

THANKS

for starting your real estate search with **UnderdownBall**. Few businesses are as personal as real estate, primarily because it involves helping clients make what is typically their largest single lifetime transaction – whether they're buying or selling a property.



ub Team (L-R) Danna Bullock, Robert Ball, Eris Ball, Claire St. Cyr, Bob Ball, Laurie Milligan

Our brokerage services assist clients looking to buy or sell residential homes, agricultural land, lots and acreage, commercial and industrial properties as well as special-purpose properties.

Buying | Let us help you find the right home, commercial property or piece of land that suits the needs of your family or business in the Yadkin Valley area. We'll provide you with useful information on working with a broker, choosing the right property, making an offer, performing due diligence, closing, moving, protecting your investment – everything involved in making an informed real estate decision in today's market.

REASONS TO WORK WITH UNDERDOWNBALL REAL ESTATE

- Knowledge, understanding and care of the local real estate market.
- Access to market research and the skills to do a comparative market analysis that includes recent sales and active listings to help you make an offer.
- Access to Multiple Listing Service (MLS), Co-Star LoopNet and Crexi - databases of properties for sale that will help you find the right property.
- Help prepare all real estate paperwork
- Networking with clients and other agents to identify potential properties for sale
- Understanding of real estate laws
- Responsive communication
- Strong negotiation skills
- Explanation of buying process
- Problem-solver mindset
- Motivated and hard working
- Transparent and honest
- Attention to detail
- Technological savvy

Required by North Carolina Real Estate Law, real estate brokers must disclose who they work for and how they may represent you. For a copy of the Working with Real Estate Agents brochure, visit ncrec.gov/Forms/WWREA/WWREADisclosureForm.pdf

CLIENT REVIEWS

"We are happy to have worked with UnderdownBall in purchasing our first home. They took good care of us, and even though we were in a different state and time zone they made it easy to navigate the search and the closing. Totally recommend UnderdownBall if you are looking for a home in the Elkin and surrounding areas."

— **Marcela H.**

"Our family partnered with UnderdownBall to both sell our home and purchase our new home in 2021. This experience was seamless on both ends. This firm works tirelessly to ensure every details is attended to. They strive to respect your family's schedule while efficiently arranging showings. We would unequivocally recommend UnderdownBall for any real estate need." – **Lori G.**

"I had a list of requirements and UnderdownBall was able to find the perfect property for me in the limited time frame I had. I will certainly use them again. The caring attitude and interest in my search kept them constantly looking and they kept me informed the entire time. There were several requirements by the bank and if they had not helped me, I would have lost my pre-approval low interest loan. Thank you again for everything you did to get me the ownership of the perfect house." – **Connie H.**



UNDERDOWNBALL Real Estate Services

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UNDERDOWNBALL

Real Estate Services
BROKERAGE FOR BUYERS
Residential | Commercial | Land



welcome

to **Underdown, Ball & Associates, LLC** – a full service real estate company. We're committed to providing professional and accurate services that enable our clients to make knowledgeable and informed real estate decisions. Take a closer look at our agents and services...



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SEARCHING FOR A PROPERTY

The first steps...



- **Understand what you can afford** – talk to an accountant and mortgage lender for pre-qualification and to determine price range
- **Work with an UnderdownBall real estate agent to determine criteria** (location, size, price) and start your property search
- Once you find the right property, work with your agent to **write an offer**
- Once your offer is accepted, you are officially **“Under Contract”**
- While **Under Contract:**
 - Select a closing attorney
 - Determine if you want a home warranty
 - Complete inspections including home, HVAC, pool/spa, radon, septic, well/water, wood/pest, survey, chimney, trees, etc.
 - Renegotiate any repairs
 - Complete mortgage loan process
 - Complete appraisal
 - Order insurance
- **Once the sale is pending:**
 - Schedule movers and utilities
 - Review HUD or Closing Statement
 - Get a certified check for the funds needed for closing
 - Perform a final walk through
 - Go to the attorney's office for the closing to sign paperwork
 - Deed is recorded
 - Move-in to your new property

TYPES OF LOAN MORTGAGES just the basics...

CONVENTIONAL: The most common type of mortgage, conventional loans may have different requirements for a borrower's minimum credit score and debt-to-income (DTI) ratio than other loan options. Generally, you can qualify for a conventional mortgage with a minimum credit score of 620 and a DTI of up to 50%.

FIXED RATE: Has the same interest rate and principal/interest payment throughout the duration of the loan. The amount you pay per month may fluctuate due to changes in property tax and insurance rates, but for the most part, fixed rate mortgages offer a predictable monthly payment.

ADJUSTABLE RATE: The opposite of a fixed-rate mortgage, ARMs are 30-year loans with interest rates that change depending on how market rates move.

JUMBO LOANS: is one that's worth more than conforming loan standards. You usually need a jumbo loan if you want to buy a high-value property. Jumbo loan interest rates are usually similar to conforming interest rates, but they're more difficult to qualify for than other types of loans. You'll need to have a higher credit score and a lower DTI to qualify.

TYPES OF LOAN MORTGAGES continued...

GOVERNMENT BACKED LOANS: are insured by government agencies. When lenders talk about government-backed loans, they're referring to FHA, USDA or VA.

- **FHA Loans:** are insured by the Federal Housing Administration. This loan can allow you to buy a home with a credit score as low as 580 and a down payment of 3.5%.
- **USDA Loans:** are insured by the United States Department of Agriculture and have lower mortgage insurance requirements and can allow you to buy a home with no money down. You must meet income requirements and buy a home in an eligible suburban or rural area in order to qualify.
- **VA Loans:** are insured by the Department of Veterans Affairs and allow you to buy a home with \$0 down and lower interest rates. You must meet service requirements in the Armed Forces or National Guard to qualify.