FROM **DREAM** TO **KEYS**

home BUYER GUIDE

ERIN CECIL

REALTOR®

YOUR LOCAL REAL ESTATE EXPERT

Coldwell Banker Regan Realtors

ERIN CECIL - LICENSED IN KS & MO

YOUR LOCAL REAL ESTATE EXPERT

As your dedicated local real estate expert, I offer unparalleled market insights and personalized guidance to help you achieve your real estate goals. With a proven track record of success, strong negotiation skills, and an extensive professional network, I'll ensure a smooth and rewarding home buying or selling journey.

WHAT YOU CAN EXPECT

- LOCAL INSIGHT
- PERSONALIZED SERVICE
- OPEN COMMUNICATION
- SKILLED NEGOTIATION
- DEDICATED SUPPORT
- SMOOTH TRANSACTIONS
- PROVEN SUCCESS
- MARKET MASTERY

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BUYERS AGENT *compensation*

A buyer's agent is your dedicated advocate during the home buying process. They offer expert advice, market knowledge, negotiation skills, and handle all the paperwork. By using their services, you can save time, money, and reduce stress, making them a valuable asset in your home buying journey.

HOW ARE BUYERS AGENTS *compensated?*

•OPTION 1: SELLER IS OFFERING COMPENSATION TO BUYER'S AGENT

Historically and commonly, the seller pays your buyer's agent a commission, which covers the buyer's agent services. You won't usually owe additional fees beyond standard closing costs and admin fees. Your agent will verify in advance that the homes you wish to view offer compensation for their services.

•OPTION 2: SELLER IS OFFERING SOME COMPENSATION BUT NOT ALL

Sometimes, sellers offer a lower commission than standard. In these cases, your agent may:

•YOUR AGENT NEGOTIATES WITH THE LISTING AGENT TO SECURE THE FULL COMMISSION

•BUYER AGREES TO INCREASE YOUR OFFER PRICE TO COVER BUYER AGENT COMMISSION GAP

•BUYER AGREES TO PAY THEIR AGENT DIRECTLY AT CLOSING TO COVER THE DIFFERENCE.

•OPTION 3: SELLER IS **NOT** OFFERING ANY COMMISSION TO BUYER'S AGENTS

In rare instances, a seller may choose not to offer a commission to a buyer's agent. When this occurs, your agent's compensation structure may change.

•YOUR AGENT NEGOTIATES WITH THE LISTING AGENT TO SECURE THE FULL COMMISSION

•BUYER AGREES TO INCREASE YOUR OFFER PRICE TO COVER BUYER AGENT COMMISSION GAP

•BUYER AGREES TO PAY THEIR AGENT DIRECTLY AT CLOSING TO COVER THE DIFFERENCE.

IT'S IMPORTANT TO DISCUSS POTENTIAL COMPENSATION ARRANGEMENTS WITH YOUR AGENT UPFRONT TO UNDERSTAND HOW THEY'LL BE PAID IN SUCH SITUATIONS.

WHY YOU NEED A BUYER'S AGENT
IN KANSAS CITY'S REAL ESTATE MARKET

Navigating Kansas City's competitive market requires a skilled professional who can advocate fiercely for your interests. Here's why I'm your secret weapon for a successful and stress-free home buying journey



•FINANCIAL ASSESSMENT AND PRE-APPROVAL:
We'll review your finances, set a budget, and help you get pre-approved, giving you a stronger position in negotiations.

•NEEDS AND WANTS EXPLORATION:
We'll discuss your lifestyle needs and preferences to narrow your search and find the perfect home.

•MARKET ANALYSIS AND STRATEGIC SEARCH AND WINNING OFFERS:
Using my deep knowledge of the market, I'll identify properties that match your criteria and budget.

•PERSONALIZED TOURS AND INSIGHTS:
Enjoy personalized tours with insights into local amenities, schools, and neighborhood trends.

•NEGOTIATION POWERHOUSE:
As a skilled negotiator with local trend knowledge, I'll:

- Craft strategic, compelling offers.
- Navigate multiple bids with favorable tactics.
- Uncover seller motivations for potential concessions.
- Protect your interests with necessary contingencies.

WHY YOU NEED A BUYER'S AGENT
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•INSPECTION REPORTS DEMYSTIFIED:
I'll clarify technical inspection reports and use them for negotiating repairs or price adjustments.

•MARKET INSIGHTS AND TRENDS:
Stay informed about local market trends for data-driven decisions.

