

LET'S EMBARK ON THE JOURNEY OF

FINDING YOUR PERFECT HOME

YOUR COMPLETE
STEP- BY STEP GUIDE TO
PURCHASING A HOME





Choose The Right Agent

Choosing the real estate agent that you'll work alongside to buy your home is not a decision to take lightly.

Your agent should have a deep understanding of your goals, your market, and a track record for working diligently on behalf of you, their client.

Credentials, of course, are a plus- but what you can't see behind the numbers are the intangibles of always going the extra mile and genuinely caring deeply for clients.

I look forward to the opportunity of representing you and sharing this life milestone with you and your family.







Bri Bolling

- **1** 919-899-2017
- bollingrealtyinc.com
- bri@bollingrealtyinc.com
- 1053 E Whitaker Mill Rd #115
 Raleigh, NC 27604

ABOUT ME

My name is Bri Bolling, and I'm the Broker and Owner of Bolling Realty, part of the Elite Collective Agents team, brokered by eXp Realty. Buying a home is a life-changing milestone, and I'm here to guide you every step of the way, ensuring the process is seamless, informed, and tailored to your goals.

With a career rooted in business management, finance, and education, I bring a results-driven approach to helping clients achieve success. As a U.S. Army veteran with a degree in Business Management from North Carolina Central University, I've developed discipline, adaptability, and problem-solving skills that set me apart. Since becoming licensed in 2019, I've helped buyers, sellers, and investors navigate the real estate market with confidence and care.

Real estate isn't just about closing deals—it's about building lasting partnerships. Whether you're buying your first home or exploring investment opportunities, I'm committed to delivering expertise, care, and a personalized experience. Let's connect and make your real estate vision a reality!

What you can expect working with me

I'm Curious

I want to have a clear understanding of your goals, who you are, and what your home means to you.

I'm Committed

I bring my A-game to every transaction, and I'm committed to achieving the best possible outcome for my clients.

I'm *Proactive*

I'm always one step ahead, anticipating potential roadblocks and finding creative solutions to overcome them.

I'm Personal

I believe in building relationships with my clients and treating them like family, because in the end, that's what leads to the best possible results.

Testimonials $\star \star \star \star \star \star$



★★★★★ 2 weeks ago NEW

Bri was thoughtful, professional, and caring throughout the whole homebuying process. As a first time buyer I wasn't exactly sure how to start or what all the process entailed, but Bri guided me through every step with care and understanding. I would recommend her to anyone looking to buy or sell!!



Bri is an amazing real estate agent! We moved to NC from another state and Bri made the experience smooth and enjoyable. She listens, is caring and extremely proficient and professional. I highly recommend her as your future agent!



★ ★ ★ ★ ★ 3 months ago

Bri is an amazing realtor! I referred a family member to her and she took such good care of them. They were very happy with the sale of their home and purchase of new construction. I would recommend Bri to anyone Jooking in the Raleigh market.



★ ★ ★ ★ ★ 6 months ago

you won't be disappointed.

T Rogers

8 reviews

🖈 🖈 🖈 🖈 2 years ago

There is something to be said about Professionalism and Customer Service and Bolling Realty demonstrates both with more than I could of ever hoped for. No attention to detail was spared and the process was quick and considerate of my time. It is Paramount that I let each and every person reading this know that you have arrived at the right place to purchase your next home... Trust me,



It was very wonderful having to work with Bri. At the beginning didn't know what to expect because someone introduced her to us. On getting to know her, we were amazed. She is friendly, hospitable and welcoming. She made the whole process stress free, right from searching until we closed. I also loved the fact that she was in constant communication with us, making sure everything was fine. I would definitely recommend her as your realtor agent. Thanks Bri for making our home buying experience



Bri is a consummate professional and we she eased all of our anxiety about the process. She was very real with us, was able to speak sense into both me and my wife and really guided us through the process. We will be working with Bri for a long long time!





I have to say that this by far is the best customer service I have ever had! Bri was amazing from the beginning to the end. Bri is an amazing real estate agent and she has become a friend to me and my wife Courtney! We will refer anyone that we know to Bri when the time comes to purchase a home. If we decide to sale in the future Bri will be our agent. Thank you Bri for EVERYTHING!!!!



