

Move Beyond Your Expectations

Buyers' Guide



Daniel
Ravenel

Sotheby's
INTERNATIONAL REALTY





Welcome Home

At Daniel Ravenel Sotheby's International Realty, our true passion is helping our clients find their next home. Using our extensive experience, resources, and deep local connections, we match our clients' needs with the lifestyle they desire.

As your trusted real estate agent and advisor, we will guide you through every aspect of the real estate transaction. Experience the pinnacle of skill, integrity, and professionalism when you work with us.

Local Expertise, Global Reach

5

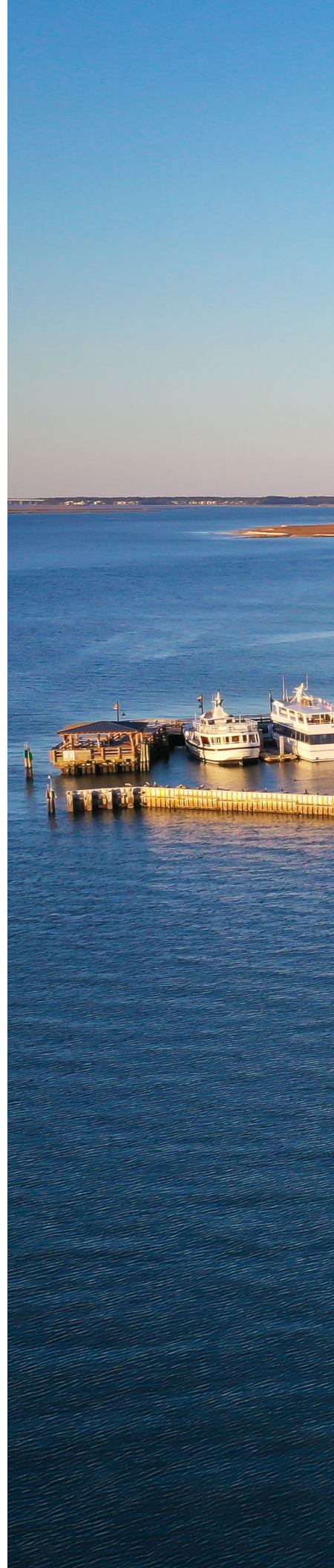
LOCAL OFFICES

116

LOCAL AGENTS

\$805M

IN LOCAL SALES VOLUME







Nothing Compares.



Elevated Service

Purchasing a home is one of the most important financial decisions of your life. You are not only choosing a new place to live but making a substantial investment and creating a significant asset. Your agent will provide you with the support, market knowledge and strategic skills they have honed throughout their careers to help you successfully navigate the competitive market.

\$157B GLOBAL SALES
VOLUME 2024

OFFICES LOCATED IN

84 COUNTRIES &
TERRITORIES

16

TRANSLATED LANGUAGES ON
SOTHEBYSREALTY.COM

*Successfully uniting clients with homes across the
Lowcountry & the world since 1983.*

Your Partner

EOIN O'DRISCOLL

eoin@danielravenelsir.com
c. 404.578.5489



Born in Dublin, Ireland, Eoin moved to the United States at a young age and was raised in California, Pennsylvania, and Georgia. More than twenty-five years ago, he first visited the Lowcountry, where he developed a lasting connection to the region that ultimately became the place he chose to call home.

Eoin's passion for real estate and design began in childhood. He fondly recalls visiting open houses and exploring new construction with his parents, experiences that sparked an enduring fascination with how thoughtfully designed spaces influence the way people live.

After earning his degree from Vanderbilt University in Nashville, Eoin spent nearly a decade in the fields of accounting and consulting, building a successful career in Washington, D.C., and New York City. During this time, he cultivated strong business acumen, refined his negotiation skills, and developed a strategic perspective that now informs his approach to real estate.

