

# ATHENS BUYER ROADMAP

What to Know  
Before You Start Touring Homes



By: Leah Leggett  
Athens, GA Realtor


→ Swipe  
[@leahleggettrealstate](#)

# #01

---

## WHO THIS IS ROADMAP FOR

- First-time buyers in Athens
- Buyers planning to move in the next 3–12 months
- Anyone tired of missing out on homes

 If you're planning to buy this year, this roadmap is for you.






→ Swipe


# #02



## BEFORE YOU START TOURING HOMES READ THIS

Most buyers jump straight into showings

-  Without a plan
-  Without a lender
-  Without strategy

 That's how you lose the house you love.

 Swipe

# #03

## KNOW YOUR NUMBERS

- Get pre-approved BEFORE you start looking.
- Know your monthly comfort zone
- Understand your down payment + closing costs
- Have your lender ready to go

- 💡 Most buyers in Athens put down 3-10%
- 💡 Closing costs are typically 2-3%



→ Swipe

# #04



## GET CLEAR ON WHAT YOU ACTUALLY WANT



Break it into 3 categories:

- ✓ Must-have
- ✓ Nice-to-have
- ✓ Deal-breakers

📍 Athens Tip:  
Location matters more than upgrades.

→ Swipe

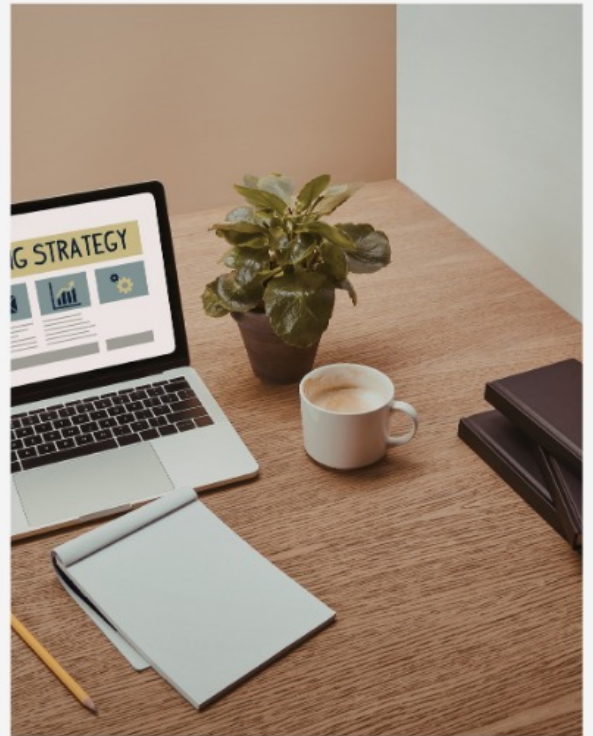
# #05

---

## UNDERSTAND THE ATHENS MARKET

- Well-priced homes move FAST (sometimes days)
- Inventory can be limited depending on the price range
- Multiple offers still happen

Strategy matters more than ever.



# #06

## HAVE A GAME PLAN BEFORE TOURING

Touring without a plan = losing

Before stepping into homes, know:

- Your price range
- Your timeline
- Your offer strategy

💬 I always call the listing agent before submitting an offer to learn what matters most to the seller—this is how my buyers win.



→ Swipe

# #07



## STAY SMART (NOT JUST EMOTIONAL)



It's easy to get attached...

But you need to look at:

- Resale value
- Condition
- Inspection risks

The right home = emotional + smart decision

→ Swipe

# #08

## BE READY TO ACT FAST

The best homes don't sit.

That means:

- ✓ Quick decisions
- ✓ Clean offers
- ✓ Strong terms

Hesitation = missed opportunities



→ Swipe

# #9



## MOST COMMON BUYER MISTAKES

- Touring before getting pre-approved
- Falling in love without a plan
- Waiting too long to make a move

💡 Preparation = leverage

→ Swipe

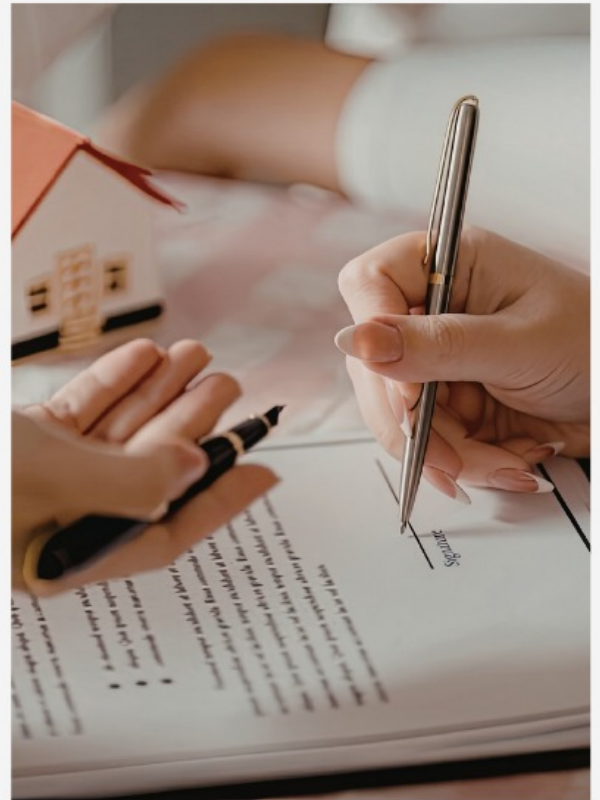
# #10

## WHO YOU WORK WITH MATTERS

You need:

- A responsive lender
- A strategic agent
- A clear plan

That's how you compete and win



→ Swipe



**Leah Leggett**

REALTOR

## **Thinking about buying in Athens?**

Let's map out your plan before  
you start touring.

 Message me "BUYER  
ROADMAP" to get started