•PAPERWORK MANAGEMENT:
I'll handle all necessary documents, ensuring a smooth transaction.

•COMMUNICATION AND COORDINATION:
I'll manage all communication with sellers' agents, inspectors, and other parties, keeping you informed.

•PROBLEM-SOLVING AND ANTICIPATION:
My experience allows me to foresee potential hurdles and develop solutions.

•CLOSING COORDINATION:
I'll guide you through the closing process, ensuring you understand all documentation.

•POST-CLOSING SUPPORT:
I'm here to assist and answer questions related to your new home even after closing.

client
TESTIMONIALS

★★★★★

Erin was knowledgeable, responsive, and helpful! She gave great advice and valuable perspective on a tough market. I ended up with a beautiful home that I love, one that I probably never would have looked at without her encouragement. As a first time buyer, I appreciated her input and guidance!

VARNER - LENEXA BUYER 2024

Erin was fantastic to work with, and we can't recommend her enough. We relocated across the country to Kansas City, and she helped us find our dream home in a whirlwind weekend. Erin went above and beyond to help us get resettled, and we are so grateful for her. She is knowledgeable, experienced, funny and kind - all qualities that helped made what could have been a very stressful experience, one that was easy, straightforward and exciting. She has great communication skills, and everything she did helped us make this transition smoothly. We expect to be here for a long time, but if we ever did move in the future, we would absolutely work with Erin again.

STARKEY FAMILY - BUYER 2023

Erin Cecil was so amazing, she provided a level of service that made my wife and I feel like we were her only clients. We know full well that isn't the case as she is a very successful and desired professional in her field. I whole-heartedly provide an outstanding recommendation for you to utilize her services and expertise. I am a licensed mortgage loan originator, so my standards and expectations are quite high.

TRIMBORN FAMILY - BUYER 2023

POTENTIAL OBSTACLES
WHEN BUYING A HOME

I've noticed that buyers who try to purchase a home without the right support often feel stressed, overwhelmed, and may end up with a home that doesn't quite meet their needs. Let's explore the common challenges of buying a home and what they might mean for you.

◯ ACCESS TO LISTINGS

Without an agent, you will need to rely on public listings and your own research to find available properties online.

→Since public listings are not always updated in real time, you might spend time exploring homes that are already under contract or no longer on the market.

◯ UNDERSTANDING THE MARKET

Without an agent, you will need to do your own research to understand market conditions, pricing trends, and neighborhood details.

→You'll need to research market conditions, pricing trends, and neighborhood details on your own. This requires extra time and effort to ensure your offer is competitive, whether a list price is reasonable, what similar homes have sold for, and how to increase your chances of having your offer accepted.

◯ MANAGING PAPERWORK

Real estate transactions involve a significant amount of paperwork.

→Handling this on your own might require extra effort to ensure all documents are correctly completed and submitted on time.

POTENTIAL OBSTACLES

WHEN BUYING A HOME

NEGOTIATING TERMS

Negotiating a home purchase involves discussions about price, repairs, and closing costs.

→Negotiating a home purchase involves discussing price, repairs, and closing costs. Without an agent, you'll need to handle these negotiations yourself, which means you'll need to skillfully manage offers, market research, and repair requests to secure the best terms and pricing.

HANDLING LEGAL REQUIREMENTS

Real estate transactions are subject to various legal requirements and regulations.

→Real estate transactions involve various legal requirements and regulations. You'll need to make sure you understand and comply with all relevant laws and contractual obligations to avoid potential issues.

COORDINATING INSPECTIONS AND REPAIRS

Arranging home inspections and interpreting the results can be challenging on your own.

→You'll need to manage the scheduling and review of inspections, and then decide how to address any issues that arise. This could mean additional effort to negotiate repairs or adjustments with the seller, potentially impacting the overall cost & condition of the home.

the HOME BUYER ROADMAP

1 CONSULT & BUYER AGREEMENT
Discuss your needs and sign a contract

2 LENDER & PRE-APPROVAL
Meet with lender and get pre-approved for a loan

3 BEGIN YOUR HOME SEARCH
Start looking for homes within your specifications

4 HOME SHOWINGS
Tour potential properties

5 WRITE AN OFFER
Make an offer on a home

6 ESCROW & LOAN APPLICATION
Open an escrow account & submit a loan application

7 INSPECTIONS & NEGOTIATE
Conduct inspections and negotiate terms

8 APPRAISAL & INSURANCE
Get a home appraisal and secure insurance

9 CLEAR TO CLOSE & FINAL WALK THROUGH
Ensure everything is in order and do a final inspection

10 CLOSING & HOMEOWNERSHIP
Sign papers, complete the purchase, and receive your keys

1

CONSULT & BUYER AGREEMENT

your ADVOCATE

Buying a home is one of the biggest decisions you'll make. It's crucial to have an experienced agent on your side, looking out for your best interests. A buyer's agent is dedicated to protecting you and ensuring your needs are met. Having a buyer's agent offers invaluable support and protection throughout the process.