From start to finish, Bri made the process easy. She is very knowledgeable on selling and buying home. She very family oriented and is there for everything we need. She is our new found family member. She has our



Bri has been an absolute pleasure. She is extremely knowledgeable, professional and confident within the real estate community. She never felt like a seller, but more adequately, she felt like a partner. She was willing to advocate for our wishes at every turn, without hesitation. She was the perfect liaison between the sellers and us (the first time home buyers). She helped us cross the finish line as seamlessly as possible- it was literally a BREEZE! I most definitely look forward to working with her in the future!!



** * 7 months ago

Bri Bolling is a "Girl Boss" and a consummate

professional in the real estate business. Our home search brought us to North Carolina from Maryland, and she never wasted our time. Bri modeled everything as promised from our first meeting until our closing meeting. If there were issues behind the scenes, we never knew as she handled all the details and only involved us when necessary. Bri was in constant contact with us and answered our numerous questions, and she answered phone calls and emails on the same day as received. Thank you, Bri, for an incredible homebuying

experience. A big 'thank you' to Sir Ashley for referring Bri

FIRST dream home, but she educated me on ALL processes pertaining to building, buying, and maintaining my home. Even after my closing, Bri has still been available to me whenever I've had questions or concerns. My appreciation for my realtor Bri has been extended to those in my life that I love by sending them to her so she can help them purchase their first home! This woman is awesome because she wants the best for you and your family! Now, she IS my family 😂!

MY realtor is amazing! Not only did she help me find my

I have helped more than 60 families achieve there real estate goals!



The Home Buying Process *at a Glance*



Preparation Phase

Start by assessing your finances and getting preapproved for a mortgage to understand your budget.

3-6 MONTHS OUT



Under Contract

Conduct a home inspection, negotiate any necessary repairs, and finalize your mortgage details.

21-30 DAYS OUT



Closing Day

Sign all necessary paperwork to officially transfer ownership, receiving the keys to your new home.

O DAYS OUT



Search & Offer

Explore homes within your budget, select your ideal property, and make a competitive offer.

25-40 DAYS OUT



Closing Preparation

Review your closing disclosure, confirm your moving plans, and prepare any required documents or payments. DENESSES.

3-5 DAYS OUT



Post Closing

Update your address, set up utilities, and consider a home warranty for peace of mind in your new residence.

1-7 DAYS AFTER





The Home Buying Process

From pre-approvals to the closing table!

Welcome to the exciting journey of finding your dream home! As your dedicated real estate agent, I am thrilled to guide you through every step of the home buying process.

This comprehensive guide was meticulously crafted to provide you with a detailed overview of what to expect on this adventure.

From demystifying the mortgage process to assisting you with a lender questionnaire, offering a handy showing checklist, explaining the intricacies of going under contract, navigating the inspection period, and finally, preparing you for the closing process – I've got you covered.

I am committed to ensuring that each step in this process is smooth, transparent, and tailored to your unique needs.





The Mortgage Process

Let't talk finances

The first step of the home buying process is to understand how much you qualify for by meeting with a local lender and getting a pre-approval letter. It's important to interview a few lenders to find one that will be the best fit.

A pre-approval is only valid for 30-90 days, so while you can start talking to lenders, you'll want to wait on getting that pre-approval letter until you know you're ready to buy.

In the next section, I outline several questions to ask your lender to ensure they provide a full picture into the terms and conditions of your loan.

Understanding the ins-and-outs of the loan they offer is critical to ensuring long-term success in your new home!



Helping First-Time Buyers on a Budget

BACKGROUND

Nicky, a young mother, embarked on her real estate journey with the dream of finding the perfect home for herself and her family. As a first-time homebuyer, she had set a budget that initially seemed challenging.

THE STRATEGY

Recognizing Nicky's determination and vision, I employed a personalized approach tailored to her specific needs and aspirations. Despite the constraints of her budget, I remained committed to exploring every avenue to find the perfect home within her desired location. Through transparent communication and diligent research, I sought out potential properties and neighborhoods that aligned with Nicky's preferences and budget.

During our discussions, I emphasized the importance of realistic expectations and open-mindedness in the homebuying process. I provided Nicky with comprehensive market insights, enabling her to make informed decisions and navigate potential challenges with confidence. Together, we explored various neighborhoods, weighing the pros and cons of each option to ensure that Nicky's investment aligned with her long-term goals.

