



# BUYERS GUIDEBOOK



# Table of Contents

Introduction to Berkshire Hathaway	.....	2
Who Are We?	.....	3
Meet Our Team	.....	4-5
Our Mission	.....	6
Our Story: Jack and The Beanstalk	.....	7
The Process of Buying a House	.....	8-12
How the MONTENEGRO's Work	.....	13
15 Critical Questions to Ask an Agent	.....	14-15
Awards and Recognition	.....	16
Top Testimonials and Reviews	.....	17-18
Properties Sold Recently in Georgia	.....	19
Our Contact + Website + Social Media	.....	20
Important Definitions	.....	21-22

# Introduction to Berkshire Hathaway



## #1 Real Estate Company in the Nation

The Montenegro Real Estate Group is associated with Berkshire Hathaway HomeServices Georgia Properties which is a part of HomeServices of America, the #1 real estate company in the Nation. The brand, among the few organizations entrusted to use the world-renowned Berkshire Hathaway name, brings to the Metro Atlanta real estate market a definitive mark of stability, strength, quality and innovation.

CHAIRMAN AND CEO OF BERKSHIRE HATHAWAY Warren Buffet says, "When people are making the decision of the magnitude of buying a house, it's the biggest decision a great many families will ever make. They want to know who they're working with and we think that the Berkshire Hathaway name will be reassuring to many of those people."

# Who Are We?

The Montenegro Real Estate Group



The *Montenegro Real Estate Group* is an innovating and captivating real estate team working to utilize their marketing skills, commitment, interpersonal communication competence, and experienced practical knowledge to foster the highest service to clients from all backgrounds. We are one of the best teams at Berkshire Hathaway Home Services, and our agents are a part of the top 2% of all agents worldwide. Therefore, you can rest assured that your client needs are in the best real estate hands.

Our extensive market experience lets us give you the best professional advice when buying a house, processing everything step by step throughout the negotiation and purchase process. When it comes to your home, we help you get the most out of your investment, selling your house at the highest price on the market, stress-free, and in a short time. We generate an atmosphere welcoming to all buyers, renters, and sellers who come from unique cultures, ethnicities, and races.

We strive for excellence, diligence, success, and a professional connection with our clients. Your priority and needs are our obligation and duty. Our clients are provided with first-class service from the finest agents.

# Meet Our Team



## Flor De Maria Montenegro

Flor De Maria Montenegro is one of the founding members of the Montenegro Real Estate Group at Berkshire Hathaway Home Services. She is a part of the top 2% of the best agents in Berkshire Hathaway, with more than 30 years in business and marketing. She is originally from Guatemala, where she attended a top university called Francisco Marroquin, where she obtained a Bachelor's in Marketing and two masters: the first in Social Communication and the second in Advertising and Public Relations.

Flor De Maria is an astonishing and warmhearted mother and wife. She is adventurous and enjoys traveling visiting more than 40 countries, so she is very immersed and experienced in many cultures and ethnicities, making her a remarkable intercultural communicator. She is fluent and able to communicate in Spanish and English efficiently. Flor De Maria is also an incredible international public speaker, which has helped her be an extraordinary community leader and advocate in education and health projects alongside her husband and daughter.

**Fun Fact:** She is a Northern Light lover who delights in chasing and capturing them with her eyes and phone for the memories. Just like she is set on catching the aurora borealis, she too is determined to be the best agent in the Real Estate field and market for her clients.

**Favorite Quote:** "Don't tell me the sky's the limit when there are footprints on the moon." Paul Brandt."



## Miguel Montenegro

Miguel Montenegro is one of the founding partners of the Montenegro Real Estate Group at Berkshire Hathaway Home Services. He is a part of the top 2% of the best agents in Berkshire Hathaway with more than 30 years of experience in business and marketing under his belt. Miguel is originally from Guatemala, He is a Bachelor in Business Administration and Marketing.. He was a college professor at the University, where he taught marketing and financing for more than 10 years.

Miguel is a faithful and loving father and husband. He loves to travel around the world and visit new places every year.. Miguel is also a spectacular international public speaker, which has helped him be an extraordinary community leader and advocate in education and health projects alongside his wife and daughter.

**Fun facts:** From a very young age he has had a great passion for marketing and finance, so throughout his life he has helped small and medium-sized entrepreneurs succeed in their businesses and now uses marketing to help many families buy their biggest investment, their home." He also likes grilled steak and the mountains!

**Favorite Quote:** "If you can dream it, you can do it." Walt Disney



## Isabel Arevalo

Isabel Arevalo is an administrative assistant and transactions coordinator for the Montenegro Real Estate Group at Berkshire Hathaway Home Services. She is originally from Venezuela and is a hardworking, educated professional. She obtained her Bachelors in Clinical Psychology and masters. She is efficiently fluent in Spanish and English and can communicate with accuracy/. Isabel Arevalo is also a doting and caring mother and wife. She has two young children and one teenager. She works hard to take care of and love them with all her heart.

