

# COME ON IN

*A guide around town.*



## THE ULTIMATE HOME BUYER'S GUIDE: Buying a home in the CSRA

POWERED BY:



**Ariel Wright**  
REALTOR

[www.soldbyariel.com](http://www.soldbyariel.com)





*But first, let me introduce myself.*

# Hi, I'm Ariel.

---

As a Certified Buyer's Representative (ABR) and Real Estate Negotiation Expert (RENE) serving Augusta, GA, Evans, GA, Grovetown, GA, and North Augusta, SC, I specialize in helping buyers find their perfect home through strategic searches, expert negotiation, and personalized guidance. Whether you're relocating, upsizing, downsizing, or buying your first home, I ensure your buying experience is seamless, efficient, and rewarding.

With certifications as an ABR and RENE, I bring expert-level guidance to every stage of the process. From identifying your goals and securing pre-approval to offering exclusive listings and negotiating the best deal, I handle every detail to ensure a stress-free experience.

For buyers who need flexibility, I provide virtual and in-person tours, neighborhood insights, and a streamlined closing process to make your home search convenient and efficient. Whether you're seeking top-rated schools, vibrant neighborhoods, or proximity to work opportunities, I'm here to help you find your ideal home.

**Let's make your home-buying experience smooth,  
personalized, and successful—contact me today to start your  
search!**

## THE ULTIMATE BUYER'S GUIDE

# Buying a Home in the CSRA with Confidence

Buying a home is an exciting journey, whether you're relocating to Augusta for work, searching for a home in a new neighborhood, or purchasing your first property. Understanding the home-buying process ensures a smooth, informed experience so you can find a home that fits your needs and lifestyle.

This guide will walk you through every step, from securing financing to closing the deal.

### STEP 1

## Define Your Home Buying Goals

Before diving into listings, take some time to define what you're looking for in a home.

### Key Questions to Ask Yourself:

- What are your non-negotiables? (Number of bedrooms, square footage, location, school district, etc.)
- Are you looking for a move-in-ready home or a fixer-upper?
- Do you prefer a new construction home or an established neighborhood?
- Would you consider a gated community or an HOA?
- Are you relocating and need a virtual buying experience?



**Tip:** A clear understanding of your priorities helps narrow your search and ensures you focus on homes that align with your goals.

## STEP 2

### Get Pre-Approved for a Mortgage

Understanding your buying power is crucial before house hunting. A pre-approval gives you a clear budget and makes your offers more competitive.

#### How to Get Pre-Approved:

- Check your credit score and improve it if necessary.
- Work with a trusted lender (I can connect you with top mortgage professionals in Augusta).
- Compare loan options (Conventional, FHA, VA, or USDA loans).
- Gather necessary financial documents (Pay stubs, tax returns, bank statements).
- Get pre-approved to know your maximum purchase price.



**Tip:** A strong pre-approval can help you stand out in a competitive market and streamline the process once you find the right home.

## STEP 3

### Start Your Home Search

Now comes the exciting part—house hunting! Whether you're relocating from out of state or searching for a new home in Augusta, I'll guide you through the process and help you find the best match.

#### How to Find the Right Home:

- Set up online listing alerts so you're the first to know about new properties.
- Schedule home tours (In-person or virtual if you're moving from afar).
- Explore different neighborhoods to find the right lifestyle fit.
- Compare features and layouts to ensure the home meets your needs.



**Tip:** Be ready to act quickly—well-priced homes in Augusta can sell fast, especially in sought-after areas!

## STEP 4

### Make a Competitive Offer

Once you find a home you love, it's time to craft a strong and strategic offer.

#### What Goes Into a Strong Offer?

- A competitive price based on market analysis.
- Earnest money deposit to show you're serious.
- Minimal contingencies (but always include an inspection clause for protection).
- Flexible closing date to appeal to the seller.



**Tip:** Staged homes sell 88% faster and for 20% more on average than unstaged homes.

## STEP 5

### Home Inspection & Appraisal

Once your offer is accepted, a home inspection and appraisal will ensure the property is a sound investment.

#### What Happens During This Stage?

- **Home Inspection:** Checks for issues with the foundation, plumbing, electrical, and roof.
- **Negotiations:** If repairs are needed, we'll negotiate with the seller.
- **Appraisal:** Ensures the home's value aligns with the lender's requirements.



**Tip:** Even in competitive markets, never skip a home inspection—it protects you from costly surprises after closing.





## STEP 6

### Closing on Your Home

The final step before becoming a homeowner is closing day—where you'll sign the final paperwork and receive the keys to your new home.

#### Final Steps Before Closing:

- Review your closing disclosure to understand all costs.
- Confirm home insurance and utility transfers.
- Do a final walkthrough to ensure everything is in order.
- Sign the paperwork & get your keys!