What distinguishes Eoin is the rare combination of a national perspective and a deep local commitment. Having lived in some of the most dynamic markets in the country, he understands how to meet the diverse expectations of clients relocating, investing, or searching for their permanent residence. His professionalism, clear communication, and unwavering dedication to client service have earned him a reputation as a trusted advisor throughout every stage of the buying and selling process.

Today, Eoin takes great pride in helping clients discover the beauty and lifestyle of the Lowcountry through a seamless and rewarding real estate experience. Guided by his appreciation for design, architecture, and service, he brings both passion and precision to every client relationship.

“Eoin’s process should be the process for all home buyers!”

"Eoin was considerate and identified options which landed perfectly. Unfortunately we were not successful on the first few bids due to a competitive market, but after much perseverance, we successfully purchased in Sea Pines and could not be happier. Eoin is amazing and wouldn't hesitate to recommend him to any one searching in HH. We found a great Realtor and a friend too!"

"We spent about 2 years getting to know Eoin and to seek his advice on how to best market our property once we made the decision to sell. We could not have been more pleased in our dealings with him on the sale of our home. He was easy to work with, knowledgeable about our area, patient, and did a great job helping us negotiate the sale of our home..We would recommend him without reservation for either side of a real estate transaction."

"Eoin was instrumental in our search and ultimate purchase of our new home in Sea Pines. Eoin understood our wants and wishes and tailored the search accordingly. With Eoin's help we were able to remotely review a property, make an offer and follow up with an in-person property review and successful negotiation. Eoin's process should be the process for all home buyers!"

"We had an amazing experience working with Eoin. We were first time home buyers in Hilton Head and he helped us through the entire process. There were very few homes on the market and he managed to find us the perfect home for our needs, negotiated expertly, and closed on it with no hiccups..Even after the sale closed, he has helped us beyond his duties to make us feel welcomed in this new community."

The Home Buying Process

1

BUYER CONSULTATION

- Gather information
- Learn about each other
- Discuss the logistics of moving
- Lifestyles, desired features, desired budget
- Purchase timeline
- Other considerations

2

ENGAGE YOUR AGENT

- Discuss and sign agency documents
- Agent commitment and working relationship
- Set expectations
- General market overview

4

PREPARE YOUR OFFER

- Research comps
- Discuss offer strategies and negotiation tactics
- Discuss all terms and contingencies
- Develop offer documents
- Sign paperwork

5

OPEN ESCROW

- Ratify the contract
- Deposit the earnest money
- Select a closing attorney
- Communicate with lender

7

1 WEEK PRIOR TO CLOSING

- Confirm completed repairs
- Schedule utilities transfer
- Loan finalized and clear to close
- Review initial closing statement with attorney/agent

8

DAY OF CLOSING

- Complete the pre-closing walk through at the property
- Meet at attorney's office to sign paperwork
- Collect the keys
- Move in after closing

3

START YOUR SEARCH

- Lifestyle analysis
- Drill down into priorities (Traffic/
Access to work/amenities)
- Wants/needs in a home
- Discuss budget and neighborhood

6

INSPECTION PROCESS

- Complete inspections
- Gather/review contractor quotes
- Repair request/credit request
- Negotiate and ratify final repairs/
price





Financial Preparation

One of the most important first steps in the home buying process is understanding the loan programs available and the qualifying requirements of each program. If you don't have a preferred lender, your agent can provide recommendations.

PREPARING FOR THE LOAN APPLICATION

1. All mortgage brokers will require you to provide proof of assets and income, good credit standing, employment verification, tax returns and other personal financial documentation.
2. Review all available loan products with your lender to determine the loan that is best suited for your situation.
3. Discuss your credit standing and your income to ensure you qualify for the type of loan you want.
4. Seek out alternatives with your lender if your present credit and income situation do not qualify for a specific loan type. There is a multitude of non-conventional loan products available for unique situations.
5. For self-employed borrowers, a mortgage broker can help you compare the cost difference between increasing your taxable income to qualify vs. using a bank statement program with a higher interest rate.