**Fun Facts:** She loves and has a passion for traveling and eating. Her favorite place is the beach soaking her feet in the sand and enjoying the sun on her face with her family. She loves to eat EVERYTHING! The finest food lover. She also has a great fondness for horses stating, "My dream is to one day own a horse."

**Favorite Quote:** The only way to do great work is to love what you do." Steve Jobs



## Maria Montenegro

Maria Montenegro is an administrative assistant and communications associate for the Montenegro Real Estate Group at Berkshire Hathaway Home Services. She attended the University of Georgia. Maria graduated December 2021 with a Bachelor of Science in Psychology and minors in Communication Studies and Human Development and Family Sciences with Latin Honors..

Maria is a young adult who brings innovative ideas and is a compassionate daughter to Flor De Maria and Miguel. She is bold and has an adventurous spirit traveling to more than 40 countries where she has become immersed and experienced in many cultures and ethnicities, making her a phenomenal intercultural communicator. Maria is fluent and able to communicate in Spanish and English efficiently. She is also an astounding community leader and advocates in education and health projects alongside her parents. Maria is an experienced public speaker and has practical knowledge in intercultural communication and interpersonal communication.

**Fun Facts:** Maria loves to sing and enjoys going on nature hikes with her dogs Brownie and Shiney. She is also pursuing her Ph.D. in Clinical Psychology and is a part-time research assistant at the University of Georgia.

**Favorite Quote:** "The moment you doubt whether you can fly you cease forever to be able to do it." - J.M. Barrie

## Our Mission



Our mission is to provide excellence and integrity to our clients in the process to success, and a smooth process for our clients by conducting all communication and negotiations with the highest level of professionalism.

We use our experienced and knowledgeable marketing skills to help our clients sell their house at the highest cost and assist our buyers in negotiating a reasonable price to win their perfect home. Our main focus is the interest of our clients.

# Our Story: Jack and The Beanstalk



Let me present to you the connection between our story and Jack and the beanstalk. The main protagonist Jack has some magic beans, which grow into an enormous beanstalk reaching up into the clouds. Jack climbs the beanstalk and finds himself in the castle of an unfriendly giant that tries to stop him from getting the gold. At the end of the story he conquers the giant. Similarly we are the Montenegro Real Estate Group, an enormous beanstalk, and our clients are our Jacks who go through obstacles, the giant, trying to achieve their goals in buying or selling a house, the gold.

Our story started with a magic bean. It began with Flor De Maria Montenegro. One incredible person. One magical bean. She was, of course, no ordinary bean. She had the vision, knowledge, experience, and passion for marketing and selling real estate by helping her clients step-by-step to buy their dream home or sell their properties at the best price on the market. Her determination would ensure future success, growth, excellence, and diligence. Real estate agent Miguel Montenegro soon joined the company alongside administrative assistants Maria Montenegro and Isabel Arevalo. We were formed as the Montenegro Real Estate Group.

We were all magical beans ready to burst. Through hard work and commitment to our clients, we became a huge beanstalk that reached the sky, and we will never stop growing. We guarantee that, like Jack and the beanstalk, our clients climb to the top so that they may experience the best service and achieve the highest success. We protect our clients from dangerous giants in the real estate business who may try to take them down, creating a strong foundation for our clients to buy the perfect home or sell their house.

So why don't you use us to get to the top and get the best benefits? You can rest assured that you will be taken care of by the best agents in Georgia.

# The Process of Buying a House



Each home purchase starts with understanding what this means to you, so it is essential to recognize the customer's goals, their expectations of the time frame in which they want to buy, and your housing needs and budget for the home purchase.

Our #1 goal is to advise our customers to find their dream home at a reasonable price on the market.

At the Montenegro Real Estate Group, our agents will be with their clients in every part of the process during the home purchase. We will be there from the moment of the initial search until your keys are given to you and beyond. We will always be there to meet your real estate questions and needs. This is our privilege and commitment to our clients.

## Here are some important aspects of the home buying process:

- Our agents will focus on finding properties that best meet your needs, preferences and requirements. We will protect the confidentiality of your personal information.
  - Our Real Estate Agents (Realtors) work for you, and professional advice is of paramount importance in the buying-selling process of your home.