- Prioritizes Your Needs
- Solves Problems Quickly
- Skilled Negotiator
- Knows the Local Market
- Communicates Regularly

GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs and get you in the door. I look at dozens of homes every week, and I can help you identify potential problems within a home. When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked, and that you truly understand what a paper means before ever signing on the dotted line.

ON YOUR SIDE

A buyer's agent will represent your best interests. With a pulse on the local market and a sound understanding of how various amenities effect the value of a home, we will make sure we submit a competitive offer on the right house for you.

NEIGHBORHOOD EXPERT

I work daily in neighborhoods with inspectors, contractors, and negotiating with sellers. I have the market knowledge you need to get you the home of your dreams at the best price! Understanding the local real estate market is essential when it comes time to make an offer on a house.

PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. I work tirelessly to make sure buying a home is a fun and stress-free process.

2

LENDER & PRE-APPROVAL

FINANCING

PREPARING FOR YOUR HOME LOAN

Before you officially begin your home search, I always recommend to begin with talking to a lender and getting pre-approved. A lender will be able to answer all of your questions regarding finances and give you a clear understanding of the exact price range you will be pre-approved for and an estimate of the expenses to expect.

UNDERSTANDING PRE-APPROVAL

WHAT IS PRE-APPROVAL?

A pre-approval letter from a lender indicates your estimated borrowing capacity. It strengthens your negotiating position when making offers.

FACTORS LENDERS CONSIDER:

- Credit score
- Income
- Debt-to-income ratio
- Employment history
- Assets

BEFORE YOU GET PRE-APPROVED

IMPROVE YOUR CREDIT SCORE:

- Check your credit report for errors
- Pay bills on time and avoid excessive debt
- Limit new credit inquiries
- Consider paying down high-interest debt

SAVE FOR A DOWN PAYMENT:

- Set a realistic savings goal
- Consider utilizing down payment assistance programs if available
- Explore options like FHA loans with lower down payment requirements

QUESTIONS
TO ASK YOUR MORTGAGE LENDER

Q. WHAT WILL MY FEES AND PAYMENTS BE?
Get details on payments, rates, closing costs, and down payment

Q. WHAT TYPES OF MORTGAGE TERMS DO YOU OFFER?
Explore fixed, adjustable, FHA, and VA loans.

Q. WHAT CREDIT QUALIFICATIONS DO YOU REQUIRE?
Understand the credit score and financial criteria needed

Q. DO YOU OFFER MORTGAGE POINTS?
Ask about points to lower interest rates and benefits.

Q. WHAT IS THE INTEREST RATE AND APR?
Get details on interest rates and annual percentage rate (APR)

Q. DO YOU OFFER A MORTGAGE RATE LOCK?
Check if you can lock in your interest rate to avoid market changes

COMMON LOAN TYPES
and qualifications

CONVENTIONAL	For most borrowers, typically require 20% down.	Credit score generally required: 620 or higher
FHA Federal Housing Administration	For borrowers with no or lower credit scores and down payments	Credit score generally required: 580 or higher
VA Department of Veterans Affairs	For veterans and eligible military members.	Credit score generally required: 580 or higher
USDA U.S. Department of Agriculture	For borrowers in rural areas	Credit score generally required: 640 or higher.
ADJUSTABLE-RATE	For borrowers who expect short-term homeownership or believe interest rates will decrease.	People planning short-term ownership or expecting income increases may consider ARMs.

find your DREAM HOME

START TOURING HOMES
IN YOUR PRICE RANGE

Time to start shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written. Once we have found THE house for you, we will present an appropriate offer based on recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Negotiations may take place after the offer is presented.

TIP:

Evaluate the neighborhood and surrounding areas
- Are the surrounding homes well maintained?
- How much traffic is on the street?
- Is it conveniently located to schools, shopping, restaurants, & parks

your

HOME PREFERENCES

Understanding your preferences is crucial. It helps us focus on properties that align with your needs and tailor our approach for a more efficient and successful home-buying process.

