

BUYERS GUIDE

YOUR COMPLETE GUIDE TO BUYING REAL ESTATE WITH
THE PAULA MCDANIEL GROUP



The
PAULA
McDANIEL
Group



REAL ESTATE PARTNERS
CHATTANOOGA, LLC

423.667.2997 | 423.362.8333 | AllChattanooga.com
Equal Housing Opportunity | Licensed in TN & GA

BUY WITH CONFIDENCE

SELL WITH SUCCESS





GET TO KNOW

THE PAULA MCDANIEL GROUP

The Paula McDaniel Group is a team of incredibly talented Realtors, recognized for their exceptional service and commitment to their clients. Led by Paula McDaniel, the group has over 50 years of combined experience in the real estate industry.

Their dedication to their clients has earned them an impressive \$623,000,000 in sales and they have been voted a Best of the Best Residential Real Estate Agent an outstanding 11 times!

The team also comprises real estate agent Kristen Hardy and two licensed assistants, Shelley Talton and Lilly Rios who provide exceptional support and expertise, making for a complete and highly efficient group dedicated to ensuring that every client receives the utmost care and attention.

What sets The Paula McDaniel Group apart is the level of support and expertise they offer their clients. They work with a wide range of clients, from first-time homebuyers to luxury home sales, waterfront properties, new construction, land, and everything in between.

Their passion for helping people achieve their real estate goals and delivering the best possible service has made them a trusted name in the industry.

They are a team that genuinely cares for their clients and goes above and beyond to ensure your satisfaction. If you want to work with the best in the business, look no further than The Paula McDaniel Group.



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WE ARE HERE TO SERVE YOU!

Although we are a small team, we have found that we are better able to provide personalized service to our clients. Our expertise and knowledge combined is what allows us to provide you with great service... service you deserve!



PAULA MCDANIEL

Owner and Operator of The Paula McDaniel Group

Affiliate Broker Licensed in TN and GA

ABR, CRS, e-pro, GRI, and Certified Luxury Home Marketing Specialist

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THE PROCESS

YOUR QUICK GUIDE TO THE BUYING PROCESS

01

CONSULTATION

Let's talk! This is when we can discuss what you are looking for and set you up on a search!

02

GET PRE -QUALIFIED

If you need financing, reach out to a lender or bank to get your pre-approval for a loan.

03

HOME SEARCH

Once we narrow down the homes you like, we will schedule showings for you to find the perfect match!

04

MAKE AN OFFER

We will help you make an offer and advise you on terms to ensure you purchase your home at the best price possible..

05

HOME INSPECTION

We will assist you with the home inspection and ask for any repairs if needed.

06

APPRAISAL

Your lender orders the appraisal and finalizes your financing.

07

CLOSING AGENCY

The closing agency prepares your closing documents.



08

CLOSING

Sign papers and celebrate! Congratulations on your new home! We hope you make memories that last a lifetime!



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WE HOLD YOUR HAND EVERY STEP OF THE WAY.
WE ARE HERE TO BE YOUR REAL ESTATE
ADVISOR FOR LIFE.

WE CAN'T WAIT FOR YOU TO BE PART OF OUR
REAL ESTATE FAMILY!



THE FIRST STEPS

1. CONSULTATION

We would love to chat with you about your needs, wishes, and wants in your new home!

- How long have you been looking for a new home?
- What areas and neighborhoods are you looking at?
- What is your Plan B, if you can't find the home you have in mind?
- What are some of your must-have items?
- What are deal breaker items?

2. PRE- APPROVAL

This is a quick necessary process that helps narrow down and determine how much you can afford! We work with lenders to help guide you through this process. If you do not have a lender in mind, ask us about our vendor list and we will help point you in the right direction!

Lenders typically recommend a home that costs no more than three to five times your annual household income, with a 20% down payment.

It is best to get pre-approved before we start viewing homes. This will give us a better idea of what we are looking for. Pre-approval also helps with strengthening your offer!



FINDING YOUR DREAM HOME

3. LET'S START THE SEARCH

We will set you up on a search based on our discussions of what you are looking for. We can alter the criteria at any time, so let us know if there is something we can change for you!

Most buyers look at approximately 10 properties and are then ready to make an offer. At that time, if you have not found the home you are looking for - let's revisit your criteria and see what we can change!

Once you find a home you love... it's time to determine the market value of that property. We will do research on the home to ensure that our offer is both competitive and capable of securing the best deal for you.

4. MAKING AN OFFER

Now comes the exciting part! When you're ready to make an offer, we will be there to assist you with the contract. It's crucial to ensure your offer is fair, as submitting an inadequate one runs the risk of the seller not responding or losing the property to another buyer with a more enticing offer.

TERMS TO CONSIDER

- Offer Price
- Contingencies
- Timeline
- Earnest Money Details
- Additional Terms



INSPECTIONS & FINAL STEPS

5. HOME INSPECTIONS

Once your offer is accepted, the first crucial step is to arrange a home inspection. You typically have a specified number of days to complete this inspection once the offer is accepted.

The purpose of the home inspection is to identify any defects or safety concerns related to the property. A comprehensive home inspection report ensures that any identified issues are addressed and resolved before the closing of the sale, ensuring the safety and quality of the home.

6. APPRAISAL, TITLE SEARCH & FINAL LENDER LETTER

An appraisal is an assessment of the property's value. It serves to validate the lender's investment and helps prevent the buyer from overpaying for the property. Typically, your lender will engage an appraiser and include the appraisal fee in the closing costs.

Title refers to the legal right to own, possess, utilize, and govern a property. When purchasing a home, you acquire the seller's title to the property. Prior to the closing, a title search is conducted to ensure there are no liens or issues that could hinder a clear title transfer to you.

The final commitment lender's letter signifies the approval of your home loan. You will receive a letter outlining the terms of your mortgage agreement, including the annual percentage rates, monthly fees, and repayment details for the loan. This letter solidifies the lender's commitment to fund your home purchase.



CLOSING DAY

7. THE CLOSING

On closing day you can expect to sign important legal documents such as the mortgage agreement and warranty deed. You will also settle the remaining closing costs, including loan fees and insurance. Once all paperwork is signed and funds are transferred, you will receive the keys, marking the exciting moment when you officially become the proud owner of your new home!

TYPICAL CLOSING COSTS

Fees typically total 3% - 7% of the total purchase price and can include:

- **Escrow Fees**
- **Recording fees**
- **Appraisal Fees**
- **Homeowners Insurance**
- **Homeowners Association Fees**
- **Prepaid expenses**

RESOURCES

DESIRED LOCATION

Look and feel of preferred area.

PRICING & FINANCING

What is your price range? If you need financing, are you pre-qualified yet? If you are paying cash, do you have enough funds?

TIMEFRAME

Do you need to sell a current home? Ideal move in time?

INTERIOR

Number of Bedrooms? Bathrooms? Total square feet? Other interior requirements?

EXTERIOR

Lot size? Garage? Pool? Other exterior requirements?



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CALL OR TEXT:

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Kristen Hardy..... 423.503.4815
The Paula McDaniel Group.....423.667.2997
Real Estate Partners.....423.362.8333

CLIENT APPRECIATION

We love to show our appreciation to our past clients through lots of fun events throughout the year and keeping in touch for years to come!

REFERRALS

Every year, we host an exclusive appreciation event for those who referred us to someone they know who wanted to buy or sell real estate the previous year!

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