- The agent representing the buyer works to negotiate the best terms and prices for the buyer.
  - In most cases, it is a service at no cost to the buyer. Georgia law allows the agency representing the seller to share its commission with the seller's agency so that both parties are on an equal footing.
  - An exclusive representation agreement between our company and the buyer is required to have valid representation. The document specifies the responsibilities and limitations of such representation.
- Defining your home style and setting your profile and criteria in the Home Search -
- Needs-preferences-locations: What type of house are you looking for? In which cities do you prefer to live in? What size house do you need? What other features are essential when choosing your home?
  - We will help you have a realistic home approach that best meets your needs in terms of size, style, features, school accessibility, transportation, shopping centers and other personal preferences.
- Understanding the local market
- Are houses being sold quickly in the desired areas? What is the average price of houses in cities of interest? What increase in value could your home have in the coming years in different cities? Or what are some factors that could benefit or adversely affect your home's resale in the future.
  - Our agents will suggest simple ways to give you proper maintenance, updates or improvements, which can increase the value of your home in the short and medium term.

Pre-Approval Process for Your Mortgage Loan -

### Mortgage Process



- Your pre-approval will help you in three important aspects:
  1. You will know your financial limits in the house search, your loan type, monthly payment, down payment and annual interest rate.
  2. You will get a pre-approval letter that is required to attach to the purchase proposal which is very important in this market.
  3. You will spend your time looking only for houses that you can qualify for according to your finances.
- Our agents connect with Loan Companies who financially advise you and help evaluate what your best options are.

Deciding where you want to buy your home - you can be sure you will find the right home according to your needs and budget.

- Whether you are buying your first home or looking for a new home that best suits a new family stage or buying an investment home, when you work with one of our agents at the Montenegro Real Estate Group, you will enjoy your search instead of feeling intimidated or frustrated.
  - The client will be provided with access to our website and a free up-to-date home search application - almost as if they were an agent. Search criteria available according to your driving times from work, school, or supermarket. You can also search by your preferred school, city, or neighborhood.
  - Our agents will send different home options according to defined criteria, taken from the list of houses of the available state property service (MLS).
  - Detailed Property Information and disclosure will be provided, if any, in relation to the condition of the house.

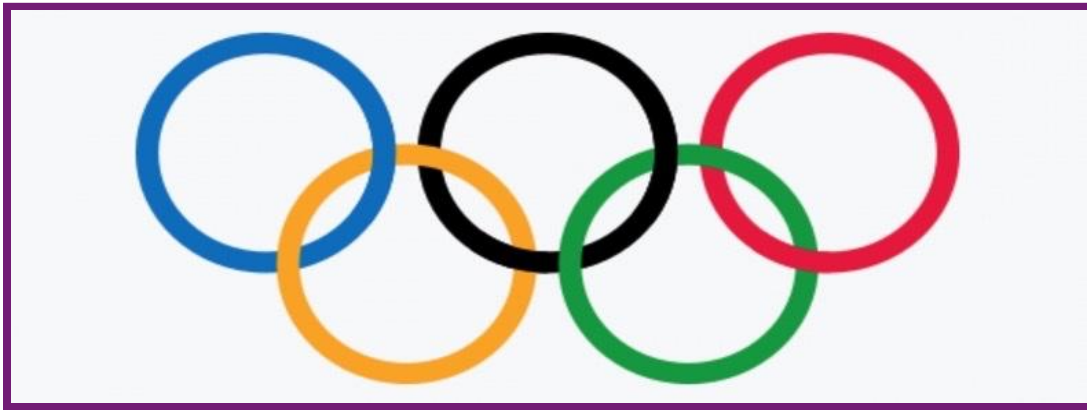
- Our agents coordinate to do the tours of selected houses and will be willing to resolve any questions.
- Presenting the best offer - when you find the right house and are ready to submit an offer - it is essential to know its market value and other important aspects.
- Market assessments will be made to determine the best bid options.
  - Our agents prepare the offer with the terms, legal provisions, special provisions, amendments, and agendas necessary for the purchase-sale of your home, always seeking the customer's best interest.
  - We negotiate for our clients throughout the process by ensuring that they obtain their property at the best possible price and terms.
  - When submitting the purchase proposal, better known as an offer, it may be accepted, rejected or may make a counter offer. As the case may be, this allows us to negotiate the terms so that it is a fair purchase for the buyer and seller.
  - At the time that all parties agree on all the terms of the contract, it is legalized from that date and any period beyond is counted. For your peace of mind, your agent will remind you of all the important times.
  - Security Deposit (Earnest Money) is usually delivered within 1-3 days after the offer is accepted. This deposit is usually kept at the agency representing the buyer or with the law firm, as the case may be. Although there is no specific amount required, the higher the deposit amount the better the offer, usually it is between 1-3% of the value of the property. The security deposit is protected during the periods of diligence, financial contingencies, and the valuation of the house.
  - Once your offer is accepted, it is time to officially apply for your loan. This process will take some time, but because you have already been pre-approved, the process will be easier and faster. We will work hard with your lender and attorneys to ensure that the process is less stressful for you.
  - During this period you should not make changes to your finances, changes in your work, open new credit cards, make large purchases, take out large deposits of money. You should follow your lender's advice to avoid difficulties in the final approval.
- Next Steps:
- After the seller accepts a purchase proposal, we will give you the necessary advice to guide you through your next steps.

