



YOUR LAND GIRLS

# GUIDE TO BUYING RECREATIONAL LAND



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# A LIL BIT ABOUT OUR RESULTS

*Where Marketing Matters*

## Guaranteed Results

Ranked #1 in the Midlands for Coldwell Banker

Top 100 in the US

All Coldwell Banker Realty Brands



The Road Map  
to Working  
with Us!

Helped 188 Families (2023)

Over 1,200 Homes Sold Total



## 2023/2024 Results & Strategy

14 Day Average in 2023 (List to Contract - Residential)

Average Listing vs. Sales Price - 99.1% in 2023

Compared to Agent Average - 91.5% | **7.6% MORE**

Gained Sellers \$2 Million+ in Equity

**OVER ZESTIMATE VALUE**

3- Month Listing Agreements (Residential)

## WHAT YOU CAN EXPECT FROM US

Honesty & Integrity

Loyalty & Respect

Responsive & Timely

Expert Guidance

Guidance Through

Complexities

Market Expertise

Negotiation Skills

Access to Listings

Time Savings

Advocacy

Network



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# WHAT IS AGENCY?

SC CODE 40-57-370

By SC Law no matter who you hire to be your agent this must be explained In A Meaningful And Easy To Understand Manner.

**I am required by the law of South Carolina to disclose to you the the different types of agency and the level of representation outlined in the law. You have the choice of level of relationship. Your decision will be put into writing to protect you as the consumer.**

## WHAT YOU CHOOSE AND WHAT IT MEANS.

**Customer:** I can provide you information, that is readily available to consumers, fair dealings, and good faith.

**Client:** Obedience, loyalty, disclosure, confidentiality, reasonable care.

The Three Most Important Differences:  
Advising, Advocating, and Counseling.

### When?

This Must Be Presented at The First Practical Opportunity after Substantive Contact.

**Substantive Contact:** When the conversation turns from casual/ introductory to a meaningful conversation related to buying or selling motives.

### How?

In person or electronically.



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# MEET YOUR AGENTS

*Hey Y'all*



Rebecca and Allie! We are two moms and realtors taking the real estate industry to the next level. Together, we have formed a powerhouse partnership that has proven that two is better than one. Since 2016, we have combined our extensive area knowledge, industry contacts, and commitment to strong communication to the #1 Team in South Carolina for Coldwell Banker. Rebecca, a beach native of Bluffton, and Allie, hailing from the mountains of North Carolina, we bring a diverse perspective to the real estate game from luxury to land sales and anything in between. Our unique backgrounds give us an edge in understanding what our clients need. This has helped us build a strong reputation for proven success in helping clients find the right properties, from 200 acres of hunting land to the most luxurious lake home.



They call us the blonde and brunette duo, we work tirelessly to educate ourselves on the latest trends and best practices in the real estate market. we are passionate about our work and genuinely care about our clients' needs and wellbeing. With a focus on building lasting relationships, we have earned the trust and respect of our clients, colleagues, and industry partners. if you're looking for a dynamic team with the expertise, experience, and personality to help you navigate the real estate market, look no further. we would love to be your top choice for buying or selling property in South Carolina.

*Lets Go Wrangle You Up a House*



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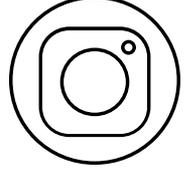
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# HOME BUYING *Process*

Whether it's your first time purchasing a home or this isn't your first rodeo, the home buying process can be confusing and nuanced. It's important to have a real estate professional you can trust on your side!

## Step 1: Assess Your Financial Readiness

EVALUATE YOUR FINANCIAL SITUATION. THIS INCLUDES YOUR CREDIT SCORE, SAVINGS FOR A DOWN PAYMENT, INCOME, DEBT, AND MONTHLY BUDGET FOR MORTGAGE PAYMENTS AND RELATED EXPENSES. GET PRE-APPROVED FOR A MORTGAGE BY A LENDER TO UNDERSTAND YOUR BUDGET RANGE AND DEMONSTRATE SERIOUSNESS TO SELLERS - MANY SELLERS WON'T EVEN CONSIDER AN OFFER FROM A BUYER THAT ISN'T PRE-APPROVED! WE KNOW LOAN OFFICERS WHO FINANCE LAND!

