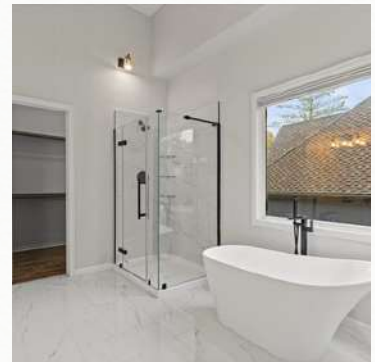




what you need to know about

# BUYING YOUR HOME



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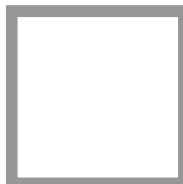
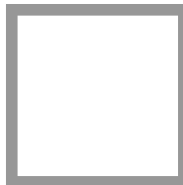
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## what it means to take the **LONG** way home

We know that your home is one of your most prized possessions and greatest assets, and we also know that you have an endless number of real estate agents to choose from.

At Long Real Estate, our #1 concern is that our clients have an enjoyable experience that creates lasting memories of the purchase or sale of a home. Creating a successful experience means making sure that all aspects of the transaction are handled with extreme care. During the sale, we promise to always give the advice we would give to our own family and look over every aspect of each transaction with the utmost attention to detail.

From straight forward preparation to skilled negotiating and ending with expert and careful attention through the close, our experienced team will cover every aspect of the sale or purchase. Our business is 100% referral-based, which means our time is never spent cold-calling, knocking on doors or advertising. It's spent on you!

We prefer to invest our time and resources back into the lives of our clients. We are committed to staying in touch and making sure that you have the resources you need to be a happy homeowner.

When you take the long way home, you're not just a client - you're family. We're excited to be on this journey with you!

Let the adventure begin,

*Tony and Team*







*When you take the long way home,  
you're not just a client -  
you're family.*

the **PROOF** is in the numbers

Long Real Estate Team  
consistently ranks in the  
top 1% of real estate agents  
in the KC Metro Area.

In the real estate industry, it is common knowledge that 80% of the business is done by only 20% of licensed agents. That means agents in that 20% work harder and have more experience, more knowledge of the market, more skill working with clients, and more connections to help you achieve your goals - and that's where you'll find us.





**HUNDREDS**  
of homes sold

**THOUSANDS**  
of homes shown

**MILLIONS**  
in volume sold

**99%**  
of local agents  
can't compete  
with our numbers

believers in the **LONG** way



"Tony is the best realtor in KC. He works so hard for his clients and always puts your interest first. No matter what the issue is, he is always calm and collected and finds a way to solve the problem."



**BRIAN G.**

**LISA D.**



"Long Real Estate always does a great job! They are friendly and know their customers well."

"Excellent team who is always there with a smile and stress-free home selling and buying experience every step of the way! Highly recommend!"



**CARRIE B.**

**SCOTT L.**



"Long Real Estate goes above and beyond. Their attention to detail on everything from the overall market and how your home fits in is top notch. They explain everything on what it will take to get top dollar for your home and then create a marketing plan that presents it in its best light."







#SOLDBYLONG



@SOLDBYLONG

# preparing your **FINANCES**

We pride ourselves on having extensive, up-to-date knowledge of the Kansas City real estate market, and our experience has taught us that there are three things vital to a successful sale:



## 1 PREPARATION



## 2 PRICING



## 3 PRESENTATION

We will guide you throughout each of these steps to ensure a successful sale.

If you are also purchasing a new home, our expert negotiating skills come in handy for creating a timeline that results in a smooth and low-stress transition for you and your family.

## preparing your **FINANCES**

When you are preparing to buy a home, there are a few financial items we'll need to cover before we can just write an offer. Other than planning to pay for general maintenance and upkeep of your property as a homeowner (no more landlords or maintenance workers helping with that!), here are some other costs you will be paying out-of-pocket during your transaction:

### **1** EARNEST MONEY:

Depending on the price of the home you are purchasing, you should plan on depositing anywhere between \$1,000 - \$5,000 of earnest money. This is generally a personal check that will be placed in escrow at the time of an accepted offer. This deposit will be credited toward your down payment at closing, but the money will come out of your bank account when your offer is finalized.