What factors will influence your home buying decision?

- Neighborhood:
- Schools:
- Size:
- Location:

needs	*wants*

Best days and times for showings?

Are you looking for specific amenities or features in the neighborhood?

Do you want a move-in-ready home or are you open to doing renovations?

Do you have any specific style or design preferences for your new home?

HOME FEATURE
CHECKLIST

EXTERIOR:

	want	need
Landscape lighting:		
Newer roof:		
3 car garage:		
Front porch/patio:		
Deck:		
Fence:		
Security system:		
______________________		
______________________		

LIVING ROOM:

	want	need
Open floor plan:		
Fireplace:		
Large windows:		
Built-in bookshelves:		
______________________		
______________________		

KITCHEN:

	want	need
Granite/quartz countertops:		
Stainless steel appliances:		
Island with seating:		
Walk-in pantry:		
Breakfast nook:		
______________________		
______________________		

LIVING ROOM:

	want	need
Open floor plan:		
Fireplace:		
Large windows:		
Built-in bookshelves:		
______________________		
______________________		

DINING ROOM

	want	need
Formal dining room:		
Open to kitchen:		
Space for large table:		
______________________		
______________________		

DINING ROOM

	want	need
Formal dining room:		
Open to kitchen:		
Space for large table:		
______________________		
______________________		

BEDROOMS:

	want	need
Number of bedrooms: ______		
Primary with ensuite bath:		
Primary on main floor:		
Laundry room connected:		
Walk-in closet in primary:		
Guest room:		
______________________		
______________________		

BATHROOMS:

	want	need
Number of bathrooms: ______		
Double vanity in primary bath:		
Separate shower and tub:		
Walk-in shower:		
______________________		
______________________		

BASEMENT:

	want	need
Finished basement:		
Additional bathroom:		
Walk-out:		
______________________		
______________________		

ADDITIONAL FEATURES:

	want	need
Home Office:		
Home Gym:		
Media Room:		
Wine Cellar:		
Safe Room:		
Swimming Pool:		
Sunroom:		
Hot Tub:		
______________________		
______________________		

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HOME SHOWINGS

unlocking
YOUR NEXT HOME

During home showings, stay organized and attentive. Use these tips to capture key details and evaluate the property effectively, helping you make a well-informed decision.

- Take Detailed Notes
- Capture Photos/Videos
- Ask Questions
- Examine the property thoroughly
- Evaluate the Neighborhood
- Consider the Space
- Observe the Home’s Condition

HOMES TOURED

ADDRESS	PRICE	RATING
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5
		1 2 3 4 5

MAKING AN OFFER

crafting

A WINNING OFFER

STRATEGIES TO A WINNING OFFER

- OFFER A COMPETITIVE PRICE
- PAY IN CASH
- LIMIT CONTINGENCIES
- INCLUDE AN ESCALATION CLAUSE
- INCREASE YOUR EARNEST MONEY DEPOSIT
- OFFER A FLEXIBLE CLOSING DATE
- COVER SOME SELLER COSTS
- REMOVE NON-ESSENTIAL REQUESTS
- BE READY TO ACT FAST

AFTER YOU SUBMIT AN OFFER

THE SELLER COULD...

1

- ACCEPT THE OFFER
- DECLINE THE OFFER
- COUNTER THE OFFER

WE CAN THEN...

2

- ACCEPT THE OFFER
- DECLINE THE OFFER
- COUNTER THE OFFER

3

YOU CAN NEGOTIATE AS MUCH AS NEEDED UNTIL YOU REACH AN AGREEMENT OR SOMEONE DECIDES TO WALK AWAY

6

ESCROW & LOAN APPLICATION

navigating

ESCROW AND SECURING YOUR LOAN

1. **Offer Acceptance:** Once your offer is accepted, you move into escrow.
2. **Escrow Process:** A neutral third party keeps the funds until all sale conditions are met.
3. **Submit Loan Application:** Complete your loan application and provide all required documents.
4. **Loan Underwriting:** The lender reviews your finances and the property’s value.
5. **Final Approval:** Once verified, the lender gives final approval for closing.

7

INSPECTIONS & NEGOTIATE

key

HOME INSPECTIONS

Inspections are an essential part of buying a home. A professional inspector checks the property for issues like structural damage, plumbing, or electrical problems. This helps you understand the property's condition and negotiate any necessary repairs or price changes with the seller, ensuring you make an informed decision before buying.