- We will connect you with various companies that advise you until the closing of your home, including legal advisors, inspection companies, insurance, and home warranty.
- We will be communicating the progress of the closure process and helping you with information and resources for making your decisions. Our agents will be with our customers every step of the way.

Friends forever

- The relationship created in this period continues even after the closing of your home, and your references will be our greatest compliment.

## How the MONTENEGRO's Work



Motivated: We are good leaders who motivate our clients to achieve their goals.

Optimistic: We look toward the future and the huge possibilities for our clients.

Never giving up: We are aggressive negotiators so our clients get their homes.

Talented: We are talented and proactive in meeting the needs of our clients.

Excellence: We do everything with excellence and great attitude

Never Static: We are a dynamic team and committed to delivering the highest service.

Experienced: We have over 25 years of experience in market, sales, and real estate.

Great team: We are organizers and maintain full control of negotiations.

Resilient: We are always moving toward through any obstacle.

Oriented to accomplishing goals: We put our clients' goals first.

# 15 Critical Questions to Ask an Agent

## 1. Do I really need a real estate agent to represent me in the purchase of my property?

Definitely yes. Our agents are licensed by the state and have the knowledge and experience necessary to represent you throughout the process. Real Estate transactions can be complicated, involving a series of steps and legal documents that must be completed in order for there to be a legal contract that can be successfully concluded. Our agents will adequately represent you, always seeking your best interest. Homeowners usually hire their own agents to represent them, so by having one of our agents by your side, you'll be in a better bargaining position.

## 2. Will I be working with you or with the whole team?

Our clients will have the advantage of having the full support of our team during their buying and selling process. The experience and specialization of our team will give them a great advantage in decision making.

## 3. What is an exclusive buyer agreement?

It is a representation for our clients in which our company and agents will represent clients as the only agency / agents in an exclusive way which means that if they find a house by themselves, for sale by the owner, they must inform us so that we can contact the seller/agency and negotiate on your behalf throughout the process.

## 4. How soon can I get the keys to my house and be a new owner?

The buying and selling process takes between 25-45 days for most types of loans. If the purchase is in cash, it could be sooner. Some types of loans require a little more than 45 days.

## 5. Do I have to pay you for your services?

Georgia law usually allows us to negotiate with the seller in sharing the commission they pay their agency with ours. This is so that it is not an added cost to your expenses and so that they are in the same conditions as the seller. Exceptions may occur in which case it is discussed with the client as the case may be.

## 6. How do you help buyers compete in this market?

Our agents are highly knowledgeable about the market and have specific strategies to help our clients get their offers accepted. Depending on the case, we suggest differential advantages in the sale proposal.

## 7. How many houses does your team of agents sell each year?

Our team is ranked in the top 2% of all agents worldwide with Berkshire Hathaway Home Services. They are recognized agents with the highest national production sales within Berkshire Hathaway Home Services and statewide recognition with the best agents in the GAR, Georgia Association of Realtors, and Millionaires Club. El Montenegro Real Estate Group sells an average of 3-5 houses per month.

**8. How long does it take for the property to acquire value?**

Every year in Georgia. The percentage varies according to local market conditions in each city and county. Our agents can provide you with specific market studies.

**9. What is the Earnest Money or security deposit?**

It is a deposit of goodwill that shows the seller that the buyer is serious. Although there is no specific amount and it will also depend on market conditions, it is usually 1-2%. This money is protected during the diligence period, and the financial and valuation contingencies of the house, if any.

**10. Is a home inspection required and who pays for it?**

Highly recommended. It will report the condition of the house and will help you to evaluate if it is worth the purchase at the proposed price. In some cases, repairs can be negotiated, such as offering money as a contribution from the seller to the buyer (closing costs) or a reduction in the price of the house. In some cases, other types of inspections are recommended, in addition to the general inspection. The buyer pays for the inspections directly to the inspection companies.

**11. What does my monthly payment include?**

This question will be answered extensively by your loan company, but basically and in most cases it includes, the payment of the principal (Principal) of the loan, interest on the loan, property taxes and insurance of the house.

**12. What is the initial payment (Downpayment) that is required of me?**

This is a question for a loan company, but we are going to say that this will depend on the type of loan you are applying for and your own conditions in relation to that type of loan and the price of the house. The Initial Payment is deducted from the total loan immediately.

**13. What are the closing costs and who pays for them?**

This information will also be informed to you by your lender depending on your particular case. Basically it is what you will pay at the time of the sale signing. It includes your loan expenses, lawyer, taxes, insurance and reserve money. This is in addition to your initial payment. It is usually paid by the buyer, however the seller also has their own closing costs.