THE RESULTS

Despite initial expectations of needing to look further out, Nicky's unwavering belief and determination ultimately led to the discovery of a hidden gem just minutes away from NC State University and downtown Raleigh. The property not only met but exceeded Nicky's expectations, embodying the perfect blend of location, affordability, and potential for future growth.

Nicky's success story goes beyond mere homeownership—it embodies the spirit of collaboration, trust, and shared belief between client and agent. Together, we navigated challenges, embraced opportunities, and ultimately celebrated the achievement of Nicky's homeownership goals.



Thank you so much Bri Bolling for helping me make this happen for my boys and me!!

Lender Questionnaire



NAME:	COMPANY:			
PHONE:	EMAIL:			
What type of loan do you recommend for me and why?				
Do I qualify for down payment assistance p	programs?			
What is the interest rate? What is the APR?	?			
Will I pay mortgage insurance?				
What will my monthly payment be?				
Can I lock in an interest rate? If so for how lo	ong? Are there fees associated?			
What will my closing costs be? Are they a pa	art of my loan, or will I pay them at closing?			



Consider Wants & Needs

Get clear on non-negotiables

Before we hop into the home search, I like to advise my clients to create a "Needs" list and a "Wants" list. This will help us to really focus on the things that are most important in your future home. Needs are the nonnegotiable. Wants are the ones you'd like to have, but you can add or change down the road. Remember you can't change the lot, the location, or the price you paid.

NEEDS MIGHT LOOK LIKE

- ✓ Enough bedrooms for your family
- ✓ First floor master bedroom
- √ Close proximity to work or school
- √ Yard for children or pets

WANTS MIGHT LOOK LIKE

- √ Specific paint or exterior color
- √ Fenced-in backyard
- √ Specific flooring
- √ Walk-in shower or double vanity



Determine Your Wants vs. Needs



- 01) Write down everything you'd like to have in your ideal home. Don't hold back this is your raw list.
- 02) Next, prioritize each of these on a scale of 1 (unnecessary) to 10 (absolutely crucial).
- 03) In the column to the right, check off what is a want and what is a need based on your rankings.

HOME FEATURE	RANK	NEED	WANT



The Home Search Process

Finding "the one"

Now that you've got your wants vs. needs list in hand, the fun really begins! It's time to start looking at listings online and choosing which houses to see in person. Keep this in mind:

Use the search filters, but don't go crazy.

You don't want to restrict your search so tightly that you only have a handful of homes to view.

Add \$25k-\$50k to your max price. There is sometimes wiggle room with negotiations.

Check out the Google street view. Online pictures can be deceiving so a virtual 'walk down the street' will give you a sense of the house and surrounding area.

Jot down the MLS number & address.

Send your list to me and I will call the listing agents to gather pertinent info.

The house is "pending"... now what? Don't panic! Pending contracts do fall through occasionally, so keep it on your list.

Look for some time in your calendar to tour the homes on your shortlist. Hold more time than you think you'll need.



Home Search Worksheet



What area(s) are you looking to buy in?
What do you like about this/those area(s)?
How many bedrooms, bathrooms, and preferred square footage? 1 or 2 story?
Do you have children? Pets?
What's your favorite style of home?
What are the top 5 most important things in your future home?
What is a non-negotiable feature or aspect needed your future home?
Anything else we should keep in mind during our search?



It's Time for Showings!

Get ready for the fun part

You're SO READY to get inside those homes on your shortlist and see for yourself if one of them is soon-to-be your new address. Below are a few things to keep in mind.

Read over your wants vs. needs list and revisit your budget.

Having this fresh on your mind will help you stay objective and focused.

Take pictures and videos to jog your memory later.

Consider the lot, lot size, and location, all of these things cannot be changed.

Look for signs of structural integrity.

Water damage, cracks in walls or ceilings, sloping floors, and other potential issues.

Pay attention to noise levels from nearby roads, airports and railways.

Examine the roof for leaks, missing shingles, or other damage. Inspect siding, windows, doors, and the overall exterior condition.