TYPES OF INSPECTIONS

- General Home Inspection
- Pest Inspection
- Radon Inspection
- Mold Inspection
- Sewer and Septic Inspection
- Chimney Inspection
- Lead-Based Paint Inspection
- Roof Inspection

A TYPICAL INSPECTION PERIOD IS 10 DAYS

APPRAISAL AND INSURANCE

PROPERTY TITLE SEARCH

A property title search is the process of examining public records to determine the legal ownership and any outstanding liens or encumbrances on a property. It is performed during the home-buying process to ensure clear ownership and address any issues before the sale. It is typically done by a title company.

HOME OWNERS INSURANCE

You'll need insurance for the new home before closing. This will protect against things like fire, storms, and flooding. Homeowner's insurance is important because it provides financial protection against losses or damage to your property, liability coverage, is often required by mortgage lenders, and provides peace of mind.

CLEAR TO CLOSE *and* FINAL WALK THROUGH

AS YOU APPROACH THE CLOSING OF YOUR HOME PURCHASE, THERE ARE A FEW FINAL STEPS TO COMPLETE.

1

FINAL LOAN APPROVAL

First, you need to ensure that all financial documents and conditions are met for the "clear to close" from your lender. This means your mortgage has been fully approved, and you’re ready to sign the final paperwork.

2

FINAL WALK THROUGH

Next, you’ll conduct a final walk-through of the property. This typically happens a day or two before closing and allows you to confirm that any agreed-upon repairs have been completed and the home is in the expected condition.

Take your time during this walk-through to ensure everything is in order. Once satisfied, you'll proceed to closing, where you'll sign the necessary documents and officially become the owner of your new home.

SCHEDULING

your move

AFTER SIGNING	•Finalize Home Mortgage •Schedule Home Inspection •Declutter! Sort through every drawer, closet, cupboard & shelf, removing items you no longer need or like. Donate or sell items that are in good condition •Get copies of medical records and store them with your other important documents •Create an inventory of anything valuable that you plan to move •Get estimates from moving companies
4 WEEKS TO MOVE	•Give 30 days notice if you are currently renting •Schedule movers/moving truck •Buy/find packing materials •START PACKING
3 WEEKS TO MOVE	•Arrange appraisal (Lender will do this) •Complete title search (Title company will do this)
2 WEEKS TO MOVE	•Get quotes for home insurance •Schedule time for closing •Contact utility companies (water, electric, cable) •Change address: mailing, subscriptions, etc. •Keep on packing
1 WEEKS TO MOVE	•Obtain certified checks for closing •Schedule and attend a final walkthrough •Finish packing •Clean •Pack essentials for a few nights in new home •Confirm delivery date with the moving company. Write directions to the new home, along with your cell phone number

Closing Day:

A GUIDE TO THE FINAL STEP

As you prepare for closing day, here's a quick guide to the final steps. Follow this checklist to ensure a smooth transition into your new home and get ready to receive your keys!

CLOSING DISCLOSURE:

Receive at least three days before closing. Compare with your Loan Estimate

GATHER DOCUMENTS:

- ID
- Insurance
- Bank Statements
- Other Paperwork

HOMEOWNERS INSURANCE:

Obtain a policy and provide proof to your lender

STAY IN CONTACT:

Keep in touch with your agent, lender, and closing agent.

ANTICIPATE COSTS:

Be prepared for additional expenses like taxes, HOA fees.

FINAL WALK-THROUGH:

Inspect the property 24 hours before closing.

CERTIFIED FUNDS:

Confirm the amount needed and arrange for a certified check or wire transfer.

CLOSING DAY:

Review documents, ask questions, sign to finalize the purchase, and receive your keys.

"MY COMMITMENT TO REAL ESTATE GOES BEYOND A PROFESSION— IT'S MY CALLING. I'M DEDICATED TO PROVIDING EXCEPTIONAL SERVICE, EXCEEDING EXPECTATIONS, AND HELPING CLIENTS ACHIEVE THEIR HOMEOWNERSHIP DREAMS."

Erin Cecil

REAL ESTATE

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notes

Thank you for choosing me to be a part of your home-buying journey! I'm here to guide you every step of the way, from start to finish. If you have any questions or need further assistance, don't hesitate to reach out. Your dream home is just around the corner, and I'm excited to help you find it!

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