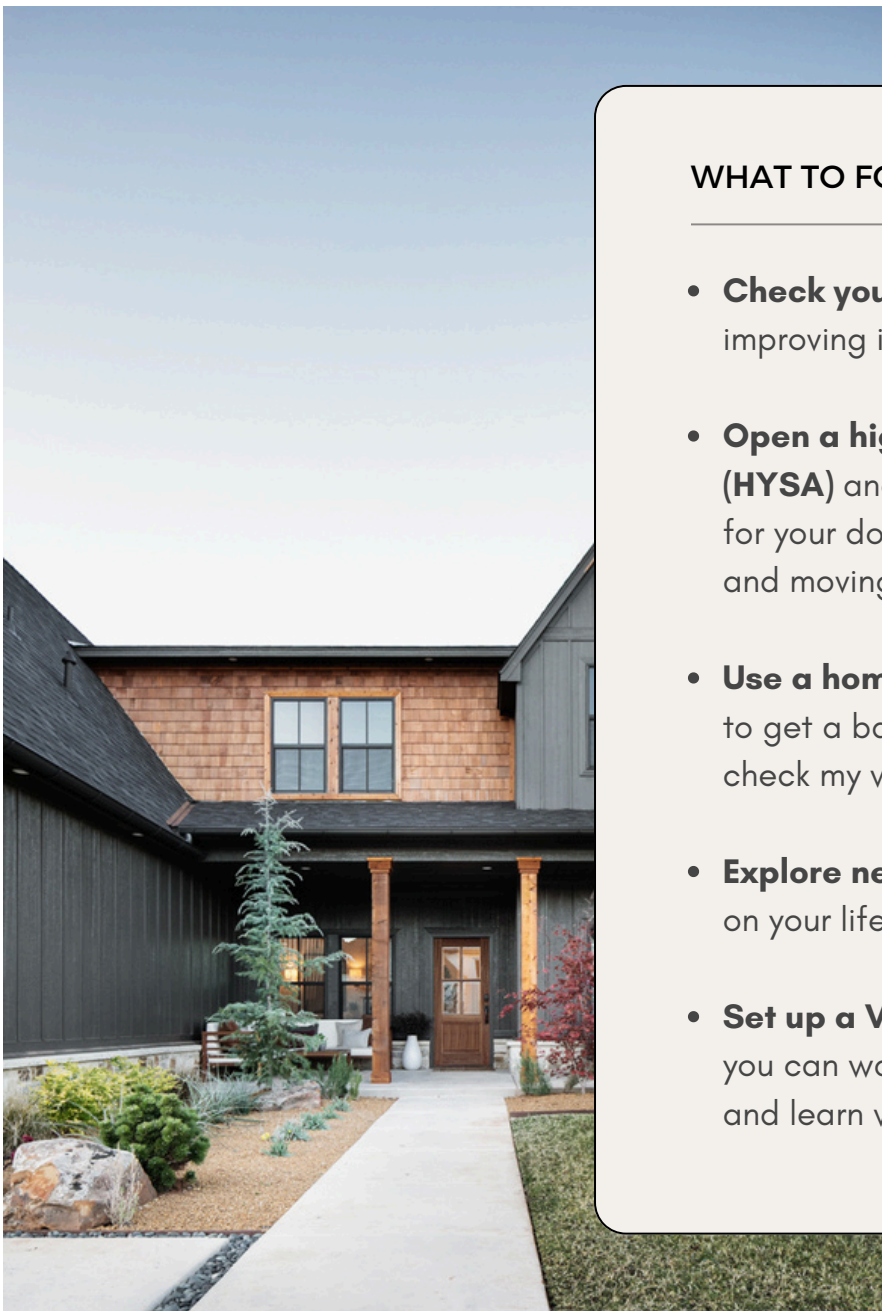
Close + celebrate

Once the paperwork is done and the keys are yours, we celebrate (and yes, I'll still be here if you need anything after closing).

The “*Just Browsing*” Buyer Blueprint

1-2 YEARS OUT? PERFECT.

Buying later doesn't mean you have to wait to get organized. In fact, this is the best time to lay the groundwork so when you're ready, you're not starting from scratch — you're ready to move.



WHAT TO FOCUS ON NOW:

- **Check your credit score** and work on improving it (ideally 620+).
- **Open a high-yield savings account (HYSA)** and start putting aside money for your down payment, closing costs, and moving expenses
- **Use a home affordability calculator** to get a ballpark of your budget – check my website!
- **Explore neighborhoods** and get clear on your lifestyle must-haves
- **Set up a VIP Home Search** with me so you can watch the market in real time and learn what your money can get you

Next Steps

LET'S MAKE A GAME PLAN.

Whether you're ready to start touring homes or just getting your finances in order, here's how we can work together:

1. I'll set up your custom VIP Home Search
2. We'll book a quick intro call to talk timing, goals, and next steps
3. I'll send over prep tools based on where you're at in the process
4. We'll go at your pace — whether that means looking now or prepping for later



Your next move starts here — and
I'll guide you the whole way.



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