## Step 2: Determine Your NEEDS & WANTS

BASED ON YOUR NEEDS ASSESSMENT, YOUR REALTOR WILL SEARCH FOR SUITABLE HUNTING RECREATIONAL LAND LISTINGS. THEY SHOULD USE MULTIPLE LISTING SERVICES, LOCAL DATABASES, AND THEIR OWN NETWORK TO FIND PROPERTIES THAT MATCH YOUR CRITERIA. FILL OUT OUR QUESTIONNAIRE

## Step 3: Find a Real Estate Agent

CHOOSE A TRUSTWORTHY REAL ESTATE AGENT WHO HAS A UNDERSTANDING OF THE LOCAL MARKET AND A TRACK RECORD OF SUCCESSFUL TRANSACTIONS. YOUR AGENT WILL PROVIDE GUIDANCE, ARRANGE PROPERTY TOURS, AND ASSIST IN NEGOTIATIONS. THEY ARE YOUR GUIDE THROUGHOUT THE ENTIRE BUYING PROCESS - YOU NEED SOMEONE WHO CARES ABOUT YOUR GOALSS AND HAS YOUR BEST INTEREST AT HEART. SIDE NOTE: EVEN IF YOU ARE NOT LOOKING IN OUR MARKET PLEASE FEEL FREE TO REACH OUT SO WE CAN REFER A TRUSTWORTHY AGENT TO YOU!

## Step 4: START THE LAND SEARCH

YOUR REALTOR SHOULD SCHEDULE AND ACCOMPANY YOU ON PROPERTY VIEWINGS. THEY CAN PROVIDE VALUABLE INSIGHTS ABOUT THE PROPERTY, ITS FEATURES, POTENTIAL HUNTING OPPORTUNITIES, AND ANY CONCERNS OR ISSUES.

PLEASE BE PATIENT  
THIS IS ACTUALLY MY  
FIRST RODEO

## Step 5: Make an Offer & Negotiate

ONCE YOU'VE FOUND A PROPERTY YOU'RE INTERESTED IN, YOUR REALTOR SHOULD HELP YOU DRAFT A COMPETITIVE OFFER. THEY SHOULD ALSO NEGOTIATE ON YOUR BEHALF TO GET THE BEST POSSIBLE PRICE AND TERMS FOR THE PURCHASE.



## Step 6: Due Diligence

YOUR REALTOR SHOULD HELP YOU CONDUCT THOROUGH DUE DILIGENCE ON THE PROPERTY. THIS MAY INCLUDE: CHECKING ZONING REGULATIONS AND LAND USE RESTRICTIONS, VERIFYING PROPERTY BOUNDARIES AND SURVEYING THE LAND. INVESTIGATING ANY EASEMENTS, RIGHTS-OF-WAY, OR ENCROACHMENTS. CHECKING FOR ENVIRONMENTAL ISSUES OR CONCERNS. OUR REALTOR SHOULD ASSIST YOU IN REVIEWING AND UNDERSTANDING ALL CONTRACTS AND LEGAL DOCUMENTS RELATED TO THE PURCHASE. THIS INCLUDES THE PURCHASE AGREEMENT, DISCLOSURES, AND ANY ADDENDUMS OR CONTINGENCIES.

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# HOME BUYING *Process*

## Step 7: Secure Your Financing

YOUR REALTOR WILL BE WORKING CLOSELY WITH THE LOAN OFFICER AND FINANCING COMPANY TO MAKE SURE EVERYTHING IS READY FOR CLOSING. MAKE SURE YOU UNDERSTAND ALL TERMS OF YOUR LOAN AND TURN IN ALL PAPERWORK AND FINANCIAL INFORMATION.

## Step 8: Finalize the Details

YOUR REALTOR SHOULD WORK CLOSELY WITH OTHER PROFESSIONALS INVOLVED IN THE TRANSACTION, SUCH AS: TITLE COMPANY OR ATTORNEY TO HANDLE TITLE SEARCH AND CLOSING. LENDERS OR FINANCIAL INSTITUTIONS FOR FINANCING (IF APPLICABLE). INSPECTORS FOR PROPERTY INSPECTIONS, INCLUDING SOIL TESTS, ENVIRONMENTAL ASSESSMENTS, AND BUILDING INSPECTIONS (IF APPLICABLE).

## Step 9: Closing Day 🍷

YOUR REALTOR SHOULD GUIDE YOU THROUGH THE CLOSING PROCESS, ENSURING THAT ALL NECESSARY PAPERWORK IS COMPLETED ACCURATELY AND ON TIME. THEY SHOULD ALSO BE PRESENT DURING THE CLOSING TO ADDRESS ANY LAST-MINUTE ISSUES OR QUESTIONS.

## Step 10: Move In & Get Settled!

EVEN AFTER THE SALE IS COMPLETED, YOUR REALTOR SHOULD BE AVAILABLE TO ASSIST YOU WITH ANY POST-CLOSING MATTERS, SUCH AS TRANSFERRING UTILITIES, OBTAINING KEYS, OR RESOLVING ANY UNEXPECTED ISSUES THAT MAY ARISE.



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# Buy With Confidence

## BUYERS

Tell me about your *dream home* & I'll send you an individualized list of homes



## SELLERS

Interested in selling? Scan to set up no-obligation consultation  
List with the #1 CB Team in SC  
| Top Notch Marketing



REMEMBER, IF WE ARE NOT IN YOUR STATE WE KNOW PLENTY OF REALTORS IN OUR NETWORK! REACH OUT SO WE CAN REFER YOU TO A TRUSTWORTHY REALTOR.

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