**14. Is a home warranty needed and who pays it?**

It is widely recommended. It is usually paid by the buyer but in some cases it can be negotiated with the seller. It is not insurance. It has an annual cost and a service cost.

**15. Do you work with buyers and sellers?**

Yes. Our agency offers all services, with the exception of sub-agency, which is to refer our clients to other agencies.

# Awards and Recognition

## ★ 2021

Units sold: 46 – Total Volume Over \$10M

Chairman's Circle Gold award – Berkshire Hathaway Home Services top 2% of all agents worldwide.

Among 5 Best top teams at Berkshire Hathaway Home Services

Top Producers at Georgia Association of Realtors

Multi-Million Dollar Club with Atlanta Board of Realtors

Nomination for best agents for the hispanic Community - National Hispanic Association

## ★ 2020

Units sold 42 Total Volume over \$8 M

President;s Circle award / Berkshire Hathaway Home Services – Top 6% of at all agents worldwide.

Among top best agents at Berkshire Hathaway Home Services

Top producers with Georgia Association of Realtors

Multi Million Dollar Club with Atlanta Board of Realtors

Nomination for best agents among National Hispanic Association.

## ★ 2019

Units sold 30 – Total sales volume over \$6 M

Ledge Award with Berkshire Hathaway Home services representing 14% of all agents worldwide.

Top Producer agent with Georgia Association of Realtors

Multi million Dollar Club with Atlanta Board of Realtors

## ★ 2018

Special award with Berkshire Hathaway with Honors Society

Representing 16% of all agents worldwide

Rising Star with Berkshire Hathaway Home Services



## Top Testimonials and Reviews

- ❖ "Flor and all her team are excellent! They helped us with the entire process and helped us buy our first home! Thank you!" - O. Ruiz
- ❖ "Flor was exceptional throughout the whole house buying process! She was very attentive to our needs and was proactive in finding listings that matched our requirements. Once we made our offer and it was accepted, Flor explained the entire process in layman's terms and made sure we understood it. I would do it all over again! Thank you Flor!" - Rogelio N.
- ❖ "Flor is a great real estate professional and good at remaining in touch with her clients. We have forged a lifetime friendship." - Jackelyn R.
- ❖ "Right when I thought buying a home wasn't possible, Flor made the impossible possible. If I could rate 6 stars for their hard work, I would!" - Julio R.
- ❖ "The help that Mrs. Flor de María and Mr. Miguel gave me were very professional and the team they have is very good and they are really pending the case of buying the house. I am very grateful for all their help. And it was a not so long process and it is easy with them. Thank you very much for fulfilling my dream of a house." - B. Maldonado
- ❖ "Moving is well noted as one of the most stressful moments in an adult's life. Maria is a life saver! She was knowledgeable and had your best interest in mind throughout the entire process. Maria is very well recommended to help you get you in your new home!" - C. Ortiz
- ❖ "My family and I recommend the services of Flor de María and Miguel Angel Montenegro. This has been a dream come true and what better than with the help and patience of the experts. Thanks to them this has been very easy and fast, we appreciate their time, for always being there answering our Thousand doubts, for always being aware of everything and every step that was taken. If you are reading this and want to buy your house, do it with them! Do not wait, do not hesitate to call them, I assure you that you will not regret it. You will be satisfied! Recommended 100%." - Heidi A
- ❖ "Flor de María and Miguel Montenegro helped me when it came to buying my house in the ACWORTH area, two years ago. It was one of the most important and beautiful experiences that my family and I have had, and they accompanied us so that each step we took felt firm and secure until we achieved our dream. They are responsible, efficient agents and their work is truly of quality. I recommend them at all times because I think they are the best option when it comes to needing professional people to advise you to buy your house." - I. Arevalo
- ❖ "The best of the best 😊 thanks to Flor de María, Miguel Montenegro and their entire team for the great support they gave us for the purchase of our house a dream come true infinite thanks for all your support and wishing that more families have the opportunity to make your dream come true with you who are a great team 😊" - Y. Guerra
- ❖ "It was a very beautiful experience, very exciting because we were already anxious to find the house of our dreams and Flor de María gave us a very extraordinary attention, definitely very happy with the whole process and of course we recommend it 100%." - P. Leal
- ❖ "It was the best real estate that we could find in our search for our first house, they were aware of the step by step until we followed what favored us a thousand thanks to the Montenegro real estate for all their time and dedication 100% recommended." - R. Bucios
- ❖ "I've had the pleasure to work with Flor during my buying house process and she's amazing, she's incredible. Since the first time I met her she really understood what I was looking for, she guided me during the process with all the concepts, paperwork. She has a great knowledge about the real estate business and all the time she is available for the customer ( even during her vacations ). Her treatment was really professional and all the time she provided details about the process. I'm really grateful for her service and honestly I can highly recommend her services. Really appreciate her guidance and her professional services." - A. Martinez