Consider layout & space. Does the property's layout suit your lifestyle? Check room sizes, storage space, and the flow between rooms.

Look past decor & staging. These things will soon be gone!

Consider the potential resale value by checking the historical appreciation rates.



Showing Checklist



ADDRESS		EXTERIOR RATING (1-10)	INTERIOR RATING (1-10)				
LIST 3 PROS OF THE HOM	E:	LIST 3 CONS OF TH	НЕ НОМЕ:				
TOOK VIDEOS / PHOTOS INITIAL REACTION (CIRCLE)							
YES NO	NO M	AYBE VERYINTERES	TED IT'S THE ONE!				





Writing Your Offer

Let's make it stand out

So you think you've found "the one" and you're ready to put in an offer—one that will be simply irresistible to sellers. Let's talk about making an offer that truly stands out. Below are my tried and tested recommendations.

Include a preapproval letter that shows that you're serious, qualified, and ready to purchase.

Lean on a trusted agent who can help you compose an offer that gives you every advantage in landing the home!

Put your best foot and price—forward. You may only get one shot, so make it count.

Lean on your agent and use comps as a quide.

Use a friendly tone.

Let the sellers know you want their home and that you'll be easy to work with all the way to closing.

Propose to close quickly. Include contingencies only if you must. If you need to sell your current home before purchasing, disclose it here.

Include a short handwritten note.

Sometimes it's the smallest gestures that have the most significant impact.





You're Under Contract

Cue the confetti!

You're well on your way to your new home sweet home. Here's a quick rundown on what happens after you make an offer and your new home is "under contract."

Provide an Earnest
Money Deposit – This is
a good faith deposit to
show your commitment
to buying the property.
This deposit is typically
held in an escrow
account until the
closing.

Schedule Home Inspection –

Depending on the results, you may negotiate with the seller for repairs or credits. Schedule this ASAP!

Order Appraisal – Your lender will initiate this. If the appraisal is lower than the agreed-upon price, negotiations or additional funds may be required.

Finalize the Loan -

You'll provide documents and go through underwriting with your lender.

Title Search – A title company will conduct a title search to ensure there are no liens or legal issues with the property's ownership.

Final walk-through -

Shortly before the closing date, you'll have the opportunity to do a final walk-through of the property to ensure it's in the agreed-upon condition.





Under Contract Checklist

BOLLING Realty

Send Escrow Deposit

Escrow deposit amount: _____ Escrow deposit recipient: ___

Be very careful when wiring funds. Never trust wiring instructions sent via email.

Begin Loan Application

Start your loan application within 5 days from the executed contract date.

During your loan processing, it is VERY IMPORTANT not to make any major job changes, major purchases, or open new credit cards, as any of these activities could alter your qualifications.

Schedule Inspections

The last day to renegotiate or cancel the contract due to issues revealed by the inspections is:

Obtain Home Insurance

Contact insurance companies for quotes before the end of the inspection period.

Important Dates

EXECUTED CONTRACT DATE ESCROW DEPOSIT DUE LOAN APPLICATION DUE **INSPECTION PERIOD ENDS**

ESTIMATED CLOSING DAY





Inspections & Insurance

Make sure you're covered

The inspection will uncover any issues in the home that would have otherwise been unknown. You will receive a written report of the inspection.

What is the "inspection period"?

Inspection periods typically last 7 to 30 days. If the results of the report reveal any issues, you may ask the seller to cover the costs or reduce the sale price.

The home seems fine, do I really need a home inspection? The home may appear to be in perfect shape, but some of the costliest problems are difficult to spot: leaks, termite damage, foundation issues, poor ventilation, faulty wiring, and drippy appliances.

When should I schedule the inspection? Schedule your inspections immediately after your initial offer is accepted. If we need to negotiate any repairs we can before the inspection period ends.

What about home insurance? Once you have a signed contract, start looking for insurance providers. Your lender will typically require evidence of insurance coverage before they approve your mortgage.



Pre-Closing Checklist

BRAVO! HERE'S WHAT YOU'VE COMPLETED SO FAR:

- X Under contract
- **X** Inspections
- X Obtain home insurance

THE CLOSING TABLE IS NEAR! HERE'S WHAT'S NEXT:

Order Appraisal

An appraisal is an estimate of the value of the property by a licensed professional appraiser. Once problems are resolved from inspection, the lender will order an appraisal and paid for by you. The appraisal verifies the value of the property for the lender and to protect you from overpaying.