Following these initial steps will enable your loan specialist to prepare a strong pre-approval letter when you are ready to begin the home shopping process.

Market Intelligence

The current market conditions throughout the various communities in Beaufort, Bluffton, and Hilton Head Island are creating opportunities for both buyers and sellers to achieve their lifestyle goals through real estate. Having a local expert to interpret and articulate these conditions is absolutely essential in a high velocity market.

Your agent will:

Analyze Your Position as a Buyer in the Marketplace |
Taking into consideration factors like home sale contingencies, finance contingencies, and closing timeline

Analyze Current Market Conditions in Desired Price Range and Location | *Analysis of comparable properties, days-on-market averages*

Strategize Buyer Positioning in Advance of Placing Offers



SCAN HERE FOR
LATEST MARKET REPORT





For those
on a journey.



Next Steps: *Making an Offer*

THE ABILITY TO MOVE QUICKLY WILL BE YOUR BIGGEST ADVANTAGE.

Once you have found the property you want, we will write a purchase agreement. While much of the offer is standard, there are a few areas we can negotiate:

PRICE

What you offer on a property depends on a number of factors, including its condition, length of time on the market, buyer activity and the urgency of the seller.

INSPECTION PERIOD

Conducting your inspections expeditiously shows seriousness and increases your odds of acceptance.

MOVE IN DATE

If you can be flexible on the possession date, the seller will be more apt to accept your offer over others.

OFFER DETAILS: INCLUSIONS & EXCLUSIONS

Often the seller plans on leaving major appliances in the home; however, which items stay or go is a matter of negotiation.

Typically you will not be present at the offer presentation. Your agent will present it to the listing agent and/or seller. The seller will then do one of the following:

Accept the offer | Reject the offer | Counter the offer

By far the most common of these is the counteroffer. If a counteroffer is presented, you and I will work together to review each specific area of it, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.

Roles in the Buying Process

YOU

- List your priorities
- Understand your financials
- Communicate your needs
- Research schools if applicable
- Research crime rates
- Deposit earnest money (wire or check)
- Communicate with lender
- Provide lender with documents
- Schedule movers
- Transfer utilities
- Schedule closing at attorney's office

US

- Tour homes
- Identify listings on MLS/online
- Identify neighborhoods
- Strategize offer terms
- Order inspection
- Review inspection
- Pre-closing walkthrough
- Post-closing assistance

ME

Identify potential properties

Schedule showings

Connect you to your
community resources

Negotiate contract terms

Advise on property condition
and discuss pros/cons

Share comparable sales
and analyze listing prices

Recommend team members
(attorney, lender, insurance broker)

Negotiate repairs

Keep detailed records
& addendums





Service as elevated
as your standards.

Your Team

YOUR GLOBAL REAL ESTATE AGENT

Provides you with the support, market knowledge and negotiation skills to ensure we reach your home buying goals.

LOAN OFFICER

Walks you through loan options, gathers documents and takes formal loan application.

LENDER/UNDERWRITER

Reviews documents from Loan Officer and gives final loan approval.

INSPECTOR

Evaluates the property for potential issues and provides a report detailing their recommendations (buyer typically pays for inspection when the inspection is conducted).