- ❖ “Flor De Maria Montenegro, helped me buy my house and did an excellent job. She knows her job very well and always went the extra mile to help us. We are very pleased with our purchase.” – M. Velas
- ❖ “Flor de Maria was a great help from day one to the end. She shows very high experience and knows how to negotiate with the seller. The esign was very convenient and made the process faster and smooth. Her guidance during the process is valuable.” – Daliah K.
- ❖ “Flor de María Montenegro is the best! She helped us to find the perfect house when we were relocated to Georgia and it was a great experience. She is very professional and a great person! She helped us to find two different houses after that. We highly recommend her!” – Rodrigo P.
- ❖ “What an awesome experience working with Flor! She has tremendous patience, experience and knowledge! We, as first-time home buyers, didn’t have any idea about a lot of things along the process and she explained them to us in a way we could understand easily and also she was guiding us with small things we had no idea, such as the home warranty, repairs, etc... She is very responsive, she takes the time to be with you and visit the house you want to see, she provides you with the information you need to better understand the house situation and gives you great suggestions and advice! Also she has a great network of contacts, either for your insurance, inspection, lender, etc... outstanding! Her negotiation skills are outstanding, she always looks for a win-win and will always ask to get the best for you! I am extremely happy we decided to work with her!” – Diana P.
- ❖ “I saw her marketing materials and reached out to her for a sit down. My wife and I were immediately impressed. While we were reserved throughout the process due to previous experiences with Realtors, We really had no reason to be. She represented us and the buyer to the best of her ability leaving all parties satisfied. The entire process was completed before we had to pay another mortgage bill.” – D. Santiago
- ❖ “Flor is a great real estate professional and good at remaining in touch with her clients. We have forged a lifetime friendship.” – Leticia E.

- ❖ “Thank you very much for everything you did to help us Flor... very attentive, kind, friendly and above all very professional. Thank you very much Flor!” – Saul A.
- ❖ “I’m super grateful to Maria and her team for working with us on purchasing our home here in GA. It was a long and I mean very long time for us to finally get ourselves together but Maria was patient with us and when time came to be, we were able to close. The experience was great and again I am really happy Maria stuck through with all our requests.” – M. Miranda
- ❖ “We are so very grateful to Flor de Maria because she really helped us during all the process to purchase our home, really step by step. She even helped us to find a great lender. We went to see several houses until we got the right one. Very patient and dedicated and great skills to negotiate during all the process. She is great at communicating in both English and Spanish . We are extremely excited to have our home and cause we got the best Realtor in town to work with. I highly recommend everyone to work with her.” – S. Vazquez
- ❖ “Maria went above and beyond every step of the way. She ensured our needs and wants were met. We sold our home for above comps in the neighborhood and we bought our new home below asking price plus we got closing costs. She’s a great negotiator and truly cares for her clients. We had several hiccups with our loan and she was such a great support. I couldn’t imagine this process with another realtor.” – D. Vega
- ❖ “We had the pleasure of having Flor help us purchase our home just last month. We were searching in a very specific area and Flor would always make herself available to show us houses whenever was convenient for us. Flor is very patient, honest, and never made us feel pressured into buying. She was willing to show us as many houses as we wanted to look at and made every effort to make sure that we would ultimately be happy with the house we chose. Flor is very knowledgeable and was with us throughout the entire buying process from viewing to closing, making it easy and painless for us. She treated us as we were her own children, always giving us her honest opinion and guiding us in the right direction every step of the way. We made the right decision choosing Flor as our Real Estate Agent and would highly recommend her to anyone.” – E. Sanchez
- ❖ “Great customer service, would definitely do it again.” – R. Chavesz

# Properties Sold Recently in Georgia



❖ <b>DeKalb County:</b> Doraville, Lithonia, Decatur, Tucker	❖ <b>Elbert County:</b> Elberton	❖ <b>Walton County:</b> Loganville
❖ <b>Gwinnett County:</b> Lilburn, Sugar Hill, Duluth, Buford, Lawrenceville, Braselton, Norcross, Dacula, Suwanne, Loganville	❖ <b>Hall County:</b> Flowery Branch, Gainesville, Gillsville, Oakwood, Braselton, Buford	❖ <b>Fulton County:</b> Roswell, Alpharetta, Sandy Springs, Johns Creek, Atlanta
❖ <b>Banks County:</b> Gillsville	❖ <b>Fayette County:</b> Fayetteville	❖ <b>Clayton County:</b> Jonesboro, Riverdale
❖ <b>Cobb County:</b> Marietta, Acworth, Kennesaw	❖ <b>Oconee County:</b> Bogart	❖ <b>Columbia County:</b> Grovetown
❖ <b>Cherokee County:</b> Canton, Woodstock	❖ <b>Clark County:</b> Bogart, Athens	❖ <b>Hart County:</b> Hartwell
❖ <b>Jackson County:</b> Jefferson, Braselton	❖ <b>Barrow County:</b> Winder, Braselton	❖ <b>Augusta–Richmond County:</b> Augusta
❖ <b>Forsyth County:</b> Cumming, Suwanne	❖ <b>Rockdale County:</b> Conyers	❖ <b>Henry County:</b> McDonough, StockBridge