**Tip:** Bring a government-issued ID and expect the closing process to take a couple of hours. Once completed, the home is officially yours!





*Ready to find your perfect home?*

## Let's Make it Happen!

Whether you're a local buyer or relocating, having the right agent makes all the difference. I'll help you find the perfect home, negotiate the best deal, and make the process stress-free.

**Call, text, or email me to get started.**

---

**Ariel Wright, Realtor®**


**(706) 619-9399**


**[ariel@soldbyariel.com](mailto:ariel@soldbyariel.com)**

*“Real estate that puts people first.”*

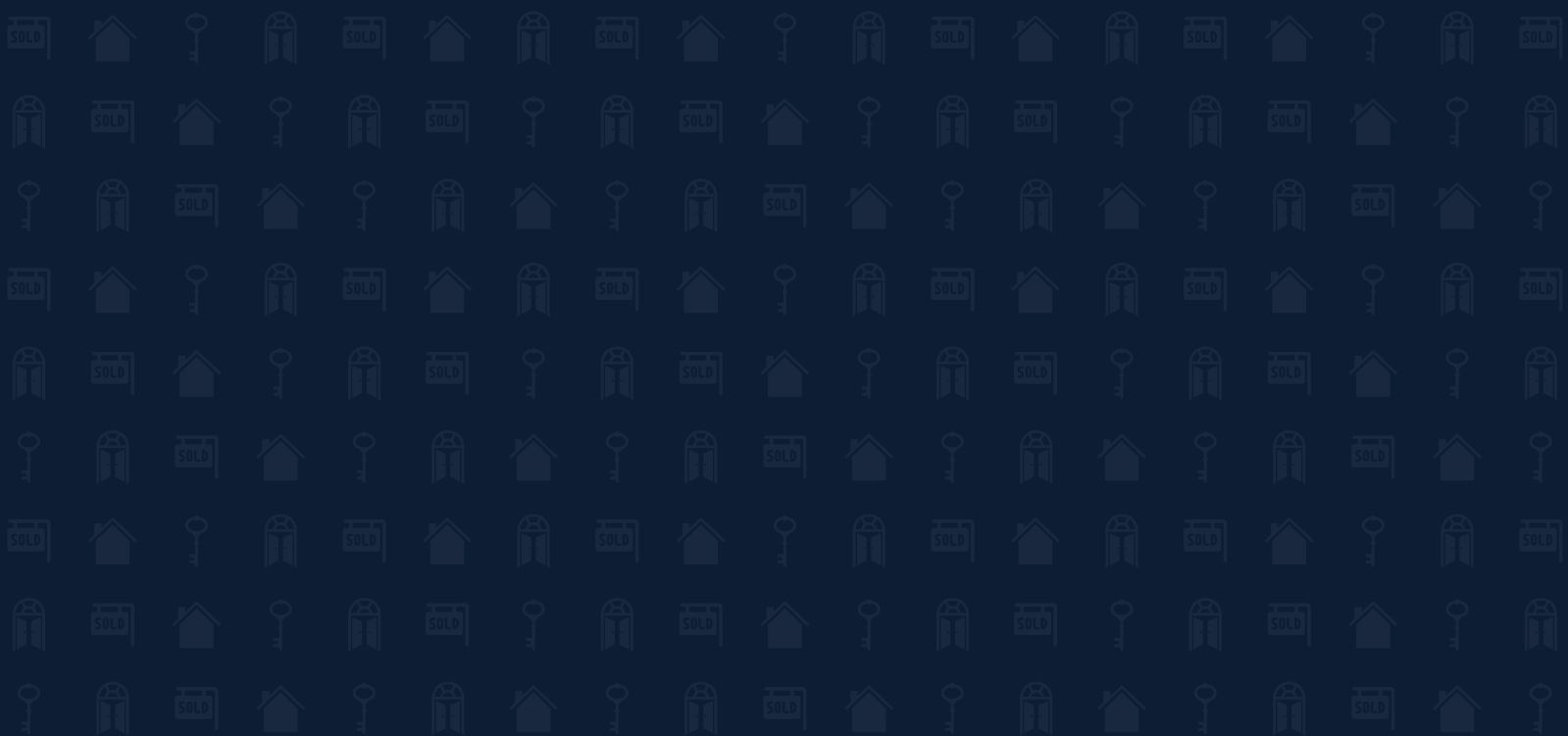
 @arielinaugusta

 /ariel.wright.96

 @soldbyariel

 @soldbyariel

 /ariel-wright-realtor/



## CONTACT ME

(706) 619-9399

[ariel@soldbyariel.com](mailto:ariel@soldbyariel.com)

## LICENSED IN

Georgia // 421260

South Carolina // 130130

---

[www.soldbyariel.com](http://www.soldbyariel.com)