The contract is contingent upon whether the appraisal comes in at or above the purchase price. If the appraisal comes back low, it's back to negotiations!

Obtain Mortgage

You have 5 days from the date of contract execution to begin the mortgage loan application. During the 30-45 days before closing, your lender will be finalizing the loan.

Conduct Survey

Unless a recent survey of the property exists, a recent one will be requested. The survey is a sketch showing a map of the property lines and boundaries and reveals if there are any encroachments on the property. The survey is ordered by the title company and paid for by the buyer as part of the closing costs.



It is very important not to make any major job changes, purchases, or open new credit cards, as any of these activities could alter your qualifications for a loan.

Title Search

The title company will conduct a title search to ensure the property is legitimate and that there are no outstanding mortgage liens, judgments, easements, leases, unpaid taxes, or other restrictions that would impact your ownership.

Once the title is found to be valid, the title company will issue a title insurance policy which protects lenders or owners against claims or legal fees that may arise over ownership of the property. This will be included in closing costs.

Clear to Close

The magic words! This phrase means the mortgage underwriter has officially approved all documentation required to fund the loan. All that remains is the actual closing process.





It's Closing Time!

Alexa: play 'My House' by Flo Rida

You've received the magic phrase "clear-to-close" and we've scheduled our closing day. Here's what to expect from the closing process:

First, schedule the final walk-through to confirm the seller made the repairs that were agreed upon. The walk through also ensures no new problems have occurred while under contract. We will typically schedule the walk through right before closing.

What happens at closing day? Sign all necessary documents, pay remaining closing costs and the down payment. The title is officially transferred to you, and keys are exchanged.

What should I bring? A photo ID and a cashier's check to pay any closing costs. Your agent will share any other documents specific to your situation. Be prepared for A LOT of paperwork.

Funding and Recording – Once all documents are signed and funds are transferred, the transaction is recorded with the county or local municipality. This officially transfers ownership from the seller to you.

Get a hold of those keys and celebrate!

We made it to the finish line!



The Home Loan

HOW MUCH DO I NEED TO SAVE UP FOR A DOWN PAYMENT?

5% is a good place to start. The average first time buyer puts down 7%. You can work with a mortgage lender to play around with numbers and see how your downpayment amount offsets your monthly payment, and especially with how PMI works.

HOW DO I KNOW IF I QUALIFY AND HOW MUCH I CAN AFFORD?

Contact a mortgage lender to get pre-approval for a loan. The lender will ask you some basic questions about your income and debts and can tell you what amount you can be approved for, and how much your mortgage payments will be.

WHAT DOES THE LENDER NEED FROM ME TO GIVE ME A LOAN?

Usually, you are asked to provide your last two tax returns to show proof of income. You should also provide recent bank and credit card statements and proof of your current pay. You will also be asked for your SSN so they can run a credit check.

WHAT'S THE DIFFERENCE BETWEEN PRE-APPROVED AND PRE-QUALIFIED?

While often used interchangeably, these terms don't mean the same thing. Pre-qualification is an estimate of what you may be approved for based only on the verbal information you provide. Pre-approval means the lender has verified your income and debt information and run a credit check.

HOW DO I KNOW WHICH MORTGAGE OPTION IS RIGHT FOR ME?

Your mortgage lender is the best person to advise you on this question. Their products and qualifications change from time to time, so they would know best what products are available to meet your needs.

DO YOU HAVE A MORTGAGE LENDER I CAN TALK TO?

Yes, absolutely! I have a few that I work with that I can happily refer to you. Just ask and I'll connect you. You are welcome to use your own if you have someone in mind as well.

WHEN SHOULD I GET PRE-APPROVED?

About 3-6 months out from when you'd like to move. If that has already passed, no worries! Pre-approvals only take about 2-3 days, you just want to have that pre-approval before you begin shopping.



The Home Search



WHAT SHOULD I DO WHEN I SEE A HOUSE ONLINE THAT I LIKE?

