



# THE GRANT GROUP, INC.

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## *Residential Buyers*

In a real estate transaction, the seller works through a **Sales Agent** to market and sell a property. The Sales Agent is legally obligated to represent that seller's interests.

If you are in the market to buy, then it is in your best interest to enlist the services of a **Buyer's Agent** to represent your needs. In Georgia, the law requires a signed Buyer Agency Agreement to enlist the services of a buyer's agent.

### *For Your Consideration . . .*

- Even if the quality of a school district doesn't matter to you now, remember it might someday to another buyer.
- Expect lower maintenance costs with a brand-new home.
- When interest rates are low, opt for a fixed mortgage.
- Pay attention to floor plans. Changing layouts of rooms later can be costly. You can deduct on that years' tax return points paid by either party on the purchase of your own residence.
- If the present owner has a title insurance policy less than 3 years old, you could have substantial savings by buying a reissue of that policy rather than a completely new one.
- Pay attention to the original listing date of the homes you inspect. Sellers tend to be more flexible in price the longer the home is on the market.
- A house that is oriented to take advantage of the sun, wind and topography costs less to heat and cool which can save you substantially on utility bills.



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- Buying a house whose style is uniquely individual tends to minimize, not maximize, its resale value because the house will appeal to a more limited audience of potential buyers.
- If you think you may need more space in the near future, be sure the house and lot will allow for expansion.
- Redoing a kitchen can be expensive. Be sure you know what you need and want before you buy.
- Before you buy a house that may have a wet basement problem, get a good unbiased diagnosis from a professional with moisture control experience. The solution could be costly.
- A roof that complements the style of a home and is carefully maintained adds to the home's visual appeal and its resale value.
- A light-colored roof reflects heat and is best in areas where air-conditioning is the greater energy user. In colder weather climates, a dark roof is preferable because it absorbs more heat. In temperate climates, a middle-range shade is best.
- The three most popular wall choices are brick, wood siding and stucco. About half of all home shoppers prefer brick for exterior walls; about one-third prefer wood siding; and about one-fifth prefer stucco.
- Wood floors suggest warmth, quality and good taste and are an asset when it comes time to sell a house.
- Most home shoppers prefer a combination of ceramic tile and vinyl wallpaper as a covering for bathroom walls, creating a positive effect on the house's resale value. Ceramic tile is usually installed wherever water comes in contact with the wall.
- Plant deciduous trees, shrubs and vines on south and west sides of the home to provide shade in the summer and sunshine in the winter. Remember trees enhance the beauty and value of a lot and house.



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### ***DON'T Make These Mistakes.....***

- Don't buy an unusual home if you have to resell soon.
- Don't buy a house with foundation problems. Most foundation problems can be corrected, but repairs are usually expensive.
- Never tell a seller's broker how much you'll raise your offer for a particular house.

### ***Commercial Buyers & Sellers***

The commercial real estate investment market continues to recalibrate following a summer in which interest rate movements spurred pension fund demand and spooked real estate investment trusts (REITs). We are committed to excellence and specialize in **office, retail** and **industrial spaces**. We work with **multi-family, land & development, specialty properties** and **distressed assets**. We use our individual expertise combined with access to market intelligence to help you achieve your investment goals.

### ***Office/Retail Services:***

- Tenant Representation
- Landlord Representation
- Buyer Representation
- Seller Representation



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### ***Industrial Services:***

- Selection and acquisition of land
- Build-to-suit analysis and planning services
- Acquisition and disposition of buildings
- Incentive negotiations
- Investment sales
- Tenant/buyer representation
- Sale/leaseback based on market knowledge and trends
- Lease analysis and management
- Transaction management
- Property management
- Feasibility studies
- Market analysis
- Market interaction
- Project execution

### ***Land and Development Services:***

- Sales Leasing & Negotiation
- Feasibility Analysis
- Site Selection & Demographics
- Valuation Services
- Entitlement & Approval Services
- Infrastructure Analysis
- Environmental Resource Constraints

### ***Investors (Local and International):***

- The sourcing and presentation of suitable investment options based on your financial criteria
- Valuation expertise
- Handling purchase negotiations on your behalf
- Arranging for suitable financing for the selected and acquired real estate investment
- Selection of suitable management options to ensure peace of mind and optimal returns



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### *Multi-family*

- Condo development or conversion
- Apartment properties
- Student housing
- Residential income development