APPRAISER

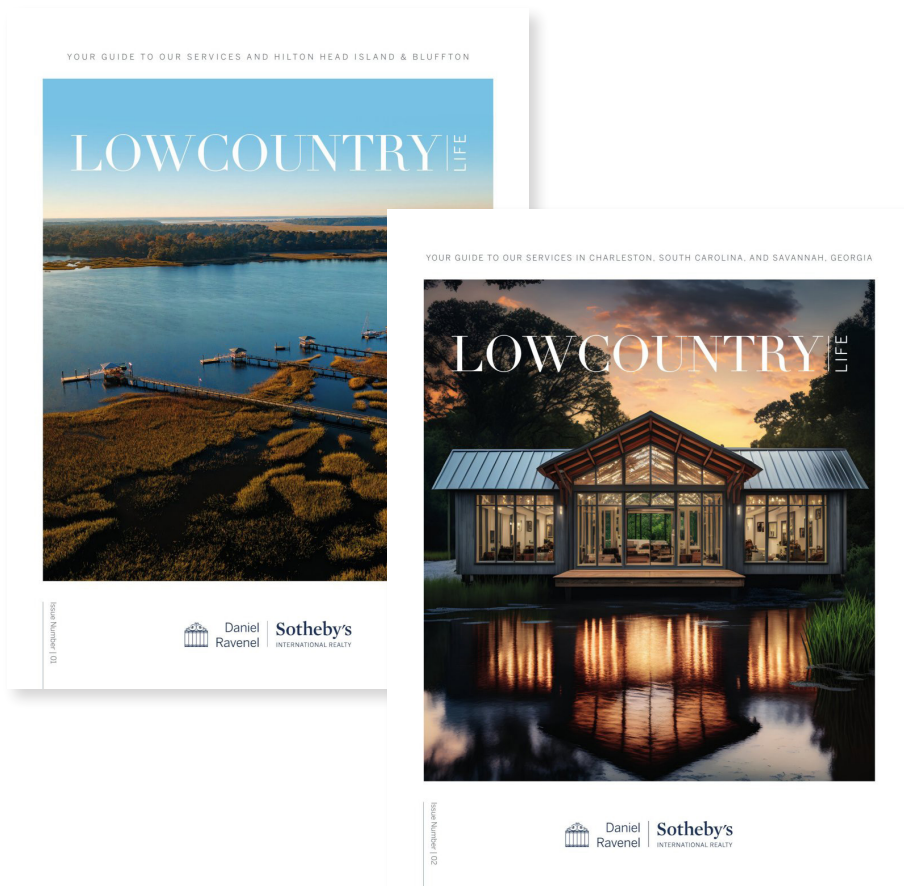
Estimates the market value of the home (for the bank/lender).

CLOSING ATTORNEY

In South Carolina, real estate closings are treated as legal matters. That means you need a licensed South Carolina attorney to oversee and review the property's title search, handle the closing, ensure the legal documents are recorded properly, and supervise the disbursement of funds.

ESCROW

Independent, neutral third party by which the interests of all parties to the transaction are protected. Escrow will hold earnest money, prepare closing documents, and schedule for signing.



Discover life in the Lowcountry

The Ultimate Guides to Relocating and Living in the Lowcountry. We love sharing local knowledge with current residents and those looking to live, work, play, and relocate to the cities, towns, and neighborhoods that we call home!







Your Brokerage

Founded in 1983 under the extraordinary leadership of Daniel Ravenel, our company is the exclusive Sotheby's International Realty affiliate in the South Carolina and Georgia Lowcountry. We are committed to providing a superior level of service, powerful marketing, and local expertise along the Southeast coast.

Charleston

33 Broad Street
o. 843.723.7150

Savannah

300 Bull Street Suite 101
o. 912.234.3323

Bluffton

6 Promenade Street Suite 1001
o. 843.836.3900

Hilton Head Island

23-A Shelter Cove Lane
o. 843.341.2623

Beaufort

1011 Bay Street Suite 109
o. 843.379.3322

The global gateway to the Lowcountry

Our team of experts consists of the very best real estate professionals in the Lowcountry, personally hand-selected based on their knowledge of the local market, deep connection to the area, and ability to offer unparalleled representation to their clients.

\$805M 2024 COMPANY
SALES VOLUME

\$1.13M 2024 AVERAGE SALES
PRICE IN MARKET





The next phase of
your exceptional life
starts right here.





Daniel
Ravel

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INTERNATIONAL REALTY