Text me, your buyer's agent: the agent you are working with to find your home. It's best that you work with one real estate agent throughout your search. That agent learns what you like and dislike and will invest a lot of time vetting properties for you. That person also represents your best interests only. When you call the agent advertising the home, you are dealing with the seller's agent, so, while they can assist you, they are also representing the seller's best interest.

CAN YOU SHOW ME A HOUSE IF IT'S NOT YOUR LISTING?

Absolutely. As a buyer's agent, I can show you any house listed in our MLS system, and I will contact FSBO sellers on your behalf. As mentioned above, working with me as your buyer's agent ensures that your best interests are protected.

HOW DO WE WRITE AN OFFER?

When you find the property you want to make an offer on, I will run a Comparative Market Analysis (CMA) to help you determine a fair offer amount. I will also guide you through the additional terms of the contract, such as the escrow amount, closing date, and any additional terms you want to be added to the offer. I will write the offer on a contract form and submit it to the seller's agent.

WHAT IF I WANT TO BACK OUT OF A CONTRACT?

You always have the right to back out of the purchase within 8 days as long as we have an inspection contingency. When the contract is contingent on a property inspection, you usually have the right to cancel for any reason during the inspection period. Once the inspection period has passed, you cannot back out and keep your deposit unless the seller agrees, or an additional term has not been met.

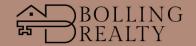
WHAT HAPPENS IF THERE ARE OTHER OFFERS ON THE HOUSE I LOVE?

If a seller receives multiple offers on their home, usually their agent will inform the buyer's that multiple offers have been received and the buyers have another opportunity to alter their original offer to present their "highest and best" offer. Keep in mind that many factors may influence the seller in addition to the offer price, such as the down payment amount, closing date, and inspection terms.

WHAT HAPPENS WHEN MY OFFER GETS ACCEPTED?

Once both parties have agreed on all terms and signed the contract, your escrow deposit must be made and I schedule the home inspection. Your lender will receive a copy of the contract and will begin processing your mortgage application.

Under Contract



WHAT DOES "UNDER CONTRACT" MEAN?

Under contract means that all parties have agreed on terms, have signed the contract, and the signed contract has been delivered to both buyer and seller. Payment of the escrow deposit is expected but is not a requirement to make a binding contract.

WHAT IS EMD?

The earnest money deposit is money that is offered with an offer, or as soon as an offer is accepted, to show the seller that you are serious about moving forward with the purchase of the home. Because you forfeit this deposit if you back out of the purchase for any reason not allowed for in the contract, the larger the escrow deposit, the more seriously your offer is taken. This deposit is part of your downpayment, not in addition to.

DO I NEED AN INSPECTION?

I always recommend that you have a home inspection done. In the scheme of things, paying a few hundred dollars to have peace of mind that there are no hidden dangers or problems is well worth the money.

HOW MUCH ARE INSPECTIONS?

The cost of the home inspection depends on the size of the house and additional inspections requested, such as swimming pool, septic tank, termites, insurance four-point (HVAC, plumbing, roof, and electrical,) wind mitigation, and radon. An average home inspection, without additional inspections, is about \$350-\$600.

WHAT IF MY LOAN DOESN'T GET APPROVED?

If you have gone through the pre-approval process and have been forthcoming with all the information requested by your lender, it's unlikely you will be turned down. Make sure you do not change jobs, purchase big-ticket items on credit, take out a car or boat loan, or open any other new credit accounts while your mortgage is being processed. In most cases, your loan contingency will allow you to back out of the home if necessary.

WHEN CAN I START MOVING?

When you have the keys! When you are financing your purchase, it takes about 3-4 weeks for your loan to be processed. Once the lender gives the all-clear, closing is scheduled. You will sign your loan documents and both parties will sign documents transferring ownership to you. Unless other arrangements have been agreed upon by both parties, the sellers should have completely vacated the home when they sign the closing papers. You can have your belongings ready to move, and a moving company scheduled before you go to closing.





THANK YOU

Thank you for trusting me with your home search. I'm excited to work with you and guide you through this process. If you have any questions or need support, don't hesitate to reach out. Let's find a home you'll love!

- Bri Bolling

Let's Stay Connected!













WRITE A REVIEW

FOLLOW ALONG

919-899-2017 | bollingrealtyinc.com | bri@bollingrealtyinc.com