# Our Contact + Website + Social Media

<u>Contact Real Estate Agents:</u>	<u>Contact Administrative Assistants:</u>	<u>Montenegro's Website + Google Page</u>	<u>Montenegro's Social Media</u>
<p><b>Flor De Maria:</b></p> <ul style="list-style-type: none"> <li>❖ Phone Number: 678-474-6652</li> <li>❖ Email: <a href="mailto:FlorDeMaria.Montenegro@bhhsgeorgia.com">FlorDeMaria.Montenegro@bhhsgeorgia.com</a></li> </ul> <p><b>Miguel Montenegro:</b></p> <ul style="list-style-type: none"> <li>❖ Phone Number: 404-729-5257</li> <li>❖ Email: <a href="mailto:Miguel.Montenegro@bhhsgeorgia.com">Miguel.Montenegro@bhhsgeorgia.com</a></li> </ul>	<p><b>Isabel Arevalo:</b></p> <ul style="list-style-type: none"> <li>❖ Phone Number: 678-464-1977</li> <li>❖ Email: <a href="mailto:montenegrorealestate@bhhsgeorgia.com">montenegrorealestate@bhhsgeorgia.com</a></li> </ul> <p><b>Maria Montenegro:</b></p> <ul style="list-style-type: none"> <li>❖ Phone Number: 678-474-6424</li> <li>❖ Email: <a href="mailto:montenegrorealestate@bhhsgeorgia.com">montenegrorealestate@bhhsgeorgia.com</a></li> </ul>	<p><b>WebSite:</b></p> <p>Montenegro Real Estate Group's Website: <a href="https://montenegrorealestate.bhhsgeorgia.com/">https://montenegrorealestate.bhhsgeorgia.com/</a></p> <p>Flor De Maria's Website: <a href="https://flordemariamontenegro.bhhsgeorgia.com">https://flordemariamontenegro.bhhsgeorgia.com</a></p> <p><b>Google Page:</b></p> <p><a href="#">The Montenegro Real Estate Group, Berkshire Hathaway Home Services GA Properties</a></p>	<p><b>FACEBOOK:</b></p> <ul style="list-style-type: none"> <li>● Montenegro Real Estate Group's Facebook: <a href="https://www.facebook.com/MontenegroRealtors/">https://www.facebook.com/MontenegroRealtors/</a> or look us up as the Montenegro Real Estate Group</li> <li>● Flor De Maria's Facebook: <a href="https://www.facebook.com/flordemariamontenegro">https://www.facebook.com/flordemariamontenegro</a></li> <li>● Miguel's Facebook: <a href="https://www.facebook.com/miguel.montenegro.378">https://www.facebook.com/miguel.montenegro.378</a></li> </ul> <p><b>INSTAGRAM:</b></p> <ul style="list-style-type: none"> <li>● Montenegro Real Estate's Group's Instagram: the_montenegro_group</li> <li>● Flor De Maria's Instagram: flordemariarealtor</li> </ul> <p><b>TWITTER:</b></p> <ul style="list-style-type: none"> <li>● Montenegro Real Estate's Group's Twitter: @TheMontenegros</li> </ul> <p><b>TIKTOK:</b></p> <ul style="list-style-type: none"> <li>● Montenegro Real Estate's Group's TikTok: @montenegro_realtor_group</li> </ul>