### **2** INSPECTIONS:

The home inspection is also the financial obligation of the buyer and is generally paid upon completion to the inspection company. For this, you should expect to pay between \$500-\$600 for the whole home inspection, termite inspection and testing of the radon levels in the home. If you choose to have a specialized inspection such as sewer, foundation, chimney, etc., be prepared to pay for those out of pocket as well.

### **3** APPRAISAL:

If you are securing a mortgage loan to pay for your home, your lender will require an appraisal of the property before the loan can be cleared to close. This is paid by you, the buyer, at the time of the appraisal and generally costs between \$400-\$500.



## securing your **LOAN**



If you are applying for a loan to purchase your home, your lender will be keeping a very close eye on your finances from the time of pre-approval to closing. In order to help your transaction and approval process go as smoothly as possible and not throw up any red flags, follow these financial guidelines:



- Postpone any career moves until after your closing
- Do not apply for new lines of credit - this can change your debt-to-income ratio and impact your ability to qualify for a loan
- Do not incur new debt such as purchasing or leasing a new vehicle
- Do not make a very large deposit or withdrawal from your bank account
- Do not change your mind after locking in a rate
- Do not co-sign for someone else's loan
- Do not spend your down payment money
- If you've started packing for your move, remember to keep out any bank statements, tax returns, or other important paperwork that your lender may need
- Do not file for divorce prior to closing as this change of status may complicate the process when paperwork is being finalized

## your exclusive **BUYER AGENCY**



An Exclusive Buyer Agency is the agreement you sign with your agent to represent you on the purchase side of your transaction. By entering into an exclusive buyer agency agreement, your agent has a fiduciary responsibility to always act in YOUR best interest.

If you see a home on a third-party website (i.e. Zillow, Realtor.com, Trulia), you see a For Sale sign in a yard you drive by, or For Sale By Owner advertising, **call your agent** to get the information you're looking for.



## the **BENEFITS** of working with an EBA



- Only an Exclusive Buyer's Agent (EBA) can GUARANTEE to represent you in your home purchase.
- Only an EBA can GUARANTEE to negotiate on your behalf.
- An EBA provides the true facts regarding value, market/neighborhood conditions, and obvious physical defects.
- The high level of negotiation training and expertise of an EBA truly levels the playing field when it is time to make an offer on a property.
- Because an EBA only represents you, a seller is always unaware of the price you are willing to pay during the negotiation process, bringing the advantage back to you and your wallet. For this reason alone, it is very common to save thousands of dollars during the critical negotiation process.
- An EBA will insist that you utilize a qualified home inspector who will work on your behalf.
- Listing agents represent their SELLER, not you. Their job is to get the SELLER the highest price on the best terms for them. An EBA's job is to get you the lowest price on the best terms for YOU.
- An EBA will help you with financing options and alternatives to put you in the best possible position for your purchase. EBA's have a legal and ethical obligation to put your interests first!
- Using an EBA is practically FREE to you because the seller pays the EBA's commission out of the proceeds of their sale!

### **REMEMBER**

Your exclusive buyer's agent can show you ANY property, whether it's a FSBO, listed with another brokerage, etc. We've got you!

## the buying process **TIMELINE**



The buying process is split into two major phases - the search phase and the contract phase. Here is what the process will look like before you put a contract on your future home:

- Get a pre-qualification and financial pre-approval letter from a lender
- Lender provides a credit report
- Meet with your agent to analyze needs and set up your home search
- Select properties through your home search portal and view the properties with your agent
- Prepare an offer on a home with your agent and be prepared to include earnest money
- Your agent will negotiate the acceptance of the contract and arrange inspections

After you make an offer on a home and the seller accepts, it's time for inspections, negotiations and financing!

- After inspections, either choose to accept the home in its current condition or renegotiate through the resolution of unacceptable conditions and ask for repairs or a price reduction
- Next comes the appraisal, loan underwriting and final approval. During this time you should also make arrangements for homeowner's insurance and transfer utilities into your name
- Walk through prior to closing to ensure everything is still in the same condition as when you agreed to purchase the home. The title agency will handle the Title Exam, Filing of the Deed, Survey, and Title Insurance.
- Closing and official possession of the home and transfer of keys
- After the sale, remember we are always available for questions, advice, and can also recommend home service providers for your remodeling and maintenance needs

# SEARCHING for homes



After your initial meeting with our team, we will set up a custom search for you directly in the MLS (Multiple Listing Service).

Your searches can be set for different intervals - either daily, weekly, monthly, or ASAP. ASAP means that you will receive an email when a property within your search either becomes available, changes status or changes in price.

Keep in mind that other than homes being sold as For Sale By Owner, the MLS is the best way to look for homes. Sites like Zillow, Realtor.com, and Trulia all feed directly from the MLS, but sometimes their information is delayed and therefore not completely accurate. It is always best to look directly in your portal for the most up-to-date and accurate information and homes.

**LONG**  
real estate team

913.221.8351  
tony@soldbylong.com  
SOLDBYLONG.com

WESTERN  
AUTO

real  
Real Broker, LLC  
785.329.9077

Find a Home My Searches Favorites Messages My Agent

Back to Results 1 of 25

**16118 W 136th Street**  
Olathe, KS 66062  
MLS#: 2323479

Map

**\$360,000** New Listing  
Active

4 Bedroom  
1 Half Bath  
Built in 1999  
Single Family

Save as Favorite  
Save as Possibility  
Discard Listing

When you open your search email, you will be directed to your MLS portal. Within the portal there are many useful tools that can help you communicate with us about the properties you see there. There is a way to mark properties as a possibility or a favorite, or you can discard them from your search if you are not interested so that they don't continue to show up in your feed. By using these tools regularly, it will help you narrow down your choices before going to look at homes.

## viewing **HOMES**



After you have looked online and identified some properties you would like to view in person, let us know when you would like to go out to look. We will make arrangements to see the homes and provide a packet of information on each house. To make things easier, we are happy to drive you to the homes unless you prefer to follow us in your own vehicle.

As you walk through each home, feel free to open cabinets and closets. Most often, sellers won't be present and will understand your need to examine the home carefully and thoroughly. When a home appeals to you, take notes! Once you have viewed multiple homes, it's easy to forget the details.

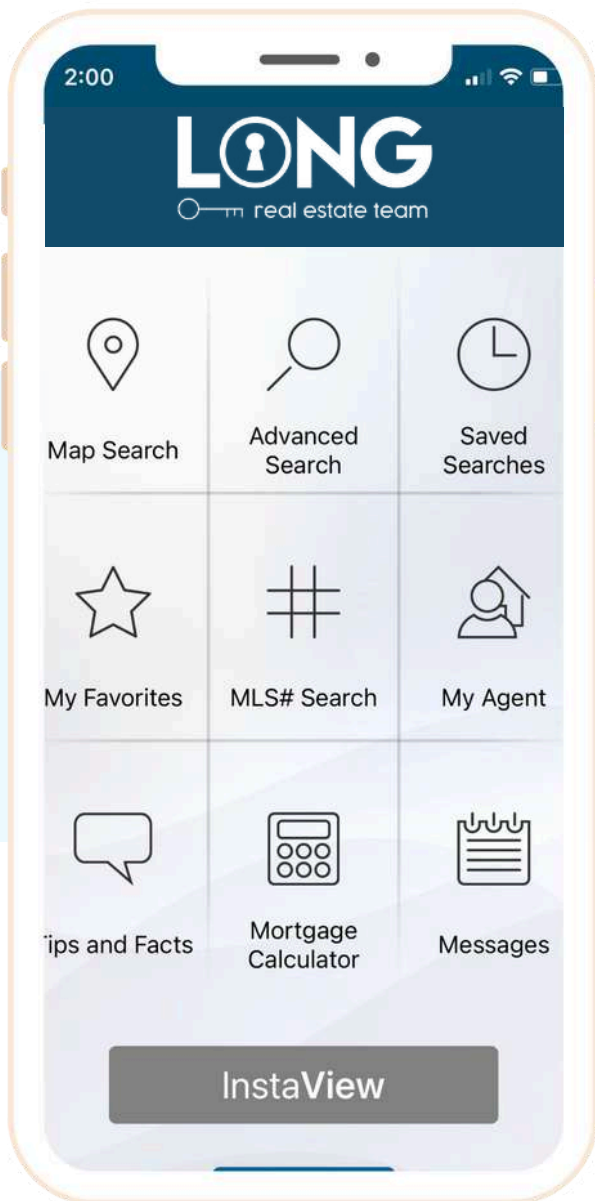
Throughout your home search, we will:

- Discuss the benefits and drawbacks of each home in relation to your wants and needs
- Keep you informed of property availability and changes
- Monitor the MLS database for new listings that meet your criteria
- Keep you up-to-date on changing financial conditions that may affect the housing market
- Be available to answer your questions or to offer assistance regarding your home purchase
- Discuss market trends and values relative to properties that are of interest to you
- Show you the entire available market, including new construction options and For Sale By Owner properties

When you go out with us to view homes, we will provide you with an MLS sheet for each of the properties on your list that will look similar to what you see on the following pages.

Take note of the different information fields and feel free to take notes on this sheet while you are viewing the home.





For a convenient on-the-go tool, you can download our MLS mobile search app.

This allows you to easily view info on available homes in your area of interest.

Remember that as members of the MLS, we can show you any property. If you see a sign in a yard or a flyer for a house, call us to find the information you are looking for. If you would like to see the home in person, we will make arrangements to show it to you!

# decoding an MLS SHEET

## 8011 W 113th Street, Overland Park, KS 66210

**Listing**

8011 W 113th Street, Overland Park, KS 66210

MLS #: 2331200 Status: Pre MLS

Residential

Area: 340 - N=I-435;S=135th;E=State Ln;W=Pflumm

County: Johnson, KS

L Price: \$375,000

**Above Ground Square Footage**

**Below Ground/Lower Level Square Footage**

**Lot Size**

Sub: Quail Valley  
Bed: 4 Full Bath: 3  
Above Grade Fin: 2,726  
Below Grade Fin: 640  
Ls: 12,007 - Square Feet  
Lgl: QUAIL VALLEY LT 6 BLK 6 OPC 438 2 6 6  
FP: Yes RP: No  
Maint Provided: Attached: No  
Direction Faces:

Type: SINGLE  
Half Bth: 1  
Public Records  
Yr Bld: 1981  
Gar: Yes  
Bsmt: Yes

CDOM: 0  
DOM: 0  
Total SF: 3,366  
Source: 31-40 Years  
Brk ID: RLEX01  
Agt ID: TONYLONG

**Cumulative Days on Market and Days on Market.**

If a home has been taken off the market and put back on within 90 days, it will clear the DOM to 0, but the CDOM will continue counting so be sure to pay attention to that #.

**General Information**

<p>Floor Plan: 1.5 Stories</p> <p>Construct: Brick &amp; Frame</p> <p>Garage: 2/Attached, Built-In, Garage Faces Front</p> <p>Dining: Breakfast Area, Formal</p> <p>Lot Desc: Treed</p> <p>Elem: Valley Park</p> <p>Sr High: Blue Valley North</p> <p>Fireplace: 2/Great Room, Recreation Room</p> <p>Oth Rms: Breakfast Room, Entry, Great Room, Main Floor Master, Office, Recreation Room</p>	<p>Style: Traditional</p> <p>Roof: Composition</p> <p>Bsmt: Finished</p> <p>Lake: Wood</p> <p>Fence: Overland Trail</p> <p>Middle: Blue Valley</p> <p>District: Main Level</p> <p>Utilities: Main Level</p>
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Listing Office Information

Remarks & Directions

Spacious, beautifully updated home in lush and conveniently located Quail Valley. Coveted first-floor master suite, large bedroom sizes, and two living areas including the finished basement with a full bath. The main floor Great Room features vaulted ceilings with beautiful wooden beams and a cozy whitewashed brick fireplace. The darling eat-in kitchen is complete with an island, granite countertops, stylish white cabinets, a section of butcher block counter over the wine fridge, and high-end stainless steel appliances. Adjacent formal dining makes family dinners and entertaining enjoyable, and a second finished living area in the lower level with a second fireplace is the perfect spot for a media room, rec room, or even a deluxe guest suite with a full bath. Welcome home!

Additional Information

<p>Flood Pin: No</p> <p>Bldg Conv: Owners:</p> <p>Heating: Forced Air Gas</p> <p>Water: City/Public</p> <p>Patio: Patio</p> <p>Flooring: Carpeted Floors, Tile Floors, Wood Floors</p> <p>Interior: Ceiling Fan(s), Kitchen Island, Pantry, Skylight(s), Vaulted Ceiling, Walk-In Closet, Wet Bar</p> <p>Appliances: Dishwasher, Disposal, Double Oven, Microwave, Rng/Oven- Built In, Stainless Appliances</p> <p>HOA Includes: Curbside Recycle, Trash Pick Up</p>	<p>Exclude: Central Vac</p> <p>Age Rest:</p> <p>Ownrshp: Private</p> <p>Road Mnt: Road Surf:</p> <p>City Limits: Central Electric</p> <p>Cooling: City/Public</p> <p>Sewer: Pool:</p> <p>Windows:</p>	<p>Financial Information</p> <p>Will Sell: Cash, Conventional, FHA, VA Loan</p> <p>Tax: \$4,621</p> <p>Spc Tax: \$0</p> <p>HOA: \$375/Annually</p> <p>Total Tax: \$4,621</p> <p>Deposit: Stewart Title</p> <p>Tax Comm:</p>
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Status Change Information

<p>Prev List Pr: S Brk: S Agent: Sale Term: Major Rep: One Time Showing:</p>	<p>Orig LP: \$375,000</p>	<p>Mod Dt: 07/11/2021</p> <p>Cont Dt: 07/11/2021</p> <p>Agency: Financial Concessions: Incentives:</p>
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**Annual Property Tax**

If the home was on the market before and did not sell, this is the "Previous Original List Price."

**Original List Price.**

If this number is different from the Current List Price in the top right corner, that will tell if you the home has increased or decreased in price since it hit the market.

**Home Owner's Association Dues**

**Rooms**

Room Type	Dim	Level	Room Features	Room Type	Dim	Level	Room Features
MSTRBATH	7 X 11	First	Ceramic Tiles, Double Vanity, Shower Over Tub	MSTRBED	13 X 17	First	Carpet, Ceiling Fan(s), Walk-In Closet(s)
BEDTWO	14 X 12	Second	Carpet, Ceiling Fan(s), Walk-In Closet(s)	BEDTHR	14 X 12	Second	Carpet, Ceiling Fan(s), Walk-In Closet(s)
BEDFOU	14 X 24	Second	Carpet	DINING	12 X 12	First	Hardwood
GREAT	25 X 15	First	Cathedral/Vaulted Ceiling, Ceiling Fan(s), Fireplace, Wet Bar	KITCHEN	19 X 13	First	Granite Counters, Hardwood, Kitchen Island
LAUNDRY	6 X 8	First	Hardwood	RECROM	28 X 23	Lower	Carpet, Fireplace
BATHHALF	6 X 5	First	Granite Counters, Hardwood	LOFT	13 X 12	Second	Carpet
BATHONE	8 X 8	Second	Ceramic Tiles, Shower Over Tub	BATHTWO	9 X 5	Lower	Ceramic Tiles, Shower Only
OFFICE	16 X 11	Main	Wood Floor				

**Rooms with size and features. Keep in mind that the features are from a drop down menu and don't necessarily provide a great description of a room. Some of the options include flooring types, window treatments, and countertop material.**



After you put an offer on a home and the seller accepts, you will officially be under contract. At that time it is your right to conduct any environmental, mechanical, or structural inspections that you decide are important for your purchase.

Here is a list of potential inspections you may want to consider:

*01*

Whole Home

*02*

Radon

*03*

Structural

*04*

Chimney

*05*

Septic / Sewer Line

*06*

Roof

*07*

Mold / Microbials

*08*

Synthetic Stucco

# CLOSING your purchase



Now that we're through inspections, you can focus on preparing to move and getting the clear to close for your loan if you are financing your purchase.

- Just before closing, we will complete your final walk-through to confirm that the agreed-upon repairs have been completed and the home is in acceptable condition for you to finalize your purchase.
- At closing, you will bring a cashier's check to pay your down payment and closing costs. The title company will take your check and arrange to transfer the funds to the seller.
- Once the funds are transferred, you will officially be a homeowner and we can celebrate!





## closing **COSTS**



Closing costs are fees due at the closing of a real estate transaction. These can vary based on many different factors including location, lender, and purchase price. Closing costs often include:

- A fee for running your credit report
- A loan origination fee, which lenders charge for processing your loan paperwork for you
- Discount points, which are fees you pay in exchange for a lower interest rate
- Title insurance
- Title search fees, which pay for a background check on the title of your new home to make sure there aren't things such as unpaid mortgages or tax liens on your property
- Escrow deposit (AKA prepaids), which may pay for a couple months' property taxes and private mortgage insurance
- Recording fee, which is paid to a city or county in exchange for recording the new land records
- Underwriting fee, which covers the cost of evaluating a mortgage loan application
- Home Owner Association transfer fees

There are other things that could possibly be included in closing costs depending on the specific factors of your purchase. Generally, closing costs end up being between 2-5% of the purchase price of your home. Your lender can go over more specific information regarding these with you.

## AFTER your purchase

One of the most important pieces of our philosophy is that our service to you doesn't end at the closing table. We have made a commitment to be there for our clients long after the sale is completed.

We pour our resources each year into producing newsletters and helpful information to guide you in your home ownership journey, designing awesome swag for you to enjoy, and making sure you are aware of what is going on in your local housing market.

## THE LONG & SHORT OF IT

updates from Long Real Estate Team



### GREATER KANSAS CITY MARKET UPDATE

LONG  
real estate team

CLOSED SALES	4,359
AVERAGE PRICE	\$308K
DAYS ON MARKET	18
OLP VS. SP	101.4%
MONTHS SUPPLY	1.1

ALL  
HEARTLAND  
MLS

## RELATIONSHIPS are everything

One of our absolute favorite ways to reinvest our resources in our clients is hosting annual events for you and your friends and family. This is such a fun way for us to catch up with so many of our favorite people and do something enjoyable for you after everything you've done for us!



TRASH BASH



PUMPKIN CARVING CONTEST



KENTUCKY DERBY PARTY

## client **RESOURCES**

We spend a lot of time developing relationships with quality service providers and real estate industry vendors in the Kansas City area. If you are ever in need of an electrician, plumber, handyman, landscaper or other home maintenance service, don't hesitate to contact us! We would love to introduce you to someone who has the same high-quality service and strong values that we do.



## staying **IN TOUCH**

Visit us online, follow us on social media, or subscribe to our newsletter - we want to stay in touch!

Here are all the places you can find us hanging out on the interwebs:



@soldbylong



@soldbylong



Long Real Estate Team



[soldbylong.com](http://soldbylong.com)



[tony@soldbylong.com](mailto:tony@soldbylong.com)