# Important Definitions

- ❖ **Adjustable Rate Mortgage (ARM):** An adjusted interest rate mortgage is a type of loan that offers a low introductory interest rate that adjusts or changes every year according to market conditions, for the life of the loan.
- ❖ **Amortization:** Amortization is the paying off of a debt with a fixed repayment schedule in regular installments over a period of time.
- ❖ **Annual Percentage Rate (APR):** The Annual Percentage Rate, or APR, is the average annual finance charge (including fees and other costs) divided by the amount borrowed.
- ❖ **Closing:** Closing (or settlement) is the legal process of transferring ownership of a home from one person to another.
- ❖ **Closing Disclosure:** This form is designed to provide disclosures that will be helpful to consumers in understanding all of the costs of the transaction. This form must be provided to consumers at least three business days before consummation of the loan.
- ❖ **Cooperative Housing Development (Co-Op):** A co-op is a housing development where buyers own shares in the corporation that runs the housing development. Shareholders pay a monthly fee that covers their proportionate share of the expense of operating the entire cooperative. This includes the underlying mortgage, taxes, management, maintenance, insurance, utilities and contributions to reserve funds.
- ❖ **Condominium:** A condominium or condo is a housing development where a homeowner owns a specified piece of real estate, usually an apartment, in a housing development.
- ❖ **Credit Line:** A line of credit is any credit source extended to a person. This includes a car loan, personal loan, credit cards or any situation where you have borrowed money for the purchase of an item
- ❖ **Homeowners Association Fees:** Homeowner's Association (HOA) fees are fees associated with living in a housing development or condo. These fees cover the costs to maintain common areas and other amenities.
- ❖ **Home Appraisal:** A home appraisal is a survey of a home used to determine the current market value.
- ❖ **Home Inspection:** A home inspection is a survey of a property to assess any issues with the condition of the property or systems including water damage, foundation damage, faulty heating or wiring, appliances, and other systems.
- ❖ **Homeowner's Insurance:** Homeowner's insurance protects property against loss caused by fire, some natural causes, vandalism, theft, and other coverages depending on the terms of the policy. The lender will expect the borrower to have a home insurance policy in effect by the closing.
- ❖ **Loan Estimate:** This form is designed to provide disclosures that will be helpful to consumers in understanding the key features, costs and risks of the mortgage loan for which they are applying, and must be provided to consumers no later than the third business day after they submit a loan application.
- ❖ **HUD Home:** A HUD home is a 1-to-4 unit residential property acquired by HUD as a result of a foreclosure action on an FHA-insured mortgage. HUD becomes the property owner and offers it for sale to recover the loss on the foreclosure claim.
- ❖ **Listing Agent/Listing Broker:** A listing agent represents the interests of the property owner selling their home. It is their duty to share information about the property with potential buyers and provide guidance to the seller during the process of marketing + selling their home.

- ❖ **Credit Report.** A credit report is a record of an individual's history of borrowing and repaying debts. A credit report is used to assess how much of a risk a potential borrower is when applying for a loan.
- ❖ **Down payment.** A down payment is a percentage of the total purchase of a home paid at the beginning of a mortgage loan. A down payment is typically between 5 percent and 25 percent of the total value of a home.
- ❖ **Equity.** Equity is essentially stock or ownership in a property. In terms of a home, the borrower gains equity in their home as they pay off their mortgage.
- ❖ **Earnest Money.** Earnest Money is a showing of commitment from the buyer to the seller. The buyer will entrust a dollar amount, usually 1-3% of the asking price, to a neutral party. If the seller rejects the buyer's offer, the buyer will get their money back. If the seller accepts the offer and the buyer backs out for any reason after the protection period ends the buyer loses that money.
- ❖ **Escrow.** Escrow is essentially an account where funds / assets in the purchase of a home are held until all the specified conditions of the purchase are met. Usually property taxes and insurance funds are held in escrow. Lawyers commonly act as escrow agents in mortgage transactions, securing the property and examining documents to ensure the terms of the sale are met on both ends.
- ❖ **Fixed-Interest Mortgage.** A fixed-interest mortgage is a type of loan that has a fixed interest rate that borrowers will pay over the term or length of the loan.
- ❖ **Foreclosure.** A foreclosure is a home that has been reclaimed by the lender because the homeowner failed to pay back their loan. These homes are advertised at a discounted price, but come in "as-is" condition
- ❖ **Selling Agent/Selling Broker.** A selling agent represents the interests of the client buying the property. It is their duty to provide guidance to the buyer during the process.
- ❖ **HUD.** HUD is the Department of Housing and Urban Development.
- ❖ **Private Mortgage Insurance.** Private Mortgage Insurance (PMI) protects the lender in case the borrower defaults on the loan. PMI is required when the down payment is less than 20 percent. PMI must be paid until the borrower has at least 20 percent equity in the home. The Homeowner's Protection Act established rules that mortgages automatically terminate PMI after a borrower has reached 22 percent equity in the home, based on the original property value.
- ❖ **Realtor.** A realtor is a real estate professional who acts as an agent for the sale and/ or purchase of property. A Realtor is a member of the National Association of Realtors and is required to be a member of a local association or board and a state association.
- ❖ **Short Sale.** A short sale is a situation where the lender agrees to let a property owner sell their property for less than the amount owed on the mortgage.
- ❖ **Title Insurance.** Title insurance protects the lender or owner against loss in the event of a property dispute. Lenders often require title insurance. In fact, most title insurance only covers the lender, while paid for by the borrower. The borrower in many cases must purchase a separate policy.
- ❖ **TRID (TILA-RESPA Integrated Disclosure).** This new rule consolidates four existing disclosures required under TILA (Truth in Lending Act) and RESPA (Real Estate Settlement Procedures Act) for closed-end credit transactions secured by real property into two forms: a Loan Estimate that must be delivered or postmarked no later than the third business day after receiving the consumer's application, and a Closing Disclosure that must be provided to the consumer at least three business days